



GT-Focus

Partnering Progress

Newsletter - Q3, 2023

Brought to you by Group Communications Department

CEO message

“It’s time to grow and go from strength to strength”

As we prepare for a future defined by significant technological innovations, which leads all of us to a necessary re-imagination of the whole supply chain globally, Gulftainer is of no exception to this new approach of doing business.

Change is happening around us; we must change too — our new transformation journey has rolled out earlier this year, heading to a more clear diversification of our business portfolio in all our strategically located facilities.

It’s time to grow and we aim to go from strength to strength — our leadership, people, customers and partners are the driving force for a new chapter of growth.

I'm excited for what the future will hold for our business in this incredible journey. I urge you to deepen our bonds, as always, and explore new avenues for becoming a leading end-to-end niche supply chain and logistics provider.

As year-end is fast approaching, I want to emphasise that with your dedication, there's no limit to what we can achieve, poised to shape the future of supply chain regionally and globally.



Peter Richards, Group CEO of Gulftainer

Business Lens

Gulftainer strengthens Chinese trade ties



Gulftainer has met with key traders in Shenzhen to boost trade and logistics ties with the freight forwarding community of South China. The meeting was attended by the Shenzhen International Freight Forwarders Association and the Qingdao Logistics Network. Andrew Hoad, Chief Commercial Officer, said: **“With our state-of-the-art supply chain and logistics facilities and strategically situated terminals, Gulftainer is ideally poised to facilitate the seamless movement of cargoes and enhance connectivity between South China and the UAE through Sharjah Container Terminal and Khorfakkan Container Terminals.”**

Gulftainer explores new horizons for its US and ME Terminals during Breakbulk Americas

Gulftainer's attendance this year's edition aligns with the vision to elevate its position in end-to-end supply chain solutions and integrated trade connections globally. It took part in engaging discussions with customers, prospects and partners about the latest innovative solutions being offered in containerised cargo, project cargo, PCC, bulk, liquid and reefer supply chain.

Simon Aynsley, Chief Sales Officer, said:

"Gulftainer showcased its best-in-class solutions in port and terminal operations, and explored joint venture opportunities in Canaveral terminal, which becomes a priority for Gulftainer as it seeks to expand its footprint in the US."



Gulftainer wins Best Cybersecurity in Port Operations 2023

Gulftainer has won

“Best Cybersecurity in Port Operations”

at the 3rd edition Security Conclave and Awards 2023.

The company’s firm commitment to security and efficiency has long been a hallmark of our operations in ports and terminals. To maintain speed, capabilities and importantly security aspects that allow smooth flow of cargo today and in the future. Gulftainer is constantly striving to set highest industry standards for cybersecurity, reaffirming its dedication to a safe and resilient shipping and logistics ecosystem in all facilities.



Vinay Sharma, Group Director of Information Technology, said:

“In today's interconnected world, security and efficiency are inseparable. Together, we are forging a safer and more efficient future for global trade.”

Momentum Logistics showcases a growing capacity by handling breakbulk cargo in Iraq

Gulftainer's Momentum Logistics in Umm Qasr continues to showcase a great capacity by handling and moving breakbulk cargo, with recent two TR bodies of 98 tonnes and four transformers of 43 tonnes, as part of a major project in the capital city of Iraq. Momentum Logistics provides impeccable services to its customers through one-stop logistics window from quayside to port exit, ensuring seamless operations at every step of the way. With a complete suite of integrated logistics solutions that it offers, customers can have a better control of their cargo journey.



Gulftainer participates in trade conference in Bangladesh to discuss the development of Chattogram

Gulftainer participated in Bangladesh's remarkable trade conference that brought industry leaders and experts together under one roof to discuss the development of Chattogram through enhanced

trade connectivity and the prospects and challenges facing the nation's industry. Zina S, General Manager of Shipping Lines, has emphasised the importance of UAE's integrated trade gateways, which create pathways for Bangladesh to explore competitive opportunities for seamless trade connections across the region.



GulfTainer leads a cybersecurity panel session at “Cyber Warriors Conclave” in Dubai



GulfTainer has joined the 9th edition of Cyber Warriors Conclave in Dubai, as a lead moderator of a panel session on “Attack-based vulnerability management”, by Vinay Sharma, Group Director of Information Technology, to discuss emerging technologies and best practices in cyber security space. He said: **“Our supply chain and logistics industry is witnessing a growing use of technology, where there is an immense need for every organisation operating in this space to heighten its cybersecurity action, which can help improve security and resilience for businesses in a safer environment.”**

A Closer Look

Gulftainer welcomes David Westmoreland as Group General Counsel

A UK qualified lawyer, David has over 17 years of experience in providing commercially pragmatic legal advice to a variety of FTSE 100 and Fortune 500 companies in the UK, Middle East, Asia and US.



Gulftainer welcomes Daniel Caton as Managing Director of Momentum Logistics

An international logistics and supply chain specialist, Daniel has over 20 years of experience in operational and commercial management roles for leading third-party logistics providers in Europe, Middle East and Africa.



Gulftainer welcomes Tarek Kiwan as Head of Communications

A seasoned communications specialist, Tarek has over 13 years of experience in public relations, strategic corporate communications, brand identity, advanced media relations, storytelling, social media, crisis communications and more.



An interview with

CEO
T O D A Y

Gulfair CEO Peter Richards

Gulfair - a true global success story borne out of Sharjah. In 1976, Gulfair was launched to operate the first container terminal in the Middle East, the Sharjah Container Terminal. From these humble beginnings, Gulfair is now one of the world's leading international ports and logistics solution providers and the first and only operator from the Middle East to manage ports in the USA.



Read the full interview [here](#)

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