

Apr-Jun 2017

ISSUE
02

GACWORLD



Delivering your strategy.

06

GAC Pindar returns to the Volvo Ocean Race

09

Valencia aiming for Spain's hull cleaning crown

18

GAC Corporate Academy turns 10

Spot the Brazilian



This full-hearted land...



'Brazil' is too short a word to capture the scope of this diverse, complex and contradictory nation. Almost everything about Brazil is larger than life. From the steaming Amazon basin that drains an area the size of Australia to the people's passionate love of telenovelas (similar to soap operas), nothing about Brazil - and Brazilians - is half-hearted. They work, play, struggle and strive with an energy that is globally unique. They tap vast natural and human resources. And they do so in pleasing latitudes. There are no Russian winters, no Sahara Deserts. Hurricanes are rare.

To be sure, Brazil struggles with poverty, pollution, corruption, political instability and various other afflictions. But when you combine a people whose first instinct is to be positive and energetic with a land (and maritime zone) that bursts with agricultural and mining wealth, well-developed manufacturing and service sectors, intense natural beauty, and rich culture, there is much to be pleased about here. We're taking a look at Brazil, starting on page 10.



Want to receive GAC World in digital format?
Email your request to gacworld@gac.com.

Better Sheds

Contract logistics facilities can range from a tent to a multi-model, climate-controlled hub. The intelligence that is now being built into new facilities is adding powerfully to movement efficiency, shipment tracking and inventory planning. We recently opened our upgraded GAC Thoreson facility in Thailand (see page 3). And ground has been broken in Sri Lanka and Dubai on new projects (also on page 3, opposite).

Meanwhile in Europe...

The European Union is a compliance-rich environment. So much so that document handling is becoming an essential service. GAC Europe has formed a cross-company team to help customers with the increasing formalities, particularly in regard to Entry Summary Declarations (see page 5). As well, there is a concerted move to ramp up vessel and voyage data to help reduce waiting times at EU ports and streamline discharge and loading. GAC-SMHI, our weather-routing and vessel performance service, is part of the project (see page 14).

Eye Candy

You must check out the car on page 15. For sheer style and elegance you cannot get much better than a two-door, hand-built, 1934 Rolls Royce Phantom. GAC's customised car container was fit for the challenge of transporting this piece of road royalty from the UK to China.

Racing again

We had a lot of fun and plenty of sweat doing the logistics for the 2014-15 Volvo Ocean Race. We did well and also learned a lot. Now we're doing it again for the 2017-18 edition. This global event will make landfall in 12 locations as the race unfolds. Race villages will be set up and dismantled as the yachts move around the world. Indeed several modular villages will be in play, each leapfrogging the other to ensure the yachts, the teams and the race visitors enjoy premium facilities. See page 6-7.

The White Desert

Something more about Brazil: it has a desert. But it's not an ordinary desert. It gets regular rain. You can see lagoons of water, with fish, in between the sand dunes. But there are no plants and no trees. But it sits on the edge of the huge, plant-filled Amazon basin. But, but but...as soon as you think you've got a clear lens on Brazil, the focus shifts and you are looking at yet another contradiction. As I said, 'Brazil' is too short a word.

Gurumurthi Shankar
Editor

GAC Thoresen Logistics completes facility upgrade

GAC Thoresen Logistics' food-grade distribution facility at the Amata Nakorn Industrial Estate in Thailand's Chonburi Province has expanded to 20,000 square metres and more than doubled pallet positions to 32,000.

Equidistant from the Suvarnabhumi International Airport and 46km from Laem Chabang Deep Sea Port, the food grade facility provides dry and ambient storage with marshalling and value-added service areas plus high-hygiene storage areas with four temperature-controlled chambers ranging from 17 to 25 degrees. It combines drive-in and selective pallet racking, 11 hydraulic loading bays, specialised cooling systems and 24-hour monitored security and fire protection.

GAC Thoresen Logistics is a joint venture between GAC Group and Thoresen Thai Agencies plc, a leading Asian Investment Group. Besides warehousing and distribution, the company also provides ocean and air freight, customs clearance and land transportation. In addition to the facility in Amata Nakorn, GAC Thoresen Logistics has warehousing facilities in Rayong and Bang Pa-In. **GW**

Ground broken on new Dubai facility



Work has started on GAC Dubai's newest contract logistics facility. When finished, it will bring the company's total capacity to more than 200,000 pallet positions serving customers in local and regional markets.

Construction of the three chamber warehouse and executive offices in the Logistics District of Dubai South is due to be completed in the fourth quarter of 2017 with operations expected to go live in January 2018. It will add to GAC's existing contract logistics capacity and complements established facilities in the Jebel Ali and Dubai Airport Free Zones.

The new 72,900 pallet facility is designed to handle a diverse range of product categories including fast moving consumer goods (FMCG), food and beverage, plus healthcare and beauty products classed as dangerous goods (DG).

It will offer an extensive range of Value Added Services to meet customer requirements and international quality standards. GAC has invested in the latest technology to equip the warehouse and supporting facilities with an environmentally-friendly cooling plant, advanced building management systems, 100% recycled water, LED lighting and solar power.

The facility is located to take advantage of easy access to both Jebel Ali port and Dubai World Central Al Maktoum International airport. **GW**

Partnering for integrated logistics facility in Sri Lanka



(From left): Kasturi Wilson, Managing Director of Hemas Logistics and Maritime Sector; Steven Enderby, Group CEO of Hemas Holdings; Shehara Jayawardhana, Group Joint Managing Director, McLaren Holdings; Imtiaz Esufally, Group Director of Hemas Holdings; Hon. Ranil Wickramasinghe, Prime Minister of Sri Lanka; Hon. Patali Champika Ranawaka, Minister of Megapolis & Western Development; Asela Iddawela, Chairman of Sri Lanka Land Reclamation & Development Corporation; Lars Bergström, GAC Group Vice President, Asia Pacific & Indian Subcontinent; and Nihal Rupasinghe, Secretary of Ministry of Megapolis & Western Development.

GAC Sri Lanka and Hemas Transportation have formed a partnership to build an integrated logistics facility comprising a state-of-the-art distribution centre, a container yard and a 15 acre warehouse in Muthurajawela Industrial Zone in the western part of the country. The facility is expected to start operations by early June and the distribution centre by February 2018.

Hemas Transportation is part of The Hemas Group, one of the country's leading conglomerates focusing on Fast Moving Consumer Goods, Healthcare, Transportation, and Leisure.

Groundbreaking

A groundbreaking ceremony was held in January, attended by a number of dignitaries including the country's Prime Minister, the Honorable Ranil Wickramasinghe.

Once completed, the facility will comprise a 6,000 TEU capacity container terminal with seven-high container stacking, as well as a warehousing and distribution centre offering Third Party Logistics services. It will be equipped with the latest reach stackers and harness a cutting-edge IT platform. Other features include a two-way approach to stacks in the container depot and a dual in-and-out gate that operates independently.

Institute of International Container Lessors (IICL) certified container inspectors will survey containers entering the depot, benchmarking against global standards. **GW**

Terminal & Marine Services deal with Valero in UK

180 vessels a year in Wales and England's west

GAC UK has signed a three-year terminal and marine services deal with Valero Logistics UK Ltd. Under the agreement, GAC UK manages the discharge of 12-14MT of clean petroleum products from each call by up to 180 tankers a year at the ports of Cardiff and Plymouth. In April, its jetty operation services for the energy giant expand to Avonmouth.

This latest signing comes on the heels of GAC UK's contract to support Shell UK's operations at Braefoot Bay.

"This deal represents the continuing expansion of our terminal and marine services portfolio in UK ports," says Managing Director Herman Jorgensen. "We already have the local experience at these terminals and the expertise to handle the additional tasks assigned to us. Most importantly, we fully understand the service demands from both the shore and the ship side.

"As with all our operations, we shall strive to achieve optimum cost efficiencies for our customers while working with local communities and raising the bar both in terms of service delivery and health and safety." **GW**



GAC Marine wins Sri Lanka partner honour

GAC Marine Services in Sri Lanka has received the award for the Best Business Process Re-engineering/Innovation from its local partner, the McLaren Group.

The award recognises GAC Marine's efforts continually to improve business processes through innovation and process re-alignment which has helped retain its market leadership in Ship Supply Services off the southern port of Galle. GAC Marine won the "Overall Best Performing Company" in the same awards last year. **GW**

Project cargo smarts lauded

The GAC Group was the joint winner of the "Excellence in Break Bulk/Project Cargo Transport and Handling" Award at the Australian Shipping & Maritime Industry Awards 2016 held at Darling Harbour in Sydney.

The Award recognised GAC's project logistics expertise in moving a 410-tonne acrylic and steel megastructure from New Zealand to Maldives for the world's biggest underwater restaurant.

Per Thörnblom, Group Project Logistics Manager planned and oversaw the entire operation. "It took us a year to plan the move and this award is validation of our hard work and our capabilities in handling out-of-gauge and complex cargoes." **GW**



Check out our video highlights of the job which won this award at <https://youtu.be/sxNfdJCmvms>

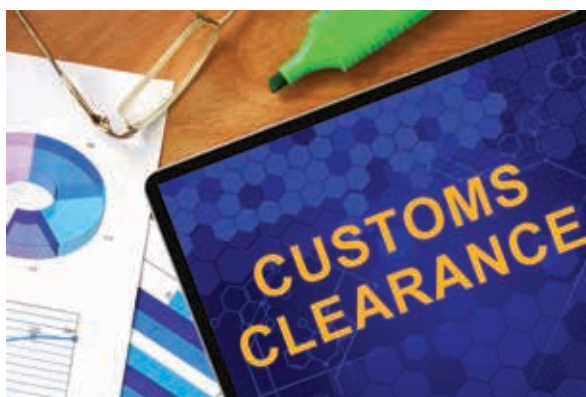


Ready to Rock

GAC Taiwan MD Kenny So (centre) strikes the pose as he and his team celebrate the opening of their newest office close to Kaohsiung Port, the country's largest international harbour. The opening marks a stronger focus on ship agency to complement GAC Taiwan's traditional logistics strengths. **GW**

GAC IN ACTION

Cargo declaration service to aid vessel owners with EU paperwork



GAC has introduced a centralised service to help ship owners navigate the paperwork required for the import of cargoes to European Union (EU) ports from outside the Union.

Operators of vessels carrying such cargoes must declare cargo information to the customs authorities in advance of the vessel's arrival. GAC has acted to ease that administrative burden by forming a team of fiscal experts to provide information and guidance to clients and to handle customs paperwork on their behalf.

The new service lets operators delegate to GAC the Entry Summary Declarations for all EU member states where their vessels call, regardless of whether GAC is the nominated agent handling the port call. Customers can use the service either as a stand-alone solution or as part of a package through GAC's Global Hub Services.

Simplified

Wynne Raymond, GAC UK's Tanker Manager, says: "Recent events including the Brexit vote in the UK have increased the need for expert help for clients navigating the EU paper chain. By drawing on the GAC global network and regional specialists, we give customers the option to channel their EU Cargo Declaration matters through a single point of contact, simplifying the process and giving peace of mind that there will be no delays due to customs requirements.

"As an added advantage, economies of scale mean that we are able to offer this valuable service at a very competitive fee."

The new service is administered by the Fiscal Expertise team in the UK. **GW**



For more, email ens.eu@gac.com or call Lee Round on +44 (0)1642 637522.

GAC makes history with return to the Volvo Ocean Race

First company appointed twice as official logistics provider for the round-the-world sailing challenge



Photo credit: Benoit Stichelbaut / Dongfeng Race Team

Once again, GAC companies around the world will be tested by the Volvo Ocean Race following their excellent showing in the 2014-15 race. GAC is the first company in the history of the race to be appointed as official logistics provider for a second time.

The 2017-18 race will again see the Group's marine sport and leisure logistics specialist, GAC Pindar, working closely with offices around the world to provide a wide range of services for the race which kicks off in Alicante, Spain, on 22 October. These will include customs clearance and transportation of pavilions, hospitality infrastructure, broadcast and other support equipment to host cities across six continents.

It will be a repeat of the epic challenge presented by the previous race, during which the GAC Pindar team clocked up more than 21,000 man hours working to ensure the smooth delivery of the event. Back then, GAC also played a key role in getting two of the competing crews and their boats back in the race after disaster struck. It helped the Dongfeng Race Team get a replacement mast after it snapped *en route* to Brazil and moved Team Vestas Wind's stricken boat after it ran aground on the Cargados Carajos Shoals near Mauritius.



Andrew Pindar (left) partner at GAC Pindar, GAC UK MD Herman Jorgensen and Volvo Ocean Race CEO Mark Turner seal the deal in Gothenburg.



Check out the Volvo Ocean Race website at volvooceanrace.com

Go-to provider

The announcement of its appointment for the Volvo Ocean Race 2017-18 follows the signing in November 2016 of a long-term contract as the official provider of marine logistics and shipping services for World Sailing, the world governing body of sailing, representing more than 140 nations. GAC Pindar is also the official logistics provider for the Extreme Sailing Series, World Match Racing and the M32 Series. **GW**



OFFICIAL SUPPLIER





Old hand at the helm

Jeremy Troughton is an old hand at the Volvo Ocean Race. He's already been involved behind the scenes for six years, and two races, and now he's getting ready for his third race; this time, as GAC's Project Manager.

He brings to his new role more than a decade of experience with such events, both as an organiser and a supplier. Since 2000 he has been involved in all aspects of project management and programme delivery, working across different sites, venues, countries and time zones, and working with people from many different cultures around the world.

Jeremy has been involved in many major sporting events including: the 2010 Commonwealth Games in India; the 2012 London Olympics; the 2014 Sochi Winter Olympics; and the 2014-2016 America's Cup World Series events in Portsmouth. He served as Race Manager and then Operations Director for the Volvo Ocean Race from 2004 to 2010.

He divides his time between the Southampton office, working alongside GAC Pindar Manager Beth King and her team, and the Volvo Ocean Race office in Alicante, Spain, where he is joined by Martin Molloy, seconded to the Volvo Ocean Race office from GAC UK. **GW**

Getting ready for the off

The start of the Volvo Ocean Race is still months away, but GAC's experts are already in action as the official logistics providers for the 2017-18 event.

GAC and GAC Pindar colleagues from Rotterdam, Gothenburg and the UK travelled to Volvo Ocean Race's HQ in Alicante, Spain, in March to talk strategy and set their winning course. Meanwhile, the logistics machine has already swung into action to start getting everything where it needs to be in preparation for the ultimate round-the-world sailing race.

In New Zealand, TNL GAC Pindar's Richard Thorpe oversaw the truck delivery of four 28.2-metre long masts 250 km from the factory in Auckland to Tauranga port. They were loaded onto a ship waiting to take them on the first leg of their sea voyage, to Panama, from where they sailed to Algeciras in Spain and continued the trip to Lisbon in Portugal by road.

There's going to be a lot more activity between now and the start of the race in October, so watch this space for updates. **GW**



Sweet!

Automation boosts chocolate delivery



With its new automated bagging machine, GAC Dubai has ramped up the efficiency, hygiene and accuracy of its handling of sweet treats for Mars, the world's largest chocolate and confectionery maker.

The automated line can produce up to one million packages a month and capacity spikes can be managed by additional manual packing.

"Investment in automation is allowing us to drive a very efficient business model," says Abdul Hameed, Value Added Services Manager - Contract Logistics. "Automated quality checking is driving a very accurate, high quality product.

"To meet stringent labeling requirements set by local regulators, manufacturers must customise their products before they enter the market. GAC Dubai's Value Added Services function provides a complete last-mile solution which is much more flexible than source factory customisation. As well, GAC offers a wide range of promotion activities allowing our customers to strengthen their marketing efforts and successfully differentiate themselves from their competitors."

Added value

The new automated bagging machine is the latest in a series of investments to boost Value Added Services offered by the GAC Dubai contract logistics team, including the dedicated co-packing facility in the Jebel Ali Free Zone.

GAC pioneered contract logistics services in the Middle East, opening the region's first distribution centre in Dubai in 1993. Today, its 103,000sqm Logistics Park remains one of the largest and most advanced in the region. **GW**





Valencia aiming for Spain's hull cleaning crown

HullWiper technology lays down challenge to traditional methods

GAC EnvironHull's MD Simon Doran knows the size of the challenge. "Until now, hull cleaning in Spain has largely been associated with Algeciras, at the southern tip of the country, due to the concentration of maintenance companies using traditional methods there," he says. "But with the availability of HullWiper, Valencia is featuring more and more on the radar of owners and operators looking for an alternative that makes both economic and ecological sense."

Clean hull, clean conscience

The Remotely Operated Vehicle (ROV) cleans hulls without compromising hull coatings or putting human life and the sensitive marine environment at risk. The ROV is operated from shore with the help of lights and cameras and cleaning can be carried out at any time, day or night, in most weather conditions, even during loading or unloading.

Valencia is one of a growing number of ports to recognise HullWiper as a viable alternative to traditional hull cleaning using divers and brush carts, and has granted it permission to operate in its waters. The system is also offered at other locations in Europe, the Middle East and Asia.

Discount

GAC EnvironHull is currently offering a 20% discount on all HullWiper cleans conducted at Valencia.

"Earning the confidence of the industry is a key challenge in the transition from traditional hull cleaning techniques," says Doran. "Word of mouth is a powerful tool in the shipping industry and as the message spreads about the benefits of HullWiper at ports like Valencia, the next question ship owners and operators will ask is how the technology could benefit them."

Calculate and compare

GAC EnvironHull has developed an online fuel savings calculator that lets owners and operators compare the financial benefits of the HullWiper system with traditional methods. The online calculator takes account of vessel size, speed, voyage, fuel type, temperature and anti-fouling coatings used for a range of vessels including bulk carriers, container ships, LNG/LPG vessels and tankers. **GW**

Brazil: Moves, Grooves and So Much More

Whether it's samba at Carnival time or the football pitch any other time, Brazilians have the moves that make the rest of the world stop and admire.

Contrast this with Brazil's bureaucracy. Here, you will find a rich supply of red tape to challenge the best minds and trap the unwary. Just consider Brazil's Constitution. It's a hefty document which can run to more than 400 pages (depending on the size of the font). The USA's Constitution takes up less than 80 pages with all amendments included. That's a wide margin of difference and it shows that in Brazil, you need to enjoy reading and take account of the fine print.

The Brazilian way

Brazilians, however, are resourceful people. They are well-versed in how to get things done in the bureaucratic maze. They even have a term, '*Jeitinho brasileiro*', which freely translates as the 'Brazilian way of doing things'. It in turn relies on some essential Brazilian traits: informality, good nature, charm (*simpatia*), and a well-received desire not to be thought unpleasant or boorish (*chato*). They value warmth, spontaneity, and lack of pomp and ceremony.

And it's all very personal. Doing business in Brazil is less about companies and brands than about people. The closeness of the relationships you foster with your customers, suppliers,

auditors, inspectors etc, will determine the success, or otherwise, of your efforts.

Largest

The world's biggest wetland, the Pantanal; the world's biggest river by volume, the Amazon; the world's biggest snake, the Anaconda; the world's biggest rainforest; the world's biggest concentration of bio-diversity: the list goes on but for Brazil, it boils down to its size and variety.

This is captured in the very bloodlines of the people. Following on from the indigenous people whom studies suggest arrived around 8,000 years ago, there have been several waves of immigration since the Portuguese occupied the region in the 1500s. It has the largest population of Japanese outside of Japan (1.6 million). European migrants have been major contributors to the population since the days of sailing ships, concentrated mainly in the more temperate south-east. 40% of the Africans shipped across the Atlantic as part of the Slave Trade between the 15th and 19th centuries went to Brazil. All this provides for a rich mix of ethnicities and cultures and much genetic intermingling. It's a massive human resource.



Much to offer

Brazil is a global giant. It occupies 8.5 million sq km, making it the fifth biggest country in the world. It has 7,400 km of coastline and GAC Brazil is currently serving 68 ports. It stretches from the tropics to temperate climate regions in the south-east. In winter it even gets snow on the higher slopes in the south.

All of this geographical richness is matched by wealth in other areas. It has more than 200 million people working in well-developed sectors like agriculture (coffee anyone?), mining and manufacturing. It is the world leader in biofuel production and was a pioneer in converting its immense sugarcane harvests into alcohol: not for producing Cachaca but for powering vehicles. Western news reports might suggest that Brazil is full of poor people, terrorised by gang warfare, but more than half of the population regards itself as middle class.

The challenges

About 43% of Brazil's population is now of working age, but inequality of opportunity is hampering development and growth. Nevertheless progress, though slow, is being made. A World Bank report indicates that the number of poor people is going down. In 2003, 21% of the population was ranked as poor. In 2009 it was down to 11% and falling further. These markers show that economic activity and '*Jeitinho brasileiro*' are having a positive impact on Brazilian lives.

GAC Brazil's Managing Director, Rodrigo De Marco, has ridden several waves of growth and contraction since GAC first set up there in 2006. Right now, he's cautiously positive.

"After a contraction in 2016, the economy is expecting a tiny growth in 2017," he says. "Analysts see GDP growth at 0.5% this year and believe the recovery will gain maturity in 2018 with GDP growing by 2.2%. The worst is over."

Rodrigo's assessment is supported by World Bank data. In its current overview, the bank notes the improvements in poverty levels and in general education standards. However, while applauding Brazil's efforts thus far, it sees much more to be done: "...the country still faces major development challenges - especially in finding ways to combine the benefits of agricultural growth, environmental protection and sustainable development."

Global player

The World Bank makes the point that Brazil is no longer confining its focus to internal matters and is indeed contributing energetically to global solutions, particularly in regard to climate change and the 2015 Paris agreement. "The country has once again demonstrated its leadership role in international negotiations on climate change, showcased by significant contributions to climate change mitigation within its borders. Brazil has voluntarily committed to reducing its greenhouse gas emissions between 36.1% and 38.9% by 2020 - and it will likely reach that objective sooner."

Outside observers have become used to being dazzled by the artistry and deftness of Brazilians in dance and sport. It is clear that the country is increasingly finding its feet when it comes to weightier issues like growth and sustainability. Expect to see more smart moves done according to '*Jeitinho brasileiro*'. **GW**

Brazil Fast Facts



1822

Gained independence after more than 300 years of Portuguese rule.



1889

Declared a Republic.



8,515,770 km²

Total area



205,823,665

Population (July 2016 est.). The world's 5th largest.



85.7%

live in urban areas, mostly along, or relatively near, the Atlantic coast. *



43.84%

aged between 25 and 54 *



Capital:

Brasilia



Largest cities:

Sao Paulo and Rio De Janeiro



Gross Domestic Product:

USD 3.135 trillion in 2016 **



USD 185.2 bil

Value of goods Brazil shipped around the globe in 2016.



39.8%

of Brazilian exports (by value) go to Asian countries



USD 137.6 bil

Value of goods Brazil imported in 2016, **34.3%** of which (by value) came from Asia



Natural resources:

bauxite, gold, iron ore, manganese, nickel, phosphates, platinum, tin, rare earth elements, uranium, petroleum, hydropower, timber *



Agriculture:

coffee, soybeans, wheat, rice, corn, sugarcane, cocoa, citrus, beef *



Industries:

textiles, shoes, chemicals, cement, lumber, iron ore, tin, steel, aircraft, motor vehicles and parts, other machinery and equipment *



Main exports:

manufactured goods, iron ore, coffee, oranges, other agricultural products



Electricity

69.3% of total installed capacity (2012 est.) from hydroelectric plants *

10.5% of total installed capacity (2012 est.) from other renewable sources *



2.437 mil

bbl of crude oil produced per day (2015 estimate), ranking 11th worldwide *



8th

largest producer of refined petroleum products (2.811 million bbl/day - 2013 est.) *



7th

largest consumer of refined petroleum products (3.144 million bbl/day - 2014 est.) *



257.814 mil

mobile phones *



126

mobile phone subscriptions per 100 inhabitants (July 2015 est.) - 6th highest worldwide *



59.1%

of population use the internet (120.676 million) - 6th highest worldwide *

Sources:

* Source: CIA World Factbook (<https://www.cia.gov/library/publications/the-world-factbook/geos/br.html>)

** Source: International Monetary Fund's World Economic Outlook Database

When in Brazil



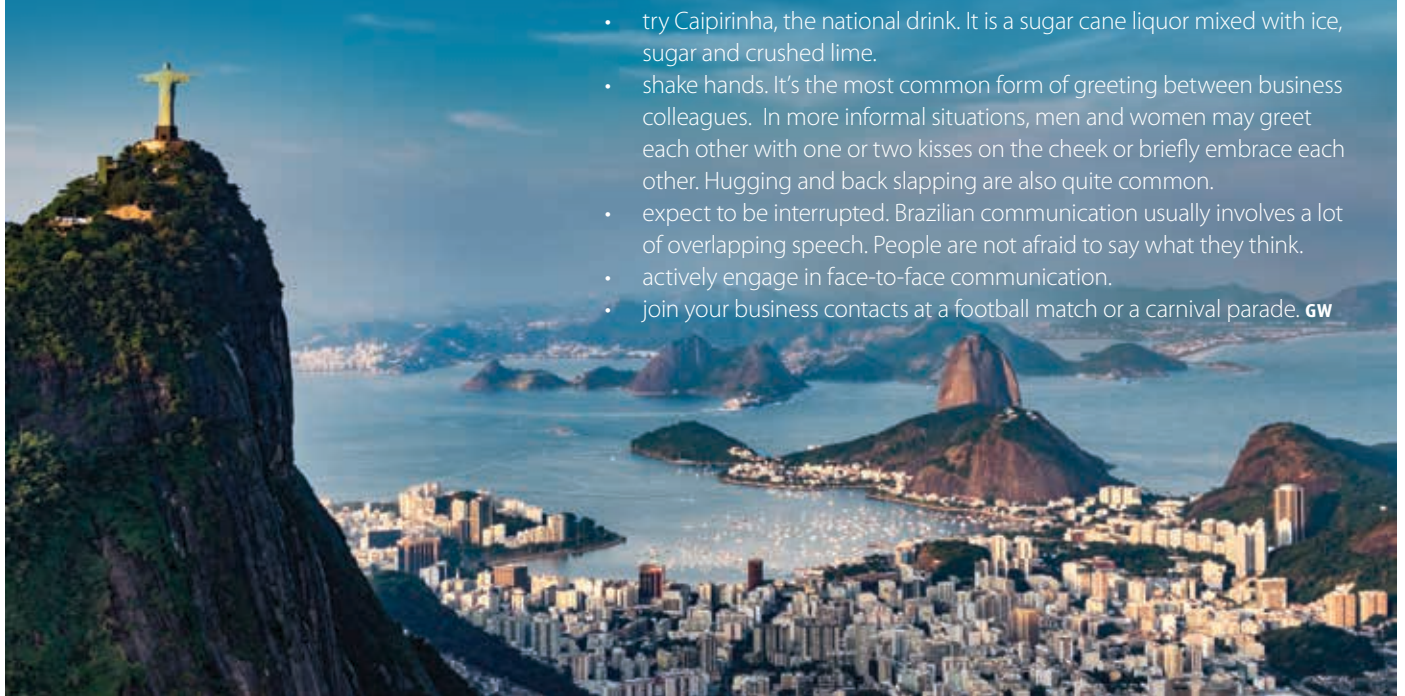
GAC Brazil's Managing Director, Rodrigo De Marco, shares some top tips for successful business relationships:

Don't

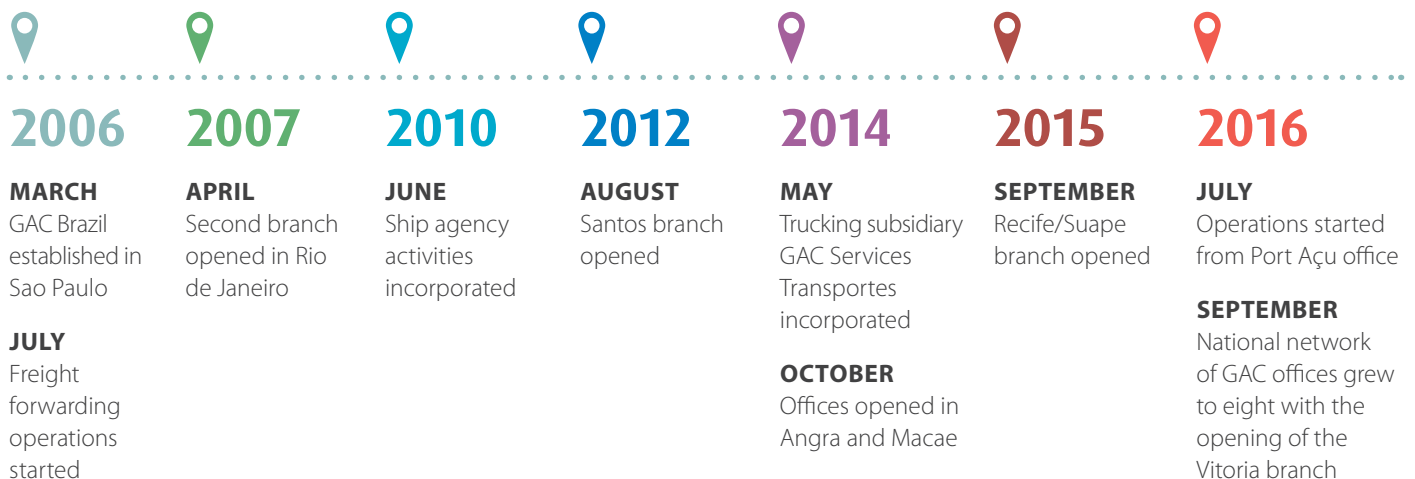
- be impatient. Keep your cool - Brazilians like to take their time and don't take well to pressure.
- insist on speaking Spanish. Brazil is the world's largest Portuguese speaking country.
- criticise Brazil.
- make the "OK" sign. In Brazil, it means something else entirely and is considered vulgar or obscene. A "thumbs up" should make the point.

Do

- try Caipirinha, the national drink. It is a sugar cane liquor mixed with ice, sugar and crushed lime.
- shake hands. It's the most common form of greeting between business colleagues. In more informal situations, men and women may greet each other with one or two kisses on the cheek or briefly embrace each other. Hugging and back slapping are also quite common.
- expect to be interrupted. Brazilian communication usually involves a lot of overlapping speech. People are not afraid to say what they think.
- actively engage in face-to-face communication.
- join your business contacts at a football match or a carnival parade. **GW**



GAC Brazil – The Journey



Services offered: Integrated shipping and logistics support including forwarding & clearance, ship agency, husbandry, etc.

Sectors served: Oil & gas, chemicals, offshore operations, metallurgical, electronics, food and beverage, healthcare, automotive and marine.

GAC SMHI Weather Solutions joins EU Sea Traffic Management Project

Forecasts and route planning tools from GAC-SMHI Weather Solutions are playing their part in a European Union initiative to promote safer and more efficient shipping.



Lennart Cederberg,
Head of GAC-SMHI
Weather Solutions



Learn more about Fleetweb at
<http://www.smhi.se/en/services/professional-services/shipping/fleetweb-1.7063>

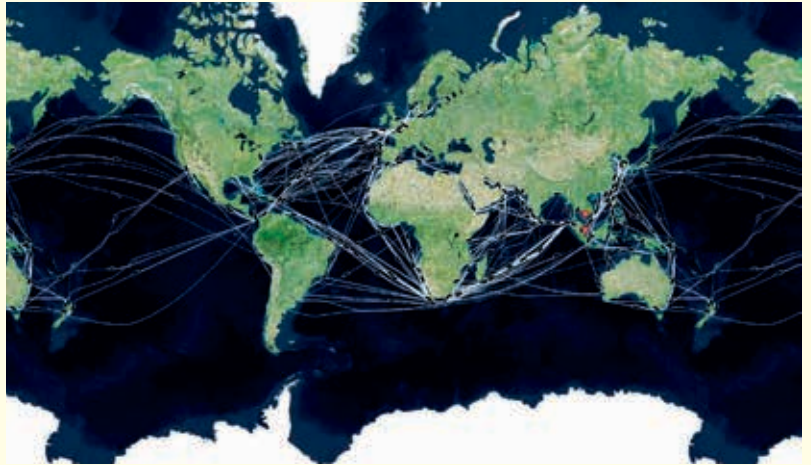
For more about the Sea Traffic Management Validation Project go to:



<http://stmvalidation.eu/>



https://www.youtube.com/watch?v=03QLivaG_JE



The Sea Traffic Management (STM) Validation Project, developed by a European Consortium led by the Swedish Maritime Administration, aims to make merchant shipping safer, smoother and more efficient by tackling the fact that international shipping remains under-regulated. The route chosen by a ship is often unknown to other vessels – something which can increase the chances of collisions, near misses, congestion and delays. The STM project tackles that issue by exploring ways in which routing information and planning can be shared to minimise the risks. It is hoped that STM will become a European standard and eventually be adopted worldwide.

The weather routing services offered by GAC-SMHI Weather Solutions, a strategic alliance between GAC and the Swedish Meteorological and Hydrographical Institute (SMHI), enable vessels to share key information. SMHI's marine meteorologists guide vessels all over the world, finding the most suitable route by analysing vessel characteristics, load, winds, waves and currents. The aim is to support both the captain on board and the person on dry land instructing the vessel, in order to ensure safe and energy-efficient transport.

Over the coming year, about 30 vessels from SMHI's existing customer base will test the STM system. The vessels will receive SMHI's route recommendations in digital format directly on the electronic navigational chart.

Transparent system

"At SMHI, we have extensive experience of working with both shipping forecasts and the analysis of completed shipping routes," says Lennart Cederberg, Segment Manager for shipping at SMHI.

"The STM project is based on standardising the exchange of information between vessels and land to achieve a transparent system to help vessels, companies, ports, terminals, authorities and other stakeholders to know where ships are and their planned routes. Data from SMHI's system enables Masters to calculate the right speed to arrive safely and on time, while being more economically and environmentally efficient."

Cederberg cites Rotterdam, Europe's biggest port, as an example: "Rotterdam has 140 terminals and 30,000 vessels call at the port every year. With the help of STM, it is possible to coordinate movements so vessels can arrive at the right terminal at the right time and know exactly when they can unload, instead of waiting outside the harbour for a space to become available."

SMHI's ensemble forecasts provide up to 50 estimates on the impact of weather on speed and fuel consumption. Such safer forecasts give greater opportunities to optimise the vessels' routes at the beginning of a long journey. SMHI's custom-built Fleetweb application combines modern visualisation technology, service design and an advanced yet intuitive monitoring interface. By connecting multiple systems, it gives a total overview of the fleet while ensuring optimum vessel use. **GW**

Rolls-Royce classic joins Beijing BMW Museum

This hand-built 1934 Rolls-Royce Phantom II Continental worth about GBP 700,000 had only clocked up 64,000 on the road during its lifetime.



Another 5,071 air miles have now been added to that total after GAC took care of its transport from the UK to the BMW museum in the Chinese capital.

It started when GAC China's Tyrone Liu was asked to find options for getting the precious cargo delivered. He contacted GAC colleagues in the UK and Mike Millar, Business Development Manager – Logistics, proposed sending the Phantom in the company's customised car container based at Heathrow Airport.

"When shipping a luxury or classic car, the quickest way, either internationally or domestically, is undoubtedly by air," says Mike. "And if it is shipped in a secure container, it can be loaded at our premises, taking a lot of worry and challenge out of the task."

Once the Rolls-Royce arrived at Heathrow, it was rolled into the container and trucked to the plane that would take her to China.

She arrived at her new home safe and sound and ahead of deadline. **GW**

Opening fit for a King



The GAC Saudi Arabia team who handled the delivery of everything for the opening of the cultural centre.

King Salman bin Abdulaziz of Saudi Arabia lent his presence to the opening of a new cultural centre in Dhahran. GAC made sure all the event kit was onsite and shipshape.

The King Abdulaziz Center for World Culture was developed by Saudi Aramco and incorporates a museum, library, cinema, auditorium and exhibition halls.

The event organisers, Filmmasters, appointed event specialists Soundmoves to bring in 100 tons of music, broadcast and other equipment from Dubai, Europe and the USA. Soundmoves turned to GAC to make it happen on the ground.

The cargo was loaded into closed containers and driven in 23 trucks to the venue. A week later, it was all gathered up and reloaded for the return journey. **GW**

Outdoor sports facility opens at GAC Logistics Park

GAC Dubai has a new sports facility for staff and energetic customers.

The facility, which covers 675 square metres, was previously a parking area that GAC converted into a sports field. All conversion costs were covered by money saved through staff recycling efforts. The initiative was a direct result from employee feedback on how the company can improve staff health and overall well-being. **GW**



Maiden Call at Cochin



GAC's tradition of presenting a plaque to mark a cruise ship's first call to the port was honoured at Cochin. From left to right: Andreas Pitsch, onboard hotel General Manager; Ravi Pavade, HAG's Regional Manager, Port Operations - Western Europe, Africa, Middle East, Indian Ocean, SE Asia; Captain Martin Stenzel, Master of the Emerald Princess; Anil Menon, GAC India's Director - Shipping; Jaganath Shenoy, GAC India Senior General Manager; Staff Captain Christopher B. Ly; and Gautam Dey, Mumbai Port Trust's Senior Deputy Traffic Manager, Business Development.

GAC India started the cruise season with a maiden when the PCL *Emerald Princess* made her debut call at Cochin's Ernakulam Wharf.

The GAC team at the port took care of business for the luxury liner with its 3,000 guests and 1,000 crew. The job included ship agency and husbandry matters for the liner and formalities for joining or leaving passengers and crew. As well there were six emergency medical disembarkations, all of which went smoothly.

The *Emerald Princess* is the first of 46 cruise ships expected to visit Cochin this season, the greatest number in recent years. Concessions of up to 50% on berthing and related charges offered by the port authorities to cruise operators have boosted the attraction of the port as a cruise destination.

The liner was the first handled by GAC Cochin under a newly-signed agency agreement with Holland America Group (HAG) which serves Princess Cruises, Holland America Line, Seabourn and P&O Australia. **GW**

New addition to Singapore supply fleet

The striking of a traditional Chinese gong marks the official naming of 'GAC Lion', one of ten supply boats GAC Singapore uses to ferry crew and supplies to vessels into and around the port.

Celebrating the launch were GAC Singapore MD Henrik Althen (left), Group Vice President - Asia Pacific and Indian Subcontinent Lars Bergström (1st from right), Tay Soon Huat of local partner Eng Motors (2nd from right), along with customers and staff. **GW**



GAC UK supporting lifeboat charity



The Royal National Lifeboat Institution (RNLI) has been saving lives for almost 200 years. Its brief covers lifeboat search and rescue, lifeguards, water safety initiatives and flood rescue.

By naming the RNLI its designated charity for 2017, GAC UK has made a commitment both to support fundraising efforts and to swell its ranks by encouraging GAC staff to become RNLI volunteers.

Natural choice

GAC UK Managing Director Herman Jorgensen says: "We are a people-based shipping, logistics and marine services provider, so alignment with the RNLI seemed the natural choice when choosing the charity we would work with this year.

"The RNLI and its important work is well-known and respected, though some may not realise that it is a voluntary organisation that relies on support from the community it serves. It's wholly reliant on donations. We consider ourselves part of that community, as most of our offices are in and around ports, often right next door to the local RNLI station." **GW**



More on RNLI events at
<http://rnli.org>



and there is a video at:
<https://www.youtube.com/watch?v=rjNTPcfYz7M&feature=youtu.be>

Renewed commitment to US veterans

GAC has again donated funds to support the Wooden Boats For Veterans foundation (WBFV), a California-based group that helps veterans harness the power of their past military experiences.

GAC funds will go to the ongoing restoration of a 1938 wooden yacht, 'Clover', itself a veteran having seen service in the English Channel during World War II. **GW**





GAC Corporate Academy turns 10



Top 3 GCA initiatives for 2017:



In 2007, GAC took the innovative step of launching its very own learning institute, the GAC Corporate Academy (GCA), to address the learning and development needs of its people worldwide.

Ten years later, GCA is an established player in the delivery of corporate e-learning programmes.

Over the period, more than 31,000 people have taken up one or more of the 38 courses offered to date.

GAC Group President Bengt Ekstrand says: "Ensuring the skills, values and attitudes of management and staff are kept strong and responsive to changing market conditions is imperative and our Academy continues to create world-class learning content for the GAC Group.

"Just one of the GCA's success stories has been the Group-wide rollout of the Compliance and Ethics course over the past five years. This has helped us get the message of compliance out to every GAC employee to ensure we uphold our compliance and ethics standards in the way we do business.

"The Academy has made a long-term commitment to being at the forefront of corporate eLearning to meet the development needs of the Group, especially at a time when business success demands flexibility and adaptability to meet the challenges of the 21st century."

GCA was ISO 29990 certified for its international standard for learning services for non-formal education and training in 2014. **GW**

HSSE Excellence Awards results

The 2016 Chairman's Awards for HSSE Excellence have gone to GAC EnvironHull, GAC Singapore and GAC Samudera Logistics in Jakarta.

GAC EnvironHull was recognised for its continuous improvements in its maintenance programme for the HullWiper ROV. Singapore was applauded for its initiative to involve 40 children from employees' families in an office fun day learning about safety rules. It impressed one key customer, Shell, so much that it named it the best HSSE initiative in its own awards.

GAC Samudera Logistics was singled out for its introduction of a blue spotlight on forklift trucks to warn pedestrians of their approach, reducing the risk of collisions. The initiative has now been taken up by GAC Bahrain. **GW**



GAC Group Chairman Björn Engblom presents GAC EnvironHull's Simon Doran with the 2016 Award for HSSE Excellence.

Appointments



Rafael Porto



Stuart Bowie



Ronald Lichtenecker

GAC Brazil

Rafael Porto

HSSE Supervisor

Previously: HSSE Supervisor for a major offshore industry company

GAC Corporate Headquarters

Stuart Bowie

Group Vice President – Commercial

Previously: Managing Director of GAC Dubai

GAC Dubai

Ronald Lichtenecker

Managing Director

Previously: Managing Director, GAC Hub Services

GAC Hub Services

Lars Hardeland

Managing Director

Previously: Strategic Sourcing Manager

GAC India

Mukesh Chakraborty

Branch Manager, Logistics Services, at Bangalore

Previously: 13 years in freight forwarding, customs clearance, transportation and warehousing & distribution

GAC Marine

Per Fjellstedt

Regional Business Controller and Finance Manager

Previously: Finance Manager



Lars Hardeland



Mukesh Chakraborty



Per Fjellstedt

Editorial Information

Editor

Gurumurthi Shankar, GAC HQ, Jebel Ali

Editorial Team

Greg Newbold and Amanda Millen

Distribution coordinator

Fongpyng Chin

Art & Production

Lancer Design Pte Ltd, Singapore

Correspondence to

Amanda Millen

Email

gacworld@gac.com

Print run

20,000

Information quoted in this publication has been obtained from several sources. Whilst every care has been taken to ensure that details are correct, GAC cannot provide guarantees thereof.

Material in this publication may be freely quoted, provided the source is clearly identified.

GAC World is printed on environmentally-friendly manufactured paper.

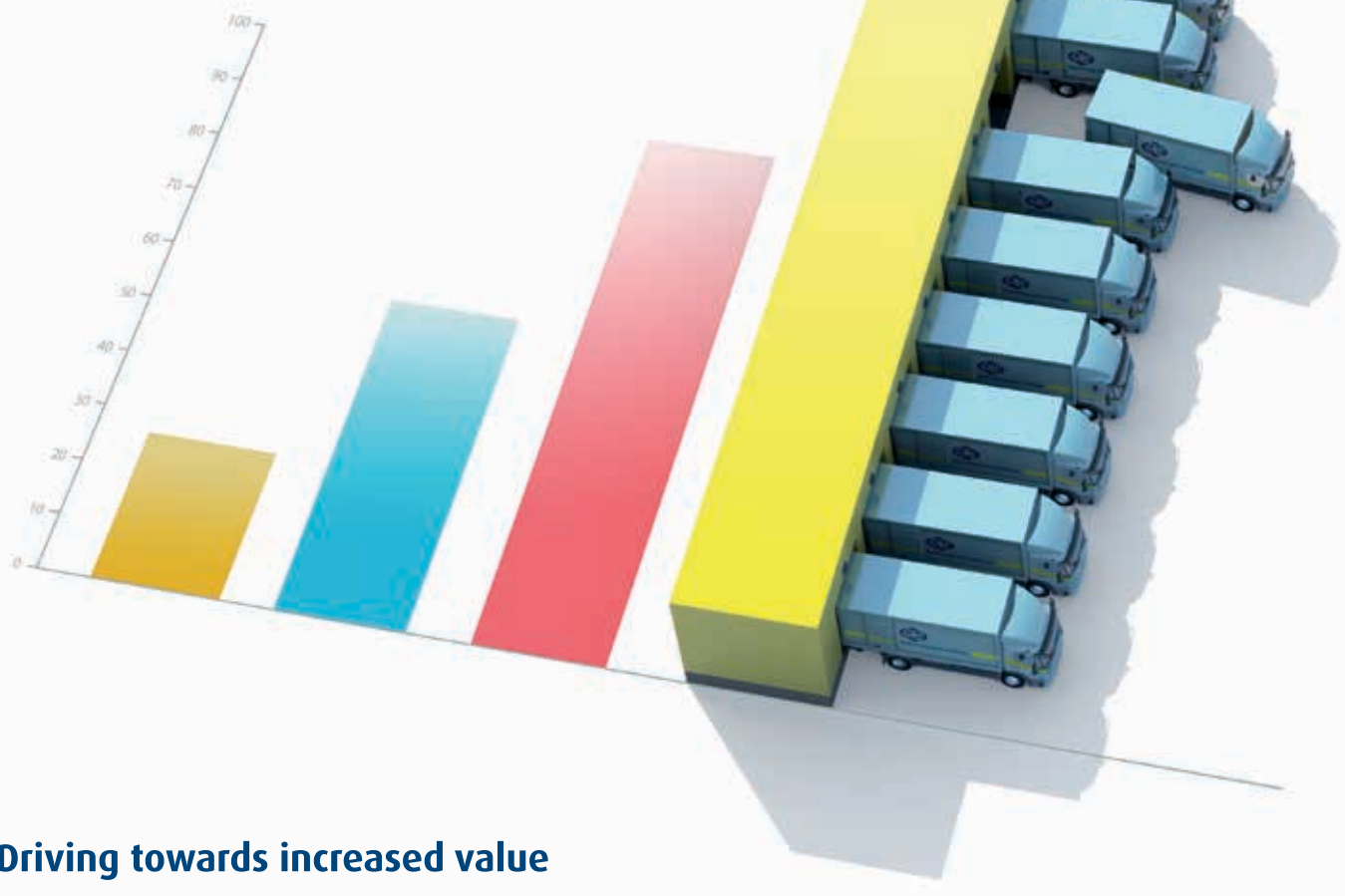
Contacting GAC

Want the contact details for a GAC office or staff member?

Please visit the Contacts section of www.gac.com

Back copies of GAC World are available for download at www.gac.com/magazine.

World-class warehousing to boost your bottom line



Driving towards increased value

Logistics is vital for your supply line – and your bottom line. Warehousing, supply chain management and effective distribution make the difference. At key locations around the world, our range of storage, 3PL management, delivery and value-added services boost your bottom line. We have the infrastructure, innovation, technology and operational expertise to accelerate your growth. Let's start.

Maximise your profits at gac.com/warehousing



Delivering your strategy.



Find us on
facebook.com/GACgroup