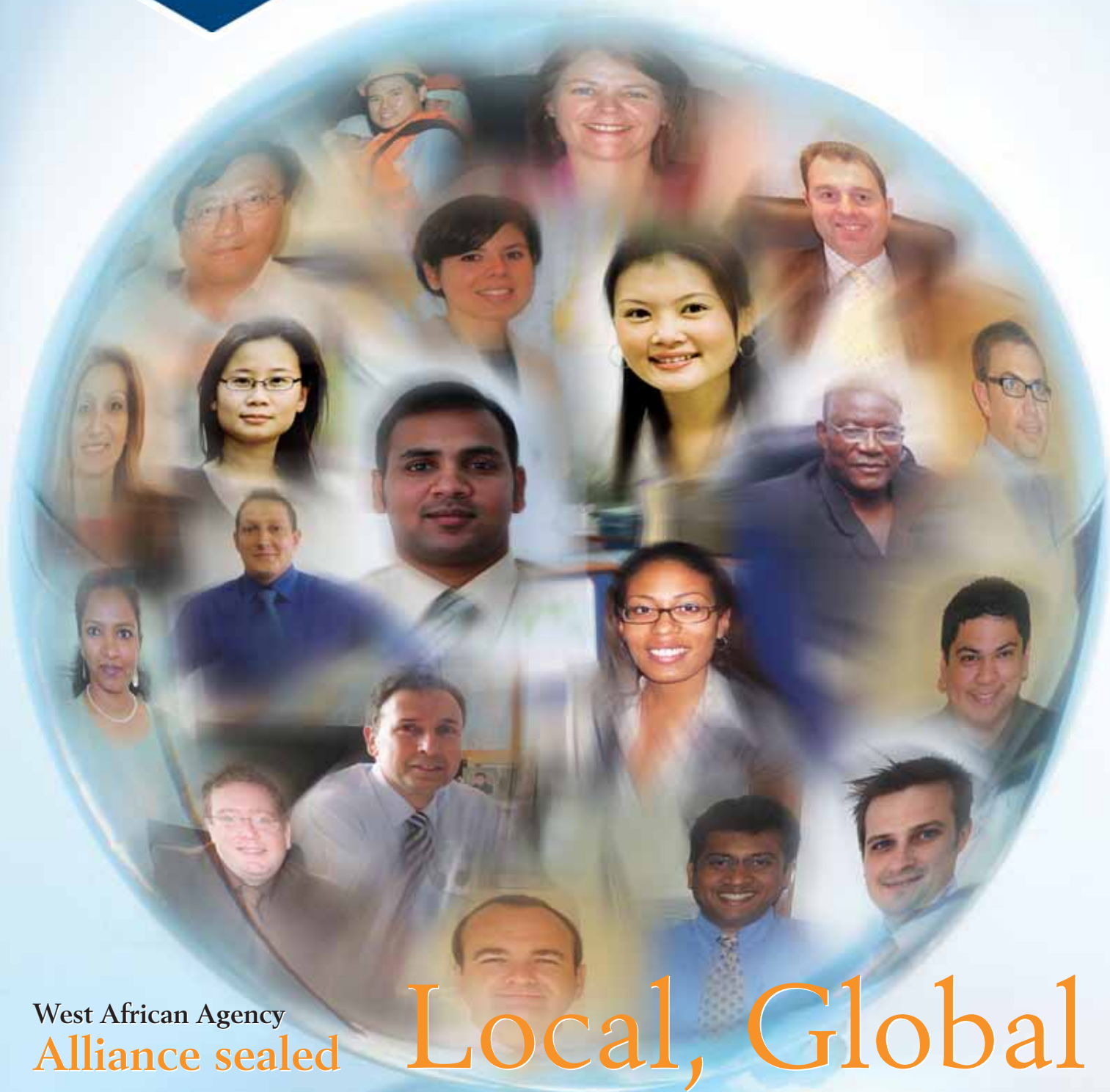




WORLD

FOR PROFESSIONALS IN SHIPPING AND LOGISTICS • No.2 April 2008



West African Agency
Alliance sealed

Local, Global

**New logistics
service**
for offshore industry

The Rise and Rise
of Australian Coal



The Local Side of the Globe...

We are enjoying what we might call 'interesting times'. Rich world economies are in a fretful state, wondering if there will be a recession. Powerhouse growth markets are suddenly looking suspect too. It may amount to something serious or it may be just a flicker on the trading screen. Punditry is plentiful and useless. Nobody knows how these financial jitters will resolve themselves. Meanwhile, we wait and watch.

No matter what happens on Wall Street, in Shanghai or on other bourses, there will still be a need for people to do business. We will want to ship our products, berth our vessels and make a profit. The trader on Wall Street might not help us much but the man in the alley definitely will.

The local side

This man (or woman) lives in a place where we rarely need to go. It's called the Local Side of the Globe and it's where our business interests are served by people who know the local setup. They know who to call afterhours. They know how to respond when the first

answer is 'no'. They know all this because they're local and they are part of our setup.

I have sat in Dubai, Tokyo, London and countless other spots around the globe and received calls from customers wanting to know what was happening in a port or warehouse far away. I have been able to put a call through to our local people in this faraway place and have an answer for my customer within minutes.

That is what the Local Side of the Globe is all about. We present on pages 8 & 9 a few examples of how our local people have got the job done when the call went out for help.

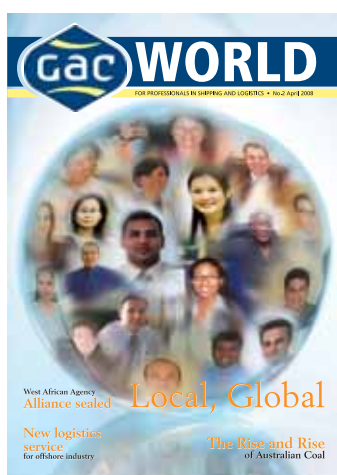
Expansion

Also in this edition we report GAC's continued expansion into new parts of the world through our acquisition of the OBC shipping and logistics group, which operates throughout the UK, the Netherlands and the Gulf Coast of the US. This acquisition makes a strong strategic fit with our existing operations and the prospects for growth, particular in the Oil & Gas sector are high.

As well, we have a new alliance with GETMA in French West Africa and an acquisition in Denmark to support GAC Solution's Fire, Rescue & Safety service offerings across Europe. And there is more happening on the logistics front in India where we are now supporting the offshore oil & gas industry.

Finally, no matter which side of the globe you find yourself on, I would like to take the opportunity to wish you a prosperous and productive Year of the Rat.

Lars Heisselberg
Editor
lars.heisselberg@gacworld.com



LEAD

The Local Side of the Globe
Local Agent Network

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GAC-OBC will have a handy foothold in Rotterdam, Europe's busiest port.

GAC Group acquires UK Shipping and Logistics Group

The GAC Group has acquired 100% of UK-based shipping and logistics group OBC in a move described by both parties as amicable and strategically astute.

The acquisition will see OBC rebranded as GAC-OBC and continuing to handle vessels in ports throughout the UK, The Netherlands and the US Gulf Coast where OBC has branch offices.

History

OBC was established in 1979 in Teesside in North-East England, focusing on Tanker Port Agency, Offshore Logistics, Liner Agency and Freight Forwarding.

It has since evolved to add Business Travel agency and dry bulk operations to its portfolio of services. The company currently handles around 7,000 port calls per year.

Directors

OBC's founder-owners Bill Brough and

John Wignall will remain as Directors of the GAC-OBC board, ensuring that their knowledge and experience is retained and that there is continuity in management.

In a joint statement they said the global reach of the GAC Group, its financial strength and its vigorous growth made for an easy decision to agree to an acquisition. "When the numbers are right, the people you're dealing with are solid and positive and the prospects for future growth

are high, it's not hard to reach an agreement."

Managing Director

Current Managing Director Peter Cole will remain in that role in the rebranded GAC-OBC. He says the acquisition was a natural progression from the Global Network Agreement entered into with GAC in 2005.

"The alliance was already delivering solid benefits for our customers by combining our local expertise with GAC's global reach and we expect even greater service value to come from this latest move," he says.

Oil and Gas

"There is a strong strategic fit between



OBC's operations in the North Sea are a close fit with GAC's global oil and gas strategy.

GAC and OBC," says Lars Peter Heisselberg, Group Vice President, GAC Shipping.

"Besides giving us an important foothold in the port of Rotterdam and complementing our existing US operation, OBC is strong in North Sea oil and gas and this is a sector where GAC has long term development interests.

Integrated

"OBC's services cover shipping, logistics and travel services and these add further strength to GAC's growing portfolio of integrated and cross-over services," says GAC Group President, Lars Säfverström.

"We like the way OBC goes about its business and see a match with our own business philosophy."

Fire, Rescue and Safety expands into Europe

GAC Fire, Rescue & Safety (GAC FRS) has acquired Euro ShipService ApS in Denmark to provide a European operations base.

Since its establishment in 2006, Euro ShipService ApS has offered fire, rescue and safety equipment, as well as repair and maintenance products. It is headed by Tom Norderhaug, who has more than a quarter of a century's experience in the international maritime industry.

In addition to Europe, the Danish office will serve American customers on the East Coast, while the GAC-FRS Singapore office continues to serve the American West Coast.

Solutions

As part of the GAC Solutions business area, GAC FRS combines the Group's ship agency, logistics and offshore expertise and infrastructure with the expertise of selected class-approved service providers around the world. GAC FRS thus ensures that installations and refits of fire, rescue and safety gear can be carried out for any brand and at any location – no matter how remote.



New logistics service for offshore industry

GAC has opened a logistics support facility at Kakinada to support the offshore industry on India's east coast.

Kakinada is emerging as a hub for oil and gas exploration and related services and GAC's facility is today the only independent provider of support services in and around the Kakinada, Yanam and West Godavari districts.

Service package

Located 1.5 km from Kakinada port and jetty, the 10,000 square metre base provides storage and stacking space for drill rigs, platform equipment and materials. It also has its own storage areas, maintenance workshops and secure warehouse.

GAC provides a service package that includes documentation to facilitate special imports like rigs, support vessels, drilling, testing and service equipment. The importance of such services to clients has led GAC to put in place its own Customs House Agents (CHA) licenses and appoint experienced staff to offer all services 'in-house'.

The new facility is headed by Kakinada Branch Manager Commander (Retd). C.V. Rajeswara Rao.

French West Africa opened via agency deal

GAC has expanded its network in West Africa with the signing of an alliance agreement with GETMA International to provide ship agency and logistics services to all types of general, bulk, Ro-Ro, tramp cargo ships and tankers. Container lines and markets are excluded from the agreement.

The GAC-GETMA alliance covers Francophone countries in West Africa including Benin, Cameroon, Congo, Democratic Republic of Congo (formerly Zaire), Gabon, Ivory Coast, Senegal, Togo,

and Mauritania. In Guinea (Conakry), the alliance operates as GAC-Transafrika.

Founded in 1978, GETMA International is part of the NECOTRANS GROUP and is present in 23 West African countries through its subsidiaries.

Integrated & diversified

The GAC global agency network is an important growth engine for building up the GAC Group's position as an integrated and diversified service provider with strong local expertise.

GAC has rapidly expanded its global agency network during the past five years through strategic tie-ups.

The company's alliances today include Alstons (Trinidad & Tobago), Aarus (Spain), OBC Shipping (United Kingdom), Unipros (Republic of Korea), Kudrat Maritime (Malaysia), Wilford & McKay (Panama), Vensport (Venezuela), Ultramar Network (Argentina, Chile, Peru and Uruguay), Ukrainian Maritime Agency (Ukraine), Wilson & Sons (Brazil) and Seaforth (East Africa).

New York, USA – Hurricane accommodation arranged

When Hurricane Katrina slammed into the U.S. Gulf Coast in September 2005, GAC's contacts in New York helped arrange emergency accommodation for more than 600 displaced refinery workers. GAC-RUR arranged for the training ship 'Empire State' to sail down to the Gulf to house the workers.

Before setting sail, she had to be manned with a large civilian crew and stocked up on supplies. Six vans went to the city's three airports to collect more than 40 crew from all over the country, provisions were arranged, and GAC-RUR staff headed for every department store in town to find 50 small oscillating fans to help the workers cope with the Louisiana heat.

London, UK – Getting the carpet through

When a bomb threat virtually shut down Heathrow, GAC Logistics UK's 30 years of experience and relationship building at UK international airports came into play.

Becky Finch of Bentley Prince Street UK says: "We import carpets from the USA, and on that day we were expecting an urgent, massively important consignment for a high-profile customer. GAC were able to minimise the delay for us and the carpet was delivered on schedule."

"It was a total deadlock," adds Ashley Willingale, GAC Logistics UK's USA Route Coordinator. "The US airlines stopped receiving cargo so export freight was piling up. For imported goods, our bonded warehouse was a major plus because we were able to move cargo from the airport and free up crucial space."

St. Croix, British Virgin Islands – Stepping in to cut client costs

When a major hub client used a third party agent for a vessel call at St. Croix, they turned to the Houston Hub Agency Centre – until then acting only as funding agent – when problems arose. Costs charged for items bought in port seemed excessive, and there were difficulties with the terminal authorities. The Houston team contacted GAC's approved local network agent, Star Marine, who managed to cut the disputed costs considerably and resolve the issues with the local terminal.

Understandably impressed, the client appointed GAC-Star Marine as its port agent.

South of Crete, Greece – Finding the right spot

GAC Greece helped the London Hub Agency Centre find a rendezvous point for a tanker in a hurry. A team of inspectors and two departing officers had to disembark, but the vessel couldn't drop anchor and risk missing its booked transit of the Suez Canal.

Because of the tanker's size, the rendezvous point had to be in deep water at least 2 Nautical Miles off port limits, and a fully compliant motor launch had to be available to carry out the crew change. It also had to be near an international airport and a Schengen visa entry point to avoid any problems for the off-signing officers. GAC Greece had the answer – off the small fishing village of Ayia Galini in south central Crete.

"It was an unusual location for such an operation, but it fitted the bill perfectly," says GAC Greece's George Fragos. "As Greeks, we know the country like the back of our hand, and that helped us serve the client."

Port Harcourt, Nigeria – Attack warning delivered

When a GAC client received word that local extremists were planning to attack one of its ships in Nigeria, they used the local side of the GAC worldwide network to get word to the Master. At the best of times, communications can be difficult in some parts of the country, and even more so at the weekend. But GAC's Nigeria offices – in particular Port Harcourt – were able to help the client get in touch with the Master to give him prior warning so he could steer his ship away from danger.

You're on the Local Side of the Globe

People talk a lot about being local. They think it makes them sound grounded and global at the same time. However, talking local and walking local are two different things so here is a global snapshot of some of our local efforts.

Norway – Saving minutes, saving lives

Local knowledge gained life-saving minutes when GAC-ORO Norway was called on to help evacuate a crewman who had suffered a heart attack on a small LPG tanker in a terminal anchorage area.

"Local knowledge helped us find the right solution in a hurry," says GAC-ORO's Torodd Bergstøl. "Vital minutes were saved by the fact that we knew exactly where the ship was anchored, how best to disembark him from the vessel, where the nearest helicopter landing place was and what facilities were available in the area."

The crewman made a good recovery after being admitted to hospital, and was able to return to his homeland with his wife and daughter (who were also assisted in their travel arrangements by GAC-ORO).

Muscat, Oman – Delivering the goods

GAC Oman faced a challenge when they were asked to shift a huge shipment of coolers for one of their high profile customers. The coolers were 6.1 metres high, but bridges, signposts and power lines along the normal route offered clearance of just 5.5 metres.

Team leader Sanjay Soanes says that meant taking a more difficult route - and one never taken before.

Adds Sanjay: "Thanks our team's local knowledge and expertise in handling such shipments, we were able to successfully transport the entire 12-units of cargo, and deliver it to the site on on time, by using a route that had never been used before."

Karachi, Pakistan – Knowing where, how and with whom

Deep local knowledge and excellent working relations with the authorities played a key role in GAC Pakistan being appointed by a leading offshore oil exploration company to arrange and manage its shore base inside Karachi port. GAC Pakistan was also appointed by owners of the drill ship and the associated supply vessels to handle agency and custom clearance matters.

Capt. Javed Iqbal formed a dedicated team to ensure that the stringent safety demands of the project were met. Other tasks included securing berths for supply vessels, term leasing of land inside the port and dealing with the Karachi Dock Labour Board.

"It was a complex project involving extensive documentation to meet the client's international demands," says Capt. Javed. "Other critical tasks required the local touch, including training of local dock workers, arranging continuous power supplies and the construction of mobile offices in accordance with British Safety Standards."

The eight-week drilling project was completed with no time loss and no safety incidents.

Richards Bay, South Africa – An evac for the bosun

When a bosun's injured big toe developed gangrene during a voyage down the African coast, GAC South Africa was called upon to get him ashore and to hospital. With no helicopters available, an emergency berthing of the vessel had to be arranged in a hurry.

In a couple of hours the bosun, who was by then running a high fever and in bad shape, was disembarked and taken to the local hospital for emergency surgery. Sadly, his toe had to be amputated, but he could have lost his whole foot if he had not reached the hospital in time.

Singapore – Keeping hotel rooms open

When Patrick Tang and his team were assigned to handle the arrival of the FPSO "Agbami" off port limits at Singapore, the fact that no ETA at the rendezvous point could be confirmed complicated plans to move more than 100 personnel by helicopter to the vessel. The joining crew members were arriving in Singapore from all over the world – and at a time when most hotel rooms in the city were full.

"Hotels were wary about accepting the bookings as neither we nor the vessel could confirm the actual ETA," says Patrick. "When we did finally get an ETA, some complications happened onboard, putting her arrival back another three days. Again, we had to re-organise the room reservations and, thanks to our excellent relations, the hotels where we had made the previous booking proved very supportive."



GAC's Local Agent Network

Local strength is the foundation of GAC's Global Hub Services. In places where the Group does not have its own office, it works with a network of carefully selected and regularly vetted local agents to handle clients' vessels.

To ensure that prospective GAC network agents meet the Group's operating standards, they are asked to complete a Port Agent Questionnaire covering the nature of their company, their financial standing, HSSE compliance, code of ethics, qualifications and experience of staff, ports covered, types and volume of vessels handled, and resources at their disposal.

"Once we are satisfied by the response to the questionnaire, we follow up with visits and check references," says Capt. Tom

Bjorklund, General Manager of Global Hub Services. "Then one of our Hub Agency Centres in Houston, London, Dubai or Singapore will conduct an audit. This covers many aspects, including Errors & Omissions insurance cover – something crucial to our business.

"Only when we are satisfied with the audit will a draft Port Agency Agreement be drawn up, and the first step is taken to adding a new agent to our network."

Local expertise, global standards

While it is important for GAC to be on the local side of the globe, it is equally important that local resources meet the standards that clients have come to expect from the Group.

"Where we don't have our own office, these agents are the face of GAC, so it's vital that they marry their intimate knowledge of how things are done locally with the global standards that GAC and our clients demand," says Tom.



The Rise & Rise of Australian Coal Exports

By Scott Henderson,
National Operations Manager - GAC Australia



Australia is one of the world's biggest miners and black coal is its largest commodity export. In 2005, the country loaded 233 million tonnes of it, making it the world's largest exporter of the stuff. By 2025, that figure is projected to grow to close to 400 million tonnes.

Keeping up with demand

Right now, the demand from coal-hungry markets in Asia means that Australian exporters and ports are struggling to keep up. That causes port congestion. As a result, most Australian coal ports are now either undergoing expansions or have major projects planned (see box). But boosting terminal capacity is just one part of a larger challenge facing Australian coal exporters.

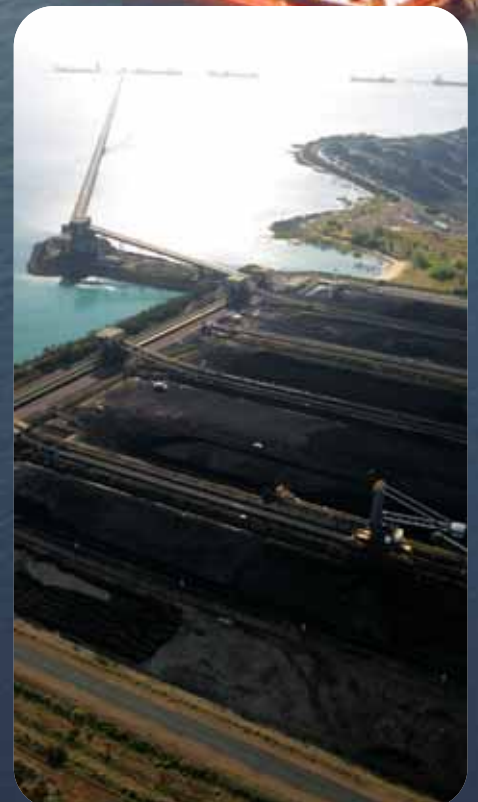
Bottlenecks

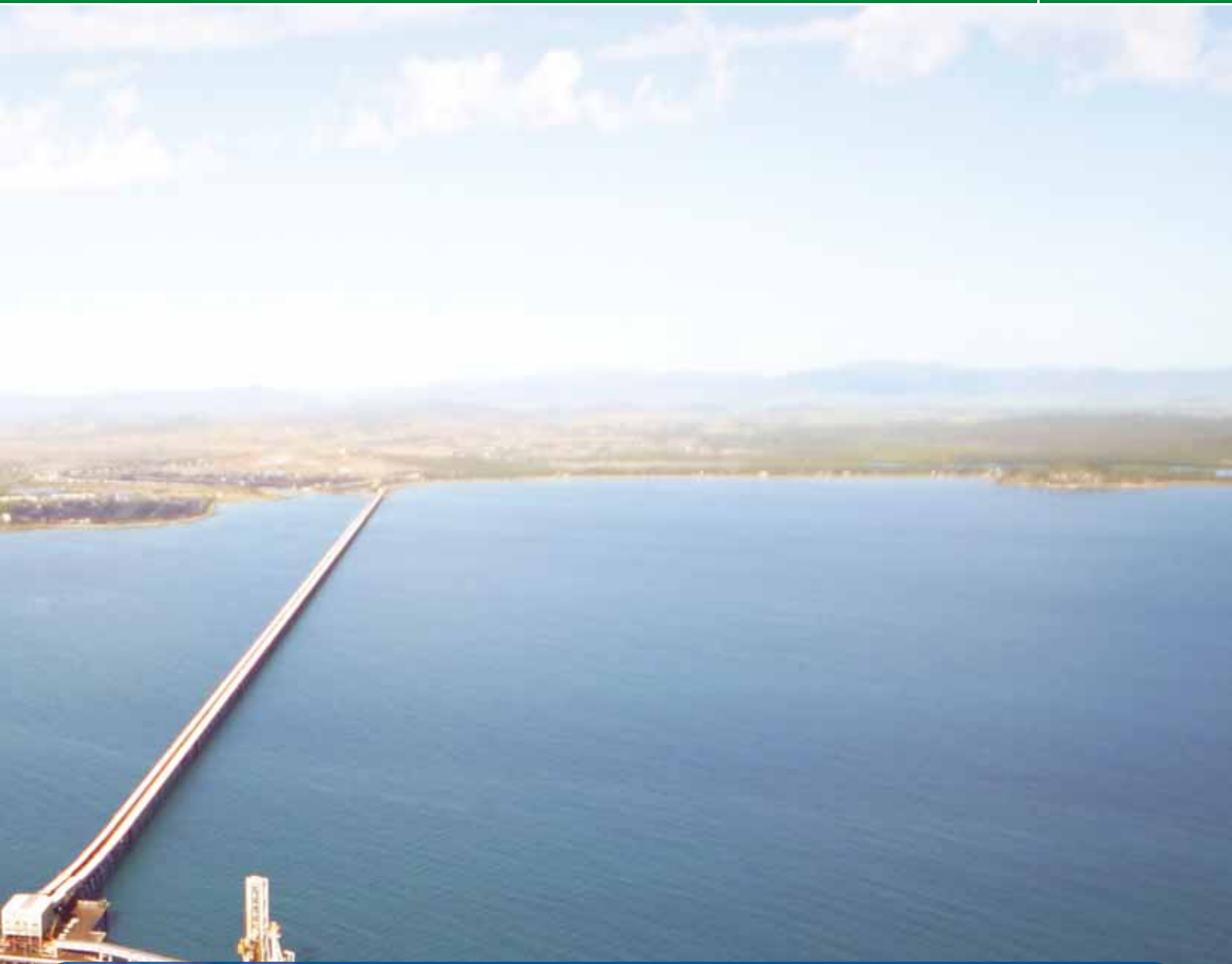
Every year, the rail network that serves those terminals has to deal with delays, disruptions

and bottlenecks caused by any number of unpredicted events. Derailments and seasonal storms are two of the regular causes.

There is constant debate about whether the Federal government or the various State Governments should fund needed upgrades to the rail links. In all, AUD1.5 billion has been earmarked for improving land transport in Australia over the next 10 years, most of it aimed at rail. Whether that actually happens will depend more on politics than on practical needs.

GAC Australia operates in all the major Australian coal and iron ore ports and has a highly experienced team of bulk shipping agency professionals. Whether it is coal from Newcastle or iron ore from Hedland, the team has the experience and contacts around the world to make the process as smooth as possible for shippers.





Expansion, expansion, expansion

November 2007 saw the completion of the A\$116 million 'X21' project at Abbot Point Coal Terminal. This increased export capacity from the one berth terminal from 15 to 21 million tonnes a year.

Expansion is the name of the game at Australian coal ports:

- 'Project 7X' at Dalrymple Bay Coal Terminal, the seventh expansion since the terminal was commissioned, is expected to increase export capacity from the current 56 million tonnes per annum to 85 million tonnes.
- Over the past three years, expansions to the stockyards, reclaimers and equipment at Hay Point Coal Terminal has increased export capacity from 34 to 44 million tonnes a year across the terminal's two berths. The terminal operators are currently considering another project to bring export capacity to 57 million tonnes.
- Last year, the RG Tanna Coal Terminal at Gladstone, Queensland installed a third ship-loader and conveyor belt to increase export capacity from 30 to 40 million tonnes a year.
- A new A\$1.3 billion coal terminal at Wiggins Island has been approved by the Queensland Government and is close to being approved by the Federal Government. If it goes ahead, this terminal would be built in three stages. Stage One, with an export capacity of 20-25 million tonnes, is expected to come online by 2012. Once completed, the terminal would have a capacity of 84 million tonnes.
- The coal terminal at Brisbane has an export capacity of 8 million tonnes but only 3 million tonnes are currently exported per year. Expansion of the Surat Basin coal fields is expected to see those export figures rise. In order to achieve this, however, rail access problems have to be overcome.
- The three-berth Kooragang Island Terminal raised its capacity from 89 million tonnes to 102 million tonnes. However, ongoing problems in transporting the coal from the mines have resulted in heavy congestion at the port and the terminal remains under a 'Capacity Balancing Scheme' which restricts exporters to a fixed share of the terminal's output.
- A third coal terminal with a planned export capacity of 30 million tonnes across two berths has been approved for construction at Newcastle. The first stage should be completed by the end of 2009.



News Beat



RECOGNISED:

GAC Dubai's continued 3PL (3rd Party Logistics) support, with a Service Excellence Award by Al Futtain Retail. The Award, presented to GAC's Market & Sales Manager Andy Bradbury (2nd from left) and Business Manager Fredrik Lindblad (left), recognised the company's continuing support of Al Futtain's No.1 retail brand, Marks & Spencer, as well as for operations for ACE Hardware, Ikea and Al Shamool.

Al Futtain Retail is the most complex 3PL supply chain that GAC Dubai manages, dealing with commodities including food (all temperature ranges), fashion, homeware and toiletries & cosmetics. The contract requires daily deliveries to 5 countries, and more than 80 full-time staff.

RENEWED:

The Marks & Spencer contract with GAC Dubai for a further five years, despite the fact that the Al Futtain Group (which handles M&S in The Emirates) has its own Logistics Division. According to Market & Sales Manager Andy Bradbury, the main reason for renewal of the contract was the level of service that GAC provides for the leading retailer (see "Recognised" above).

WON:

By GAC Logistics, the prestigious "Transport-Logistics-Freight" prize at the 20th Seatrade Middle East and Indian Subcontinent (MEIS) Awards.

For the past two decades the MEIS Awards have recognised efforts by companies to improve maritime safety, strengthen security of ships and port facilities, and protect the environment. The Awards also honour those who have made significant contributions to Maritime-related industries.

HANDLED:

The MT 'Archangelos R', the first vessel to call at the Cochin Single Point Moorage under GAC India's agency. The tanker called to discharge 79,655.18 MT of crude oil from Libya. Discharge was completed in a little over 20 hours allowing the vessel to sail for Fujairah.

PRESENTED:

To GAC Logistics Park Dubai, an Appreciation award from the Jebel Ali Free Zone Authority acknowledging GAC's contribution to the growth of the Jebel Ali Free Zone since its formation in 1985.

ON SHOW:

GAC's logistics expertise at the SCM Logistics World 2007 exhibition held in Singapore; and the Indonesian Transport & Logistics Exhibition in Jakarta in October, where GAC Samudera Logistics showed off its range of logistics services available in the country.

EXCELLENCE REWARDED:

By Qatar Airways, who presented GAC Qatar with an Award of Excellence 2006-2007 at a recent prize-giving ceremony. GAC was one of the airline's top ten clients (based on volumes) to be recognised.

GAC Qatar's Niklas Ebersson accepted the award on behalf of the company.

SPONSORED:

The FC Copenhagen Under 12s team for a week of training at the Aspire Academy in Qatar. Throughout their week in the Middle Eastern sun, the young Danish players all wore t-shirts and polo shorts bearing the GAC logo.



GAC Egypt gets the Reel Deal

Ehab Samadisy (Country Manager, Logistics Services - GAC Egypt) and Magdy Abbas (Branch Manager, Port Said office – GAC Egypt), headed a team charged with the handling of seven huge reels used to lay undersea cables, the biggest of which was 10.66 metres in diameter and weighed more than 300 tonnes.

The empty reels were received from a construction vessel operated by undersea installation specialists Sonsub, part of the Saipem Group. They were placed on a low loader for transport to a storage yard in Port Said and off-loaded using mobile cranes.

The full reels were transferred from a barge to the receiving vessel using a giant floating crane.

The cables housed on the reels are being used by Sonsub to connect an onshore command centre with a deepwater gas and condensate facility off the Nile Delta.



An empty reel is adjusted on the transport frame of the low loader provided by GAC Egypt.



Master-slave mobile cranes discharge the reels in the storage yard.



A floating crane lifts the full reels onto the construction vessel.



Tugs maneuver the barge carrying the full reels.



Happy new reels for Ehab Samadisy and George Stalker, Construction Manager for Sonsub.

Moly George's Guide to Doha

Moly George is originally from Kerala state in India. She has lived in Qatar's capital, Doha, since 1987. Here is her guide to a place that mixes modernity and tradition.



City character

The name Doha comes from the Arabic 'ad dawhah' meaning 'the big tree'. Over the past three decades Doha has grown into a city of 400,000 people, combining the efforts of humankind with the beauty of the surrounding desert.

Doha's demographics are typical of a Gulf oil state. Most residents are expatriates. The majority come from South Asian countries, but there are also many from The Levant and East Asia as well as the USA, South Africa, and Europe.

Where to stay

There is plenty of accommodation with a range of prices. Top line hotels include the Ritz Carlton, Intercontinental, Four Seasons, Sheraton, Movenpick, Rydges, Grand Regency, and The Marriott.

Getting around

Doha has an excellent public transport service known as Mowasalat, including a bus system with stops throughout most of the city. The excellent "Karwa" taxis are also available everywhere in Doha. These taxis are all new, air-conditioned cars, equipped with GPS.

Shopping

Tax-free shopping is now one of the main attractions. There are several large malls selling



international brands. Check out the City Center, Landmark, Hyatt Plaza, The Mall, and the Royal Plaza for starters.

Things to do

Doha offers plenty of outdoor activities including fishing, para-gliding, water skiing, wake boarding and jet skiing.

If you prefer something less strenuous, head for the beautiful Corniche. It runs for several kilometres along Doha's shoreline, offering breezy walks and views of the city's developing skyline.

If you are looking for an authentic taste of the Gulf, head for the port where fishermen sell their catch straight from their dhows every morning.

Other attractions include the Doha zoo and museum, cinemas, ice skating, bowling, horse races. Or you can visit one of the parks. The biggest and best is Rumeila Park, where free wireless internet (WIFI) access is available.

Boat trips on traditional dhows are a delight, but do make sure you negotiate the price before boarding!

Finally, it is worth taking a trip to Messaied, 40 kilometres south of Doha, to see the crescent shaped sand dunes. It's quite a thrill to watch dune buggies or four-wheel

drive vehicles bombing fearlessly along the dunes.

Food

The cheapest and most widely available food is Indian, followed by Turkish.

There is also Arabic and Gulf food in abundance, ranging from the traditional Makhbush (a spicy dish of rice and meat) to the tasty and popular breakfast of bread, humous and olives, often eaten with raw red onion to spice things up.

What NOT to do

Drinking and driving is an absolute no-no. So is speeding. Traffic rules are stringent and the penalties high. It is also illegal to be drunk in public.

Avoid the sun unless you have high factor sunblock on all exposed skin. Going into the sea barefoot can be dangerous – if you tread on a stone fish, it can inject poison – so it is best to wear swim shoes at the beach.

Finally, out of respect for the local culture, remember to dress modestly and never hand over or accept items with your left hand.



GAC Prague



Gunnar Lundgren, GAC's Regional Logistics Manager for Europe, is now based in the Czech Republic

When Gunnar Lundgren, GAC's Regional Logistics Manager for Europe and Africa relocated to the Czech Republic in November last year, it was with an eye on the developing markets of Eastern Europe.

Opportunities

"We wanted to make sure we were on the front line as these opportunities opened up," says Gunnar. "Eastern Europe is growing fast as a manufacturing and distribution base, thanks to a relatively cheap and well-trained workforce close to established markets in Western Europe.

"However, it is also developing rapidly as an important market in its own right."

Strong partners

Among Gunnar's goals is the establishment

and smooth running of a strong partner agent network spanning Central Eastern Europe (Poland, the Czech Republic, Slovakia, Hungary, Romania, Bulgaria, Moldova and Albania); CIS Eastern Europe (Russia, Ukraine, Belarus, Estonia, Latvia and Lithuania); and Southern-Eastern Europe (Slovenia, Croatia, Bosnia-Herzegovina, Serbia, Montenegro and Macedonia).

"Many existing GAC clients have already recognised the advantages and have manufacturing plants in the region. And of course, we intend to provide them with the same level of service that we do elsewhere," adds Gunnar. "GAC has established logistics operations in Poland and Russia and we plan to build on our experience there to expand into other Eastern European countries, in line with the Group's new strategic plan Vision Y – Global Values."



Gunnar by his place



Moves & Appointments

GAC Group Headquarters



Paul Fardy
Group Business Process/
Quality Manager

Previously:
Managing Director of
GAC Malaysia



Rebecca Richards
Assistant Group
Corporate Secretary

Previously:
Business Administration Manager
for John Charcol in Dubai



Thomas Okbo
Regional Manager,
NYK Logistics – NVOCC agency
agreement covering Kuwait,
Bahrain, Qatar, Oman, UAE,
Yemen, Jordan, Lebanon, Cyprus,
Greece, Egypt, Nigeria, Angola
and Turkey

Previously:
Over ten years of freight
forwarding and supply chain
management experience in
Europe and Middle East

GAC Logistics UK



Jon Tucker
Sales Manager, East Midlands

Previously:
Senior Sales Executive,
East Midlands



Amanda Edwards
Route Development Executive,
Northern Region

Previously:
Senior Sales Executive,
Northern Region

GAC Marine Logistics – Asia, Singapore



Juliet Barco
Senior Customer Service Executive

Previously:
Key Account Manager at
GAC Logistics Park in Dubai

GAC Corporate Academy



Rehan Naeem
Manager, Business Development

Previously:
Operations Manager with
GAC Dubai

GAC Malaysia



Colin Henderson
Managing Director

Previously:
Worked for Kuwait
Transcontinental Services

GAC Dubai/Fujairah



Capt. Gobind Kukreja
General Manager,
Tanker Department

Previously:
Operations Manager,
Tanker Department, with
GAC Dubai/Fujairah

LOOKING FOR CONTACT DETAILS?

Many GAC staff are listed in the
directory section of the GAC website:
www.gacworld.com

Just type in the surname of the
person you are looking for in the
Name Search field in the "Directory"
section of the site.

GAC Australia – Sydney Headquarters



Phil Coolican
Managing Director

Previously:
Worked in a variety of
management positions in the
shipping agency field in Australia



Capt. Lawrence Yeung
Executive Trade Manager, Asia

Previously:
South East Asian Marketing &
Operations Manager for OMS

GAC Ras Al Khaimah



Sreehari Kaimal
Operations Manager

Previously:
Shipping Assistant for
GAC Ras Al Khaimah



Ashwin Janardanan
Logistics Manager

Previously:
Logistics Co-ordinator for
GAC Ras Al Khaimah

GTS Dubai



Capt. Björn Brödje
Marine Superintendent

Previously:
OCIMF Vetting Inspector/
Marine Surveyor



is supported at his Prague base
A, Alena Boronova

GAC keeps swinging with Richard



GAC has renewed its sponsorship of South African golf pro Richard Sterne to 2010, building on a successful collaboration which started in 2004.

Currently 29th in the Golf world rankings, Sterne started 2008 by winning the Johannesburg Open in his native South Africa. His third European Tour title followed his best season in 2007 when he won The Celtic Manor Wales Open and claimed six other top ten finishes including a 2nd at the 2007 European Tour, Johnny Walker Classic.

“Branding via sports sponsorship is increasingly important to global businesses. Our continued support of Richard will enable us to further widen our global brand visibility and relevance to customers, partners, suppliers and employees,” says Bill Hill, GAC Group Vice President, Logistics Services.

As GAC’s brand ambassador, Sterne attends and supports GAC corporate golf events as well as appearing in worldwide tournaments under the GAC banner, including the 2008 US Masters in Augusta.

While in Dubai for the Desert Classic in January, Richard took time out to play a round with VIP clients at the company’s golf day at Arabian Ranches.