

GACWORLD

JAN - MAR 2014

When it comes to hull cleaning

**YELLOW IS THE
NEW GREEN**



03 Everything's bigger
in Texas

08 Thinking Big in Bahrain

18 Networking round-up

CALL THE CLEANER...

Shipowners are not fond of barnacles or of the green weedy growths that cling to the hulls of their vessels. Cleaning hulls is considered a painful necessity. Getting it done with divers and brushes is time consuming, dangerous and expensive. And what do you do with all the gunk and goo you've scrubbed off? It's a big environmental challenge. Or it used to be.

GAC has formally launched HullWiper, our Remotely Operated Underwater Vehicle (ROV) that will usher in a cleaner, greener way of getting the job done. HullWiper is quick and eco-friendly. It's more cost effective than traditional methods. It saves shipowners a bundle on bunkers. And nobody has to get their feet wet. Check it out on page 10.

Getting it done

In the end, you have to deliver. It doesn't matter about the promises. It doesn't matter about all the unforeseen events. It doesn't matter about the weather, or the tides or what's written in the stars. To sustain ourselves in our business, jobs have to get done and dusted. Innovation and creative thinking help. Our efforts with ship propellers, huge hammers (both on page 13) and oil rigs (pages 6 & 9), to name a few, are indications of a creative spirit that responds to the challenges our customers give us. We welcome more of them.

Bunkering up

GAC is a full service provider. Whatever you need, we have the network, the knowhow and the will to supply it. Nowhere is this more true than with GAC Bunker Fuels. Bunkers is a tough business, one where quality of supplies and reliability of delivery are essential. We have an expanding global network of bunker traders fully aware of what's needed and what it takes to deliver it. See page 14.

Saluting safety

Humans are biologically primed to take risks, especially the male of the species. Not surprising then that safety messages have to be reinforced constantly to achieve any traction. Heartening therefore to celebrate seven years of work in Qatar without any lost time due to safety incidents. Even more heartening to know that maritime lawyers in Singapore have learned how to board a ship in the proper way. It's all on page 5.

Another year

I have been your editor for a full year and it's been a privilege. I've learned a lot, received encouraging feedback from important readers, and I'm more determined than ever to make GAC World more relevant and engaging in the coming year. Thanks for your support in 2013. Heave ho and let's get stuck into 2014!

Gurumurthi Shankar

Editor



EVERYTHING'S BIGGER IN TEXAS

Check out the size of the scissors used to cut the ribbon at GAC USA's Open Day for its new Houston warehouse and office complex.

Holding the blades are Group Vice President - Americas Lars Heisselberg, Group President Bengt Ekstrand and Carlos Arrieta, President of GAC Energy and Marine Services (GEMS).

Since it started operations in May 2010, GEMS has grown from a staff of four to a team of 60. **GW**



THREE'S A CHARM

GAC scoops Lloyds logistics award for third time in four years

GAC has won the Logistics category in the Lloyds List Middle East & Indian Subcontinent (MEISC) Awards for the third time in four years. Its 2013 success follows wins in 2010 and 2011.

Lars Bergström, GAC's Group Vice President – Middle East, says: "We are delighted to be among the winners of these prestigious awards again. The Middle East and Indian Subcontinents are key markets for us, and GAC is committed to providing excellent logistical support to clients and creating tailored solutions for specific needs."

Andrew Leach, GAC's Group Vice President – Indian Subcontinent, adds: "Our success comes from our commitment to work as partners with clients to provide solutions that have a real positive impact on their revenue and business. Winning the MEISC Logistics Award was only possible with the dedication, skills, market intelligence and local connection of our regional teams." **GW**



GAC's award was accepted by Meena Mathews, GAC's Regional P&I Manager for the Middle East.

AFRICAN MOVES

GAC companies in Nigeria and Angola have moved into new premises, each bringing their previously dispersed operations under one roof.

GAC Nigeria's new headquarters places its shipping, logistics, manning and liner teams in a central location in Ede Street in the Apapa district of Lagos. Key liner customers Eukor Car Carriers, NYK and Hapag-Lloyd will relocate with GAC.

In the Angolan capital, Luanda, GAC Angola has moved into a new open plan office close to both the port and airport. An adjoining storage facility gives logistics customers easy access to their cargo and the new premises has room for in-house training too.

Ivory Coast agreement

Meanwhile, GAC has further strengthened its West African presence by extending the reach of its GAC-OMA network agreement to Ivory Coast (Cote D'Ivoire).

The move comes after the country's return to stability in late 2011 and its re-establishment as one of the world's leading cocoa producers. Exports of other products such as palm oil, coffee, petroleum products, bananas, pineapples, cotton and fish are contributing to forecast year-on-year GDP growth of about 8%. **GW**



SAN FRANCISCO-BOUND

This 14m power catamaran – top speed 50 knots (92kmh) – was entrusted to TNL GAC Pindar for export from Auckland, New Zealand to San Francisco.

The first leg of her voyage was a 35km road trailer trip from the factory to the port. Once there, she was lifted onto a waiting vessel, placed on four pads to protect her twin hulls and secured on to two 40ft flat rack bases.

"A great deal of time and effort is put into ensuring that all the boxes are ticked ahead of such a shipment," says Richard Thorpe, Australasian Manager for TNL GAC Pindar. "And, of course, we always work closely with other experienced parties such as the trucking company, the marine surveyor and the team at the Ports of Auckland to assure our clients that their cargo is in safe hands." **GW**

HSSE CORNER

Seven years of safety celebrated with Shell

Safe operations are a must in the high-risk oil & gas business. So GAC Qatar's crew at its Al Khor Logistics Base had good reason to feel proud when they celebrated seven years of working with Shell Onshore with no time lost due to safety or security incidents.

The celebration – whose theme was 'Time for Safety' – was attended by over 100 Shell staff and service providers and featured presentations on hands-free working, virtual fire-fighting, seat belt usage, forklift pocket protectors and working in confined spaces, as well a car rollover demonstration to highlight the risks of dangerous driving.

Sharing knowledge for safer boarding

Maritime lawyers in Singapore are now better equipped to board vessels safely thanks to GAC Singapore and the Singapore Maritime Officers Union (SMOU).

Lawyers specialising in shipping matters sometimes need to board vessels. But there is nothing in their legal training about best boarding practices. To fill that gap, a workshop was set up to teach them the necessary safety measures.

GAC Managing Director Ronald Lichtenecker opened the workshop and presented GAC's 'Safe Boarding of Vessels' video to the ten lawyers and eight SMOU staff. They were also given a summary of injuries they risk when not using the right methods to board or disembark.

Says Ronald: "Better safe than sorry. Anyone boarding a ship at Singapore anchorage needs to know the risks when climbing a pilot ladder. The more people we can train in the overall shipping industry, the better awareness we will create." **GW**



NORTHERN LIGHTS

The jack-up rig ENSCO 120 stands etched against the fading sun in the waters off Scotland. The newly-built rig is the first of three built in Singapore for Enscoc plc and shipped to the North Sea under GAC's agency to support gas field operations there. The photo was taken by GAC Aberdeen's John Goodchild. **GW**



HELP FOR TYPHOON VICTIMS



When Super Typhoon Haiyan smashed into the Philippines on 8 November, those who survived the onslaught were in immediate need of food, water and shelter.

As relief shipments started to arrive, colleagues from GAC Philippines lent a hand by helping to repack supplies at the Philippine Red Cross headquarters in Manila. GAC also provided two trucks to transport relief shipments to nearby airports.

As well, GAC Philippines staff agreed to cancel their planned Christmas Party and donate the budgeted amount to the Red Cross instead. **GW**

With many of the world's merchant sailors hailing from the Philippines, chaplains from the Sailors' Society (of which GAC is a long-time supporter) were quickly on the ground helping Filipino seafarers contact loved ones and aiding those affected to rebuild their lives. To support that work, the Society launched a Typhoon Haiyan Relief Appeal which you can donate to at

<http://www.justgiving.com/Sailors-Society>



In April this year, GAC signed a service contract with Aberdeen-based Bibby Offshore UK covering all ports in the UK.

GAC cemented Bibby Offshore's trust when an urgently needed part had to be rushed to the Shetlands overnight.

The part left London for Aberdeen with a 'hand carry' courier on a Thursday night. At 0630 the next morning the part was on the first flight out of Aberdeen to Sumburgh Airport in the Shetlands. There, it was collected and driven to GAC's Lerwick base and onwards to a waiting diving support vessel 'Bibby Polaris'. Such was the efficiency of the move that the vessel was able to leave port ahead of schedule. **GW**



GUMBOOT YOUTH RED SCARFED AFTER SHANGHAI PERFORMANCE

Pupils from the GAC China-sponsored Longnan Primary School for migrant children in Shanghai present young dancers from South Africa with honorary red scarves after a spirited gumboot dance performance.

This was the second consecutive year that GAC has supported the fundraising tour of China by Gumboot Dancers from the Kliptown Youth Program, located in a poor community in Soweto, outside Johannesburg. **GW**



THINKING BIG IN BAHRAIN

Two million ton delivery

GAC Bahrain has delivered more than 2.5M tons of pipes, valves, flanges and spares for the country's largest independent power generation and water desalination plant.

The USD 2.1 billion Al Dur plant currently produces up to 1,234 MW of electricity and 218,000 cubic metres of water per day.

GAC was appointed by multinational construction specialists St. Gobain to handle customs clearance, delivery to site, unloading, segregation and storage of shipments that arrived from France by air and sea.



Super-sized touchdown

The world's largest jet, the Antonov AN-225, was carrying a shipment that included a gas turbine rotor weighing 97.5 tons and other equipment for a power project in Bahrain. Landing the aircraft was easy. The complex bit was getting the shipment cleared and delivered.

GAC Bahrain's logistics team took care of customs clearance, supervised offloading with heavy lift cranes, planned the road route to the project site, loaded the special trailers and liaised with traffic authorities.

Due to culverts and bridges along the route, additional scaffolding and steel plates had to be fitted to the loads to give extra support.

The operation was overseen by Logistics Manager Basheer Malayil and Ali Ashraf, Assistant Manager for Projects & Road Transport. Neither they nor their team got much sleep in the two days leading up to the Antonov's arrival as they checked and rechecked everything.

Daniele Tartoni, Executive Vice President of international project transportation specialist company Natco AG which appointed GAC Bahrain for the job says the company was chosen based on their experience on a project a couple of years ago: "Once more GAC was able to provide us with a very professional service which is essential to satisfy the needs of large corporations. We are glad to have such a reliable partner in Bahrain and hope to be able to do more business in the future." **GW**



TRINCOMALEE TRIUMPH

GAC stations around the world are becoming well versed in rig handling. Recently, Hercules Offshore, USA, needed to move its rig 'Hercules Triumph' from the Sri Lankan port of Trincomalee to India.

A team from GAC Sri Lanka unloaded the 14,268 MT rig from the heavy Lift vessel 'Target' which had brought it from Singapore. They then floated it in preparation for its onward journey to an oil field offshore Kakinada, India. The job was coordinated in close cooperation with the Harbour Master and port officials and the team also chartered three Anchor Handling Tugs for the operation.

GAC provided a range of husbandry services too including crew sign-on/off, air travel for officials, delivery of provisions and stores, crew transfers to and from the rig, and provision of bunker fuels and fresh water to the Anchor Handling Tugs. The entire operation was captured in an aerial photo shoot. **GW**



ELECTRO SPEED MACHINE IN QATAR

GAC has helped deliver Qatar's first fully electric car.

The Tesla Model S was ordered from Los Angeles by GreenGulf, a renewable energy and clean technology advisory and development company. The car will serve as a flagship for GreenGulf and also for Her Highness Sheikha Mozah bint Nasser's eco-campaign in the country.

The Tesla emits no CO2 and can clock up more than 400 km on a single charge. And if speed's your thing, it can go from 0 to 100 kph in just 4.2 seconds.

Qatar is one of the world's biggest fossil fuel producers but is a strong champion of green initiatives. **GW**

A PLAQUE FOR A PRINCESS

PT Andhika GAC's Commercial Manager, Teddy Devrizal, presents a commemorative plaque to Capt. Jerman Ivan John, Captain of the Princess Cruise Line ship Dawn Princess to mark the line's first port call in Indonesia under GAC's agency.

Princess Cruise Line is the latest addition to GAC's growing portfolio of cruise line customers in Indonesia as companies and passengers discover the country's charms as a leisure destination. **GW**



HULLWIPER UNLEASHED

Eco-friendly hull cleaning that's faster,
safer and costs less

For more information about
GAC EnvironHull Ltd and
HullWiper, visit
www.gac.com/hullwiper
or contact us at
environhull@gac.com

GAC EnvironHull has launched HullWiper, its new diver-free, cost effective and eco-friendly underwater hull cleaning maestro.

Despite its compact size of just 3x1.5x0.8m, the high-speed, remotely operated vessel cleaning vehicle is capable of cleaning up to 2,000m² of hull per hour. HullWiper cleans the vertical sides of a VLCC (approximately 8,000m²) in seven hours, several time faster than the same job would take using conventional cleaning methods with divers.

Unlike traditional methods requiring brushes or abrasives, Hullwiper uses high pressure seawater as the cleaning medium to avoid damaging vessels' antifouling systems. This feature has been extensively tested and approved by maritime paint and coating companies International Paints and Jotun.

Clean & Green

Residues and harmful marine growths captured during cleaning are disposed of in an environmentally-friendly manner instead of being discharged into the sea as done using traditional methods.



Simon Doran, Managing Director of GAC EnvironHull Ltd, says: "Clean & Green is the spirit of HullWiper. In an industry that is increasingly seeking environmentally sound and risk-averse solutions, our cleaning service ticks all the boxes."



HullWiper's innovative features have earned it permission from the Norwegian Climate and Pollution Agency KFT to perform cleaning operations within all Norwegian ports and from the UAE Environmental Department and DP World for use in inner harbours on all quays inside the port of Jebel Ali.

Enhanced performance

HullWiper's unique cleaning system allows the ROV operator to control the water pressure and monitor the cleaning process through 'live' forward and aft facing cameras. There is no need to hire divers for the cleaning task, reducing operational costs and safety risks.

HullWiper's versatility enables hull cleaning to be carried out alongside during loading or discharge thereby reducing or even eliminating the need for off-hire time. **GW**



Cleaning Method	Cost	Speed	Damage to Antifouling	Operation	Effect on the Environment
HullWiper 	Actual cleaning cost: USD\$ 3.50/sqm + Actual Antifouling damage cost: NONE Estimated cost: USD\$ 3.50/m²	1000-2000 m ² /hour	Leaves antifouling system intact during/ after cleaning	<ul style="list-style-type: none"> • No diver intervention • Can clean ship while taking on bunker fuels or loading/ discharging cargo • Allowed to clean ship in port 	All residues and pollutants are collected and disposed in an environmentally-friendly manner.
Divers/Brushes 	Actual cleaning cost: USD\$ 1.20/m ² + Actual Antifouling damage cost: 6.00/m ² Estimated cost: USD\$ 7.20/m²	200-400 m ² /hour	Removes 10-30% antifouling	<ul style="list-style-type: none"> • Requires diver intervention • Not allowed to be operated inside port due to environmental and safety regulations 	All residues and pollutants are discharged into the sea.

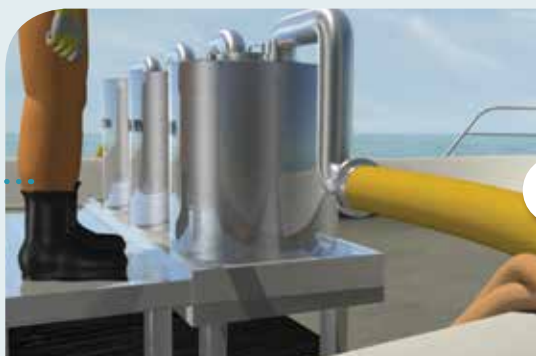
HULLWIPER IN ACTION: HOW IT WORKS



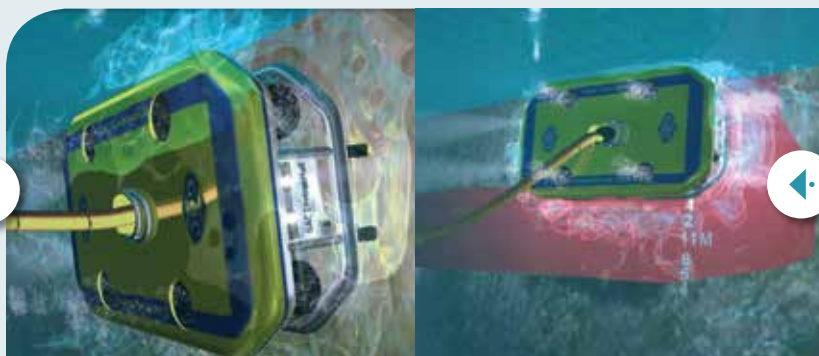
While a vessel is in port, GAC EnvironHull's support vessel comes alongside and positions the HullWiper ROV to start the underwater hull cleaning process. This can be done whilst cargo loading or unloading is underway, thus saving valuable time, and requires no divers.



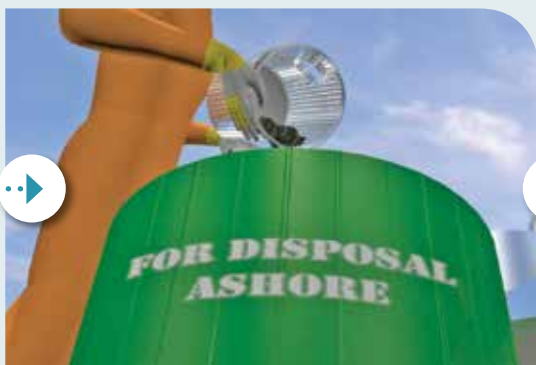
The operator onboard the support vessel guides the ROV to approach the ship and put its cleaning gears in place. High water pressure jets on the underside of the HullWiper remove built-up fouling as it moves over the entire hull under the careful guidance from the operator.



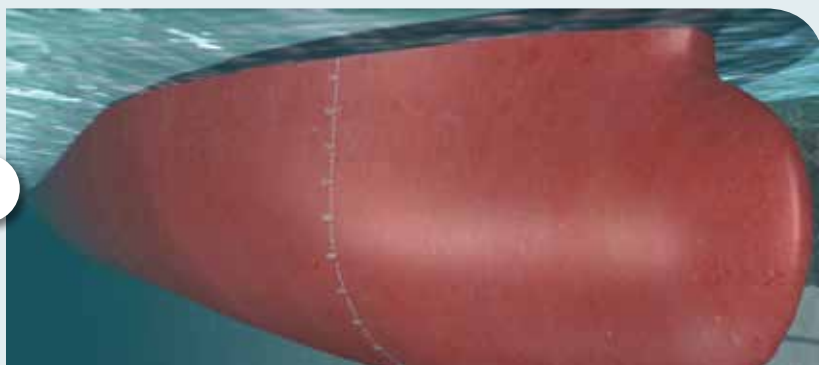
The removed fouling is captured by HullWiper's umbilical hose and pumped onto the support vessel. Only clean water is released back into the sea.



The water jet pressure is adjusted to remove fouling without compromising the vessel's antifouling coating. HullWiper cleans at an average speed of 1000-1500 m²/hour, completing a full hull in a just a few hours.



Residues and harmful marine organisms are disposed of in an environmentally-friendly manner.



A clean hull improves vessel speed and produces big savings on fuel (up to 40% per voyage). **GW**

SMART MOVE AT HALF THE COST

Enterprise Shipping & Trading needed to transport an 8.2m wide propeller and its 8.5m shaft (total weight about 60t) from South Korea to Piraeus in Greece. GAC Marine Logistics found the best way.

A conventional container service was way too expensive so GML searched for other solutions. It settled on using a RoRo vessel for the 4,600 nautical mile journey to Greece. This cost 50% less than the container option.

Bella Politis, Spares Forwarding Manager for Enterprise Shipping & Trading, says: "GAC Marine Logistics was able to save us a significant amount by thinking outside of the box and using their experience to find the right solution for us." **GW**



SARJAK EXTENDS GAC AGENCY TO SRI LANKA

Multimodal transport operator Sarjak Container Lines has appointed GAC Sri Lanka its sole agent for handling all its shipping and Non-Vessel Operating Common Carrier (NVOCC) activities in the country.

GAC and Sarjak have already established a strong working relationship in key markets in India.

Sarjak specialises in the door-to-door transportation of breakbulk and over-dimensioned cargo (ODC) using a fleet of containers with exotic names like Super Racks, Flat Racks, Open Top, Hard Top and GP. GAC Sri Lanka will provide project logistics and freight forwarding as well as agency services from its offices in Colombo, Galle, Hambantota and Trincomalee.

Expanding operations

Capt. Rumi Engineer, Senior President, Sarjak Container Lines says: "There are great synergies between Sarjak and GAC in terms of our capabilities and the standard of service we deliver to our customers, so they were a natural choice for a partner in Sri Lanka. GAC's extensive expertise and experience of our industry and its nationwide and worldwide networks will go a long way in helping us to further expand our operations in Sri Lanka and across the Indian Subcontinent." **GW**



HEAVY HAMMER HAUL

GAC Teams in Singapore and Egypt have worked together to get a massive 134t hammer from Singapore to Port Suez for a Jacket Installation Project. Valentine Maritime (VMGL) called in GAC because the job was time critical and any delays would result in VMGL facing big penalties.

A.S. Riaz, VMGL'S Manager Subcontracts & Procurement, said the single lift operation was completed without a hitch.

"Based on this performance, Valentine will definitely consider GAC Egypt for our future jobs in Egypt," he said. **GW**

GAC BUNKER FUELS

The bill for bunker fuels and lubricants can represent up to 90% of a vessel's operating costs, so it's important to get the best possible deal wherever you go. The GAC Group's bunker trading arm, GAC Bunker Fuels Limited (GACBF), is an ISO 9001 certified company with a firm focus on business excellence, quality control and strict supplier vetting procedures.

GACBF's network is global with teams in the United Arab Emirates, Singapore, India, Sri Lanka, UK, Norway, Egypt, Brazil and the USA. Each provides smooth, speedy coordination of quality IFO, MGO and MD and lubricants at internationally certified standards. Making it happen around the world are the following dedicated professionals:

GLOBAL



At head office in Dubai, GAC Bunker Fuels' Global Director **Nicholas Browne** is supported by Global Commercial Manager **Martyn McMahon**, and two regional business development managers, **Ashan Silva** and **Murray Bishop** (based in London, from where he also handles business for the yachting sector). Global accounts are handled by **Johnson Bg**, **Marianna Holmgreen**, **Nishanth Mohanan**, **Shameer Kassim** and **Farhan Javaid**.

MIDDLE EAST

Dubai is also home to our Middle East Trading team: Senior Bunker Trader **Moni Cheriyan** and Bunker Traders **Anthony Inglis**, **Georgia Paravalou** and **Jonathan Puentes**.



ASIA PACIFIC

GAC Bunker Fuels is represented at the world's biggest bunkering port, Singapore, by Bunker Trading Manager **Steve Chen** (third from right) and experienced trader **Dave Goh**, who work with support from colleagues throughout the region to serve customers in Asia.

INDIAN SUBCONTINENT

In Sri Lanka, bunkers are taken care of by General Manager – Operations, **Navin Perera** and Operations Executive **Shalinie De Silva**. In India, Bunker Agent **Captain Sathya Chandrashekar** (left), covers the entire country from the newly-opened Chennai office.

EGYPT & MEDITERRANEAN

GAC Bunker Fuels' Cairo office is the only international bunker trader operating in the country, under the guidance of Bunker Fuels Manager **Thanaa Abdel Karim** (second from right) with Senior Traders **Mazen A. Hameed** and **Maha Badawi**, and Bunker Trader **Moataz Samy Mohamed**.

EUROPE

London is the base of Trade Manager for Europe **Andy Boichat** (right) and Trader **Resham Rai**. Operations in the north are handled from Aberdeen, Scotland, by experienced GAC Bunker Trader **Kenny Petrie**. Across the North Sea in Norway sits Bunker Trader **Christer Benjaminsen** (third from left), who helps meet the bunkers needs of customers throughout Scandinavia.

AMERICAS

No global team would be complete without a strong American component. Bunker Fuels Manager **Maurice Lara** (second from left) takes care of enquiries for the Americas from his base in Connecticut. **GW**

BARGES FOR BRAZILIAN BIOFUELS



Brazil is the world's second largest producer of ethanol, responsible for almost a quarter of the biofuel consumed worldwide. GAC Brazil is doing its bit to smooth ethanol deliveries to domestic and international markets.

At the newly-opened Rio Tietê shipyard in Araçatuba, São Paulo, 80 barges and 20 pushers are being built. They will form 20 convoys, each with four barges and a pusher, to transport ethanol along the Tietê-Paraná Waterway linking mid-western and south-eastern Brazil. GAC is bringing in the parts and construction equipment for those craft from Europe, USA and Asia.

Multiple origins

GAC Brazil's Project Manager Jorge Nikulin is working with GAC offices in Greece, the Netherlands, China, Hong Kong, Denmark and the USA to arrange the delivery of the mixed air and ocean shipments.

Following customs clearance, the freight is transported by road 583 km from Santos port to the shipyard at Aracatuba.

More to come

Since the first shipment arrived in February 2012, the company has handled more than 140 TEUs at Santos and 12 tons of airfreight – and the programme is due to continue until 2016.

Jorge Nikulin says: "There is much more to come for this project and we look forward to continue helping Rio Tietê Shipyard deliver the goods to help take Brazil's biofuels to the world."

Engine to success

Jose Monteiro, Rio Tietê Shipyard's Finance Manager, says: "The boldness of this project required our partners to use innovative quality and management tools and GAC Brazil was able to do just that. Further, their achievement of ISO 9001 certification and strong ethics policies demonstrated their commitment to us, the customer, and provided the highest quality of services." **GW**

LOW IN THE WATER

Hheavy lift vessel MV Korex SPB No. 2 and its load of four 55.7 metre high cranes pass under the Rio-Niteroi Bridge with metres to spare. The cranes, each weighing 980 tons, are heading for the Brazilian port of Rio de Janeiro.

The Rio-Niteroi bridge has a 62 metre clearance so the vessel's ballast tanks were filled to submerge it partially. As well, for extra safety, the operation took place at low tide. **GW**



Q&A WITH FRANÇOIS TRAVERSA

Born: 5 October 1981 in Dijon, France.

Before GAC: After graduating with a degree in Transport & Logistics and Master degrees in Maritime & Harbour Management and Maritime Law, served in a number of shipping-related posts in France including stevedoring agent coordinator, maritime insurance agent, boarding clerk and forwarding agent. In November 2004, appointed Assistant General Manager for Sea Invest Shipping Agency in Marseilles, then moved to SISA Dunkirk to follow expansion and enjoy bigger operations.

Joined GAC: In December 2008, as Country Operations Manager for GAC Angola. Served as Business Shipping Manager in Angola from April 2011 to September 2012, then took over the same role with GAC Congo.

Appointed Managing Director of PT Andhika GAC in Jakarta, Indonesia, in May 2013.

What did your years in Africa teach you?

Where to start? I could write a book – no, an encyclopedia – of my African stories.

It is an amazing school where one day of work can be equal to a week of experience elsewhere. I saw many things in Africa I would not see anywhere else – and I've got a few grey hairs to show for it.

Perhaps the most important lesson I learned was the importance of being patient and staying calm in order to keep a cool head to make right decisions in a hot climate. We French are known for having 'hot and cold' temperaments, but Africa taught me the value of keeping that in check.

My favorite phrase in Angola was "não há problema, so solução" (no problem, only solution), which I started using quite soon after my arrival. My colleagues really learnt that it's not just the words. I banned the word 'problem' from the office and although we still faced issues arising due to the local environment, we took a different, positive approach to tackle them.



What is the biggest contrast between the working styles of Angolans and Indonesians?

Of course there are differences in lifestyle, culture, history, background, even the challenges faced, but people are people wherever you go – all with similar goals, priorities and values. I prefer to focus on the positive.

An old song says "Wherever I lay my hat, that's my home". How true is that of you?

As I recently got married and we are expecting a baby, home is now where my family is.

However, that old song pretty much sums me up. I enjoy new experiences and adventures in life and embrace them. I'm very adaptable and easily feel at home anywhere. Back in 2008, it took to a matter of days to feel at home in Angola. The same applies to my most recent move to Indonesia. I will even say "Wherever I lay my GAC cap, that's my home!".

Indonesia is an emerging market. What opportunities do you see there?

Asia in general, and Indonesia in particular, is a place of opportunities. The next 10-15 years will see solid economic growth in the region as the economies of the West slowly recover from their current woes.

What we need to do is to seize the moment and do our best work. I'm glad and happy to be part of this venture and I'm very excited to be here at this moment. More and more people from so many different countries want to work here, and with GAC, and that will mean a lot of new business which we need to make the most of.

You are now resident in Jakarta. Give us your highs and lows about this big city.

You can find everything here: cultural experiences, shopping, entertainment, leisure, and more. On the downside, the traffic sometimes means it can take you quite a while to get there. We usually don't count in miles from Point A to Point B, but in hours. It's much more realistic.

What lessons have you learned so far in your new role in PT Andhika GAC?

I'm still fairly new to this position, but I like to think that every day I think I understand more about the place, its people, the market and our business. I see my role – perhaps appropriately in light of my French origins – as something like a Chief Chef in a busy kitchen in which everyone has an important part to play in serving up our best work to our customers.

Are you a careful planner, or a spontaneous soul who loves surprises (even when they present unexpected obstacles to overcome)?

I happen to be both - which I find works well for me - both in my personal life and in business. I'm very spontaneous by nature, but I have learnt to plan with age. I tend to do things by instinct, seeing where life drives me and then taking full advantage of the opportunities I find.

What was the biggest challenge you found when you took over in Indonesia?

Perhaps the biggest challenge is the limitations we face due to the fact that by law we have to work with the state sub-agent in some parts of the country, rather than our own people. However, I believe that we can overcome this issue and others with good communication and cooperation with our contacts, and by always keeping an innovative mindset.

It's essential to create and maintain effective teamwork. Indonesia is made up of 17,667 islands - and when I joined, there was a little bit of an 'archipelago attitude', with everyone sitting on their own island and not really communicating with colleagues. We are tackling this with monthly staff functions to nurture the sense of us all playing for the same team, with the same goals for our mutual benefit, and we are already starting to see positive results.

And the greatest delight?

It is a well organised and structured office with a lot of processes in place. We have a good foundation on which to build a strong and beautiful GAC house here, and the higher will be the roof of our house, the better it will be.

What are your immediate goals for PT Andhika GAC in 2014?

I see many opportunities for expanding our business. I hope we can break into new business such as crude palm oil and the coal market, both of which are growth sectors with huge potential. Our cruise department is growing as more and more operators add Indonesia to their itineraries and need a reliable agent to handle their ships here. We have also introduced a new service to give our customers transiting the Sunda Strait a smooth passage.

In everything we do, we aim to consolidate our core business and customers, whilst always providing the high standard of service delivery that GAC is known for around the world. **GW**

SAFE PASSAGE



Every year, thousands of vessels pass through the Sunda Strait which runs between the Indonesian islands of Java and Sumatra. Andhika GAC's agent in the port of Merak, M. Anang Sabilarrosad, is one of the team providing vessels with a total service package including en-route clearance, crew changes, bunker supplies, spare parts deliveries and more at the rendezvous point. **GW**

SINGAPORE SHIPYARD CALL

For almost three years, BHP Billiton's Floating Production Storage and Offloading (FPSO) unit Pyrenees Venture sat in waters off Australia's Northwest Shelf. When the time came for her to sail to Jurong in Singapore for a shipyard call, there was plenty of preparation to be done by BHP Billiton, MODEC and GAC before she could weigh anchor.

Along with a full check of the vessel's ocean-readiness, local Singaporean vendors such as launch operators, de-slopping companies and land transportation providers had to undergo safety and operational audits to confirm they met BHP Billiton's standards. That's where GAC Singapore came in.

The days leading up to the FPSO's arrival were filled with phone calls to finalise vendor audits and confirm her allotted anchorage and her inward pilotage and towage. One problem was the lack of a pilot ladder or a gangway for boarding. GAC Singapore simply arranged for a supply launch with an open deck big enough to accommodate the FPSO's personnel transfer basket.

A couple of weeks after berthing at the Jurong Shipyard, GAC Singapore's team was again on the job arranging for her return voyage to Australia. **GW**



NETWORKING ROUND-UP

Pulling in the crowds at Offshore Europe 2013....

At the Offshore Europe 2013 exhibition in Aberdeen, GAC was on hand to greet record numbers of visitors.

For its 40th anniversary, Europe's largest oil and gas show was bigger than ever: 63,000 visitors, with representatives from 1,500 organisations and 37 countries, packed into an exhibition space as big as eight football pitches.



Gerrit Laubscher, Murray Bishop, Leigh-Ann Rogie, Steve Gibson, Peter Cole, Truls Gabrielsen, David den Broeder and Patrick Kuys at the GAC stand.

...and at IMPA in London



Further south, the GAC Marine Logistics team and colleagues from GAC Training Solutions, GAC Bunker Fuels and GAC EnvironHull flew the company flag at the 35th International Marine Purchasing Association (IMPA) Exhibition held at London's QEII Conference Centre.

This annual event attracts key people from the marine sector around the world for 2 days of seminars and networking opportunities in a relaxed atmosphere. This year saw more delegates than ever - 2,120 from 72 different countries.

GML's Managing Director Jan Kielmann as well as Simon Scarff (UK) and Katja Springmeyer (Germany) manned the stand to give visitors information about ship spares' logistics services. They were joined by Garrett O'Rourke of GAC Training Solutions, GAC Bunker Fuels' Nicholas Browne – Global Director GAC Bunkers, Robert Anderson of GAC EnvironHull and Sean Bradley, Group Marketing Director.

Meanwhile, on a roof in Hamburg

Owners of more than 1000 vessels joined our colleagues in Hamburg for the GAC Marine Logistics (GML) soirée on the roof terrace of the city's Side Hotel. As part of the festivities, guests released balloons from the rooftop, and a prize was awarded for the one that ended up furthest away – about 118 km away in Banzkow.

It was the third year GML staged the event to entertain and inform their clients about their ship spares services and the latest developments in the GAC Group. Key networkers at the event were GML's Katja Springmeyer, GAC Shipping's Niko Steindamm, GML Director Jan Kielmann and Group Vice President – Europe, Ivo Verheyen. **GW**



For more about how GAC connects with its customers, check out the "Networking" album at our Facebook page at www.facebook.com/GACgroup



(Photo courtesy of Andy Whitehouse, 2013)

MORE POWER TO THEIR PEDALS

Team Raleigh's Alexandre Blain powers through the course at the 2013 Rutland-Melton CiCLE Classic. It was a great season for the professional cycling team that GAC has sponsored since 2012. Team riders achieved 110 podium places making Raleigh the most successful team on the domestic circuit in 2013. **GW**

We've got a bright new look. Check out GAC's new brand, and how it was brought to you, in the "Delivering the brand" album on our Facebook page at www.facebook.com/GACgroup

EDITORIAL INFORMATION

Editor

Gurumurthi Shankar, GAC HQ, Jebel Ali

Editorial Team

Greg Newbold and Amanda Millen

Art & Production

Lancer Design Pte Ltd, Singapore

Correspondence to

Amanda Millen

Email

gacworld@gac.com

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Contacting GAC

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APPOINTMENTS

GAC BRAZIL, SANTOS



Leonel Pedloweski

Key Account Manager responsible for chemical tanker business

Previously

35 years of shipping experience, most recently as Branch Manager for Bahia Tankers AG. Maritime LTDA

GAC LEBANON



Yorgo Bejjani

General Manager

Previously

Country Manager

GAC CORPORATE COMMUNICATIONS, SINGAPORE



Salman Siddiqui

Communications Manager
– Asia Pacific & Indian Subcontinent

Previously

Communications Executive
– GAC Solutions, based in Dubai

GAC BUNKER FUELS, UK



Andy Boichat

Trade Manager, Europe

Previously

Senior Trader

GAC BUNKER FUELS, NORWAY



Christer Benjaminsen

Bunker Fuels Trader

Previously

Shipping agent and GAC Bunker Fuels Representative



VOLVO OCEAN RACE NAMES ITS LOGISTICS PROVIDER

GAC Pindar has been appointed the official logistics provider for the Volvo Ocean Race, the world's most prestigious round-the-world sailing event.

GAC Pindar will provide a complete logistics package for the 12th edition of the Volvo Ocean Race in 2014-15, including transportation and customs clearance of pavilions and hospitality infrastructure for the Race Villages, as well as broadcast and other support equipment for the ports the Race will visit over the course of nine months, starting in October next year.

Formed in 2011, GAC Pindar is a strategic partnership between GAC and professional sailing outfit Team Pindar. It has become the go-to provider in the specialist field of marine leisure logistics, offering complete service including yacht transportation, superyacht fuel, air, ocean and land freight, yacht spares logistics, sailing event management and ship agency. At sailing venues around the world, it works closely with teams from GAC's offices to ensure smooth delivery of its full service range.

William Hill, GAC's Executive Group Vice President – Commercial, says that securing the logistics business for the Volvo Ocean Race is

testament to the combination offered by GAC Group's global logistics infrastructure and Team Pindar: "We have the unique advantage of a deep understanding of the needs of sailing teams, the movement of their boats and the sailing events, combined with the global resources and reach of the GAC Group.

"Our strength and infrastructure around the world puts us in the ideal position to support the GAC Pindar specialists with the local expertise they need to meet the tight deadlines and demands of this exciting highlight of the global sailing calendar."

The 12th edition of the Volvo Ocean Race will start from Alicante, Spain on 4 October 2014. The teams will cover 39,379 nautical miles before the finish and a final In-Port Race at Gothenburg, Sweden, on 27 June 2015. **GW**

