

GACWORLD

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DEEP BLUE:
EXPLORATION AND ENTERPRISE
IN THE MEDITERRANEAN BASIN

THE LINKING SEA...

More than 2,500 years ago, the blind poet Homer sang of the wine-dark sea that surrounds the coasts and islands of the eastern Mediterranean. Technologies might have changed in the intervening centuries but today, that same sea continues to attract poets and traders.



The Mediterranean is the connective tissue that links Europe, Asia and Africa. Its peoples are diverse but attitudes, particularly to business, are similar. This region has always been a magnet for people seeking new fields of enterprise and profit. For service providers such as GAC, this is equally true as our report on pages 8-11 shows. As well, Simon Heywood, our Business Development Manager for Oil & Gas, Europe, gives a sound review of the growing energy activity in the region. See page 6.

Colder shores

Far from the bright landscapes of the Med, our team in the Shetlands is in full cry. The waters around the Shetlands are some of the most active in the world for oil and gas producers. You can meet the team on page 14.

Southern Sail power

Marine Leisure logistics is a niche service requiring special skills, not least being a strong dose of the personal touch. In South Africa the growing number of sails on the water has led to rising demand for services. GAC Laser, our logistics joint venture there, has ramped up its efforts to meet that demand. See page 12.

Baltic summer

In Finland, they're getting ready for the sunshine and a busy cruise season. This is another service area where the personal touch is needed. Passengers by their thousands will soon be disembarking and they, and the vessels they sail in, will be expecting top-shelf service. Our GAC Finland team is gearing up on page 7.

Openings

Amid the constant background chatter about struggling economies and business stress, GAC has continued to grow. We've opened a new Value-Added centre in our warehouse complex in Jakarta. We have new offices in the USA and Malaysia. Our global ship spares operation has revamped its structure in Germany. And we continue to win awards (see page 3). It's always nice to be recognised for our efforts but we are acutely aware that our business success can only be sustained by what we deliver every single day of the year, everywhere.

The pulse of history

Every few years, a diver or salvage crew finds a sunken treasure ship on the floor of the Mediterranean. It could be ancient Greek, Roman, Ottoman, Phoenician, Egyptian – the range is wide. These finds bear testament to the longevity of our business. The movement of goods from A to B has been a constant among human societies since our earliest days. We like to barter, we like to haggle and we like to do good business. It's in our DNA today as much as it was thousands of years ago. Few businesses have had such an enduring story to tell. We are the modern heirs of an ancient practice. Fascinating and challenging at the same time.

Gurumurthi Shankar

Editor

AWARDS ROUND-UP

Two titles in Sri Lanka National Business Excellence Awards

GAC Marine Services Pvt Limited has won two top accolades in the Sri Lanka National Business Excellence Awards.

Despite it being the first time that the company participated, GAC Marine Services Ltd walked away with the Gold Award in the "Shipping and Shipping-related Services" category, and the Silver Award as runner-up in the medium-sized business category (covering all sectors).



Logistics triumph at Lloyd's List Asia 2013

Another honour was collected at the Lloyd's List Asia Award 2013 ceremony in Singapore, in recognition of GAC's commitment to delivering high quality logistics services throughout the Asia Pacific region.



Bulk Ships Agent accolade at IBJ Awards

GAC was named the Bulk Ships Agent of the year in the 2013 International Bulk Journal Awards saluting the best in the global maritime bulk industry. **GW**



CUTTING THE RIBBON

Hari Krishnan, Managing Director of PT GAC Samudera Logistics, declares open the new VAS (Value Added Service) facility at our Distribution Centre in Cikarang, Indonesia, in February.

The 400m² temperature-controlled facility adds a range of services like multi-product bundling, gimmick insertion/bundling, promotional re-packing, labelling, stamping, stickering, wrapping, sticker/barcode removal and seasonal sales promotional materials to the solutions the company already offers its customers. The Cikarang Distribution Centre handles an average of 3.7 million items per month through its in-house co-packing department.

The new facility's opening was marked with a traditional prayer and ceremony to bless its activities and keep the environment safe. **GW**



MARINE LOGISTICS STRENGTHENS SET UP IN GERMANY

Getting the structure right to serve the world's second-biggest shipping market

GAC Marine Logistics (GML) has established a new company in Hamburg, Germany to handle its ship spares logistics business.

GAC Marine Logistics GmbH is the new vehicle for developing GML's door-to-deck delivery and warehousing products and building on existing strong relationships in key markets such as West Africa, South America and the Middle East.

Hamburg's burgeoning cargo volumes and Germany's position as the world's second largest shipping market make the city an essential location.

"No other provider has a better understanding of the challenges our clients face in today's markets or is better equipped to help overcome them," says Katja Springmeyer, General Manager of GAC Marine Logistics GmbH. "For example, through our partnership with Griffin – G2 Crew & Port Services – we combine spares and crew logistics to deliver exceptional cost savings.

"HSSE, Compliance and Ethics are at the heart of everything we do. So too is transparency – web tracking gives our customers complete visibility of movements at all times."

GML clients also benefit from being able to draw on the GAC Group's many other services such as husbandry, hub agency and bunkering to create a customised support suite to meet their shipping needs. **GW**





TOP GEAR DELIVERY

GAC brings Red Bull racing star's car to Sri Lanka

When 100,000 motor sports fans gathered on the streets of Colombo to watch high-speed action in the city's third annual night race, one of the highlights was the sight of Red Bull racing star Daniel Ricciardo thundering past in the first RB9 Formula One racing car to grace the country's tarmac. And though few of the fans spared a thought for how the mean racing machine got there, it was GAC they had to thank for the treat.

Our logistics team in Sri Lanka was charged with taking care of everything for the temporary import of the vehicle, as well as its export once the event ended.

It was a precise operation which drew on the company's previous experience handling freight for the past Colombo Night Race events as well as other jobs ranging from the handling of the Australian team's gear for the Cricket World Cup to providing specialised logistics support for a Discovery Channel film crew.

Sanjay Gabriel, the manager in charge of handling the high performance machine's import to Sri Lanka for the Colombo Night Race, says: "We are confident that we shall be appointed for similar tasks in the future." **GW**

OPENINGS

US Gulf Coast

GAC Shipping USA has responded to increased offshore oil & gas activity along the US Gulf Coast by opening an office in Galliano, Louisiana.

The new office will also serve Port Fourchon, Morgan City and Amelia. It also has space available for Principals if required for on-site work during projects, as well as warehousing and storage facilities for equipment and supplies.

Offshore Oil & Gas support in Malaysia

GAC Malaysia has opened another office in Labuan, East Malaysia, to support the offshore oil and gas sector across the Malay Peninsula's east coast and Borneo.

Located near customs and port facilities, the GAC office provides ship agency, general sea & air freight forwarding, heavy lift and project logistics in coordination with GAC's Oil Field Service Supply Base on Labuan's main island. **GW**



ENERGISING THE EAST MED

Oil & gas is the next 'big thing' in the East Mediterranean. In countries hard hit by economic crisis, it is one of the sectors that could lead the way out of recession to a more positive future.



by **Simon Heywood**,
Business Development Manager,
Oil & Gas Europe

Recent seismic surveys in the region show great promise. Substantial field developments in Greece, Crete, Egypt, Israel, Lebanon, and Cyprus are in the pipeline. Some are on a faster track than others.

Leading the way is Egypt, which has been exploring and producing oil and gas on and offshore for many years now. It is an important non-OPEC energy producer with oil reserves estimated at 4 billion barrels and gas reserves of some 2.1 billion cubic metres.

In neighbouring Israel, the drill and appraisal programme offshore in the Tamar area is advanced, and production commenced in April 2013. The yield is estimated at 9 trillion cubic feet of gas.

Off the coast of Cyprus there are 13 concession blocks defined by the Republic of Cyprus, to the south of the island. Noble started their exploratory drilling in 2011 and their concession in the Aphrodite field is expected to yield between 3.6 and 6 trillion cubic feet of gas. Eni/Kogas also have concessions offshore Cyprus in blocks 2, 3 and 9 and are mobilising to start commence exploratory drills later this year. Meanwhile, Total who have rights to block 10 and 11 are expected to commence activity in 2015.

Greek fields in the Ionian Sea and off southern Crete have been judged "particularly promising" by Norwegian-based Petroleum Geo-Services when it reported its preliminary assessment of findings to the Greek Environment Ministry. And in January this year, in a development hailed by the country's Energy Minister as sending "a message of confidence", an agreement was reached for the purchase of reserves from the Prinos oil field in the Gulf of Kavala in north Greece.

Interesting times, potential rewards

It's a sector offering great potential, as evidenced by the interest oil & gas players are showing in the area, and GAC's offices in Egypt, Cyprus, Greece, Lebanon and Turkey are gearing up to support exploration and extraction with our range of integrated services.

But the East Mediterranean is not without complications. Indeed, companies wishing to operate offshore need to be careful in planning where assets,

personnel and operations will be based. Political upheaval and disputes about who has rights over what area of the sea will make for 'interesting times' ahead.

Despite the challenges, the potential rewards are great and the attraction for energy players to work in the arc curving from Egypt through Greece and Cyprus to Turkey is great.

Looking inland

The action does not just lie offshore. The industry also needs to store and transport oil & gas to its markets. That's why we are seeing the development of terminals and pipelines, including advanced plans for an LNG terminal at Vassilikos on the southern coast of Cyprus.

Several governments have signed the TAP (Trans Adriatic Pipeline) agreement for the supply line that will run from Azerbaijan, across northern Greece, over the Albanian mountains, and across the Adriatic Sea to end up at the heel of Italy. GAC Greece is keen to position its logistics capabilities for this project.

Lessons learned

Exploration in the East Mediterranean is still in its infancy and it will take some strong doses of entrepreneurial flair, tempered with careful risk assessment, to make the most of the business it will generate.

GAC's companies in the region have the support of their colleagues around the world - including those at locations where the energy sector is well-established and the support services sector is highly developed. That world of hands-on experience, global resources, references and qualifications will be shared and applied swiftly and smartly to the East Mediterranean as its oil & gas sector evolves.

That willingness to share and apply global perspectives and lessons learned - whether it be in legal, Human Resources, Quality or all-important Health Safety Security & Environmental issues - is one of the strong points of the GAC Group. It's a manifestation of the 'GAC Spirit' that is at the heart of our organisation and its success to date. **GW**

TAKING THE BALTIC CRUISE

Preparations start early for new season

It was a record-breaking year for the port of Helsinki in 2013 with 420,000 international cruise passengers visiting the Finnish capital. GAC Finland is expecting the same this year.

Finland and the rest of the Baltic continue to grow in popularity as a summer cruise destination for passengers seeking natural beauty and 20 hours of sunlight a day. Two new cruise ships are being built for the Baltic run. One is already fully booked for 2015.



Full package

Of the 284 cruise ship calls at Helsinki in 2013, 122 were handled by GAC Finland, making it the busiest year ever for the team headed by Cruise Agency Manager Arttu Kahonen.

The team provides a range of services from ship agency to arranging everything from berths, tugs, pilots, visas, crew changes, spares and provisions, and doctors' appointments.

Every cruise call requires careful planning, tailored to the needs of each line, crew and their passengers. Any past calls or possible problems are discussed to make sure the coming call will go without a hitch. Such organisation and preparation is at the heart of GAC Finland's strategy when dealing with up to 4000 arriving guests and crew. The job is made more demanding when half of the calls originate from outside the Schengen area.

Says Arttu: "We play an important role coordinating cruise ship arrivals to ensure there are no berthing conflicts – quite a challenge on one of Europe's busiest ferry routes, with more than 30 daily departures and arrivals from Helsinki."

Networking

Arttu's team is part of the Helsinki Cruise Network, a group of 58 tour operators, agencies, hotels and other parties which work together to enhance awareness of the port as a tourist destination.

"The end-of-season events offered us a good platform for dialogue with the port as well as other authorities such as immigration, pilots and customs – something which is essential for the success of cruise operations," says Arttu. "From our side, we stressed the importance of clear, aligned immigration regulations throughout the Baltic region in 2014, as was the case in last year's record-breaking season, and with this in mind, immigration officials were encouraged to arrange a joint meeting with other Schengen authorities."



New challenge

GAC's Finnish cruise team also keep an eye open for any cost initiatives on behalf of their clients, wherever possible. It's a must at a time when the industry is facing new challenges like the new fuel directive coming into effect in 2015, which will limit the fuel sulfur contamination from ships operating in the Baltic down to 0.1%. Cruise lines operating in the region will have to invest in scrubbers or switch to cleaner, more expensive bunker fuels, both of which will drive up operating costs. As a result, they are seeking new ways to cut costs.

Enduring attraction

Kahonen believes that the Baltics will retain its attractiveness as a destination for passengers and operators alike: "Despite the possible increases in ticket prices, seeing the exotic northern Europe capitals and the main destination St Petersburg during one cruise is still a very convenient way to experience it all. Our ports function well and our cities are clean and safe, which gives cruise lines good reasons to dock their vessels to our ports." **GW**

Praise from a Princess

During the 2013 season, Princess Cruises called at the port of Helsinki 15 times under the agency of GAC, ranking its preparation, handling of the calls, staff know-how and "Welcome to Port of Helsinki" guide as 'Excellent'.

Christine San Pascual, Administration Officer of the 'Ocean Princess', adds: "Everything about Helsinki is great! The place, the people... and the agency. Great people to work with as it's make my job easy! Keep it up!"



THE MEDITERRANEAN: LOOKING BEYOND THE DEEP BLUE

Group Vice Presidents for Europe and Africa, Ivo Verheyen and Erland Ebbersten, are looking to new business to define the future of the Mediterranean for GAC. It's a future driven by market sectors not traditionally associated with the region.

The winds of change have been making things a little turbulent in the Mediterranean in recent years.

While the Turkish economy is doing better than most, the well-documented economic woes of Greece and Cyprus have left the two countries struggling to emerge from deep recession.

Uprisings in northern African have toppled long-standing regimes, bringing social upheaval and political uncertainty. Civil war in Syria is affecting its neighbours. Lebanon currently has only a semblance of a Government and, together with Turkey, is reeling under a massive Syrian refugee influx.

Overall, the Med is a challenge – but one which offers great potential for players with the right vision, resources and resilience to make a long-term investment.

Energy beneath the waves

Exploration in the East Med has confirmed impressive reserves of oil and gas beneath the waves, but lead times from survey tests to production can be anything from 15 to 30 years. Yet as surveys turn into test wells, then offshore



Pharaoh's Land

Egypt is staggering from crisis to crisis politically, and there's a clear knock-on economic effect. Even so, its offshore energy business is well advanced along the development pipeline. Like Greece, Egypt too has a substantial investment in transit container terminals at the Mediterranean end of the Suez Canal. Nothing is easy right now in Egypt but also, nothing is impossible.

The long view

GAC has never been a fair weather friend. It has built its reputation on a combination of entrepreneurial spirit and long-term commitment to the markets it serves. We have been active in Cyprus, Greece, Egypt, Lebanon and Turkey since the 1970s (entering the Algerian market more recently). We're not leaving.

Our business in Greece is firmly established and performing strongly, partly because the country's maritime sector has been less hard hit by recession than other sectors.

Egypt's 80 million people still need imported goods. And ships continue to transit the Suez Canal – a waterway so crucial to the nation that it has been carefully guarded throughout the recent upheaval to ensure not a single day's operation was lost. GAC is still the largest independent agent for Suez Canal transits and a leading provider of shipping and logistics services throughout the country.

Turkey is in a league of its own. It engages with the East Med, the Black Sea countries like Ukraine and Russia, and Georgia, Syria and the Caucasus region. Once, it was eager to join the European Union. Now it's in less of a hurry as its economy outruns its sluggish Euro Zone neighbours.

Lebanon is most acutely affected by Syria's civil war but eventually the war will end and rebuilding will start. Growth opportunities will return.

The most recent addition to GAC's Mediterranean stable is Algeria, a land offering many opportunities but also hampered by restrictions and rigid foreign exchange controls. The long-term view is that conditions will eventually ease to liberalise outside investment and encourage international trade.

Optimism

GAC has been around long enough to know that long term success requires patience and determination, particularly when times are tough. The Mediterranean has seen many ups and down, forming the backdrop to international commerce all the way back to the days of antiquity. And though its azure waters may look dark and stormy lately, there is one thing its climate guarantees – the sun will shine again. **GW**



by **Ivo Verheyen**,
GAC's Group Vice President
for Europe

construction projects, pipelines and production platforms, GAC is adapting its services to fit the evolving requirements of its customers.

We have already invested in new facilities in Cyprus to support the energy sector, including an onshore support base, with nearly 3,000sqm of warehousing and quayside storage space. From this base we provide services such as heavy haulage, ship spares logistics and tug boat/barge/vessel/aircraft charters. Further, we have brought in our GAC experts with their long energy industry experience to sharpen our focus (see Simon Heywood's Insight report on page 6).

Transshipment hub

Piraeus, one of the Med's biggest ports, is emerging as a hub for the region. American IT giant Hewlett Packard has chosen the Port of Piraeus Free Zone as its redistribution base for Central & Eastern Europe, Eastern Mediterranean and North Africa. Three of the world's top five container lines use Piraeus for transshipments and further development is in the pipeline. Exports are also booming as Greek businessmen find new ways to market traditional products to the world.



by **Erland Ebbersten**,
GAC's Group Vice President
for Africa

ALGERIA

"Algeria is a major supplier to Europe of oil & gas, with reserves of 12 billion barrels. Its economy is based mainly on oil & gas exports, representing more than 95 % of total revenues."

Though the country has not been affected to any great extent by the political crises in the region, there are high levels of poverty, unemployment, corruption and bureaucracy in public administration."

Abdelbaki Bouyahiaoui
– General Manager, GAC Algeria



CYPRUS

"Following the European Union's bailout of the Cyprus Banks in March 2013, the country is implementing the Troika Memorandum provisions and the government is striving to regain investors' confidence. Following the recent findings of natural gas reserves in the Aphrodite block, the government has entered into contracts for hydrocarbons exploration in 5 additional blocks in the EEZ of Cyprus with two oil & gas majors, and drilling is expected to start in the third quarter of 2014."

The East Med has always been considered to be a strategic player in global markets - and the global energy markets are no exception."

Stewart Hendry
– Logistics Manager, GAC Cyprus



REGIONAL VOICES

EGYPT

"Egypt is still undergoing rapid change affecting its economic, social and political stability. A referendum on the new constitution is due to be followed by parliamentary and presidential elections."

Turbulence in surrounding countries, be they in the East Mediterranean or North Africa, is having an impact on Egypt. This is expected to continue for at least two more years."

Mohammed Badawi
– Managing Director, GAC Egypt



LEBANON

"Events in Syria have had a negative effect on the Lebanese economy, with the United Nations' official count of Syrian refugees on Lebanese soil being about 655,000 in September 2013. These refugees are in deep need of food and supplies."

Nevertheless, the country is showing signs of resilience with growth of 1.4% forecast for 2013."

Simon Bejjani
– Managing Director, GAC Lebanon



TURKISH TRADE

Riding the positive trend

Turkey's economy is doing well – much better than many in the European Union. Its logistics sector has received a boost as demand for imported goods rises and export volumes increase on the back of a favourable exchange rate. It's a climate which offers considerable potential for growth for clued-up service providers but, as GAC Turkey's Managing Director Timur Makzume explains, there are pitfalls that operators need to prepare for.

The country is enjoying growth and relative prosperity right now, despite the inevitable impact of the economic slowdown with our trading partners in Europe. The effects of the Euro-crisis continue to be felt, although we are now seeing signs of recovery.

But for some time, Turkey has understood that over-dependence on developed markets such as the EU and USA could bring problems. Focus has shifted to developing relations with other territories such as Africa, especially the north and east African countries, where we are already seeing an increase in the flow of Turkish goods.

Container traffic at Turkish ports and terminals is looking healthy these days. It's a dynamic market which looks set for further growth and major projects are underway to double the country's container handling capacity. These include new terminals in Istanbul, Izmir and Iskenderun.

TURKEY

"Turkey is now one of the powerhouses of the Mediterranean basin. With a 75 million strong population and growing industry and agriculture, the country is establishing itself as the hub for Black Sea countries and Central Asian Republics.

In the years to come, the Mediterranean will become a huge consumer market where over 500 million people will freely exchange goods and services. Whilst still in its infancy, the foundations have already been laid. The Mediterranean heritage will define itself and its way of life will endure – a way of life that mixes the multitude of magnificent cultures that span the shores of our blue sea."

Timur Makzume
– Managing Director, GAC Turkey



HUMAN CARGO

EU Member States bordering the Mediterranean Sea have witnessed a surge in illegal immigration by sea in recent years. Some people turn to traffickers, whose inhumane methods for transporting their human cargo sometimes have tragic results. **GW**



(Photo courtesy of Nikos Prasinos of GAC Greece)

GREECE

"Greece is starting on a slow but steady path to financial recovery, with the 2013 budget set to show a small surplus. Foreign investment is being encouraged and 2014 is expected to play a key role in the country's return to growth and development.

The turbulence in North Africa, East Med and the southern European financial crisis will continue to influence the geopolitical character of the region. Nonetheless, the East Med is emerging as a regional/European hub, and has the potential to become a global energy player over the coming 30-35 years."

Socrates Zorbas
– Logistics Manager, GAC Greece



Turkey's East Mediterranean ports look set to challenge hub ports in Lebanon and Egypt. Meanwhile, ports in the Aegean and Istanbul Marmara will meet growing demand for container services heading for the Black Sea.

Falling rates

Despite the infrastructure development boom and Turkey's strengthening economic position, logistics providers face some serious issues.

Freight rates have dropped by 30% on the previous year, and as a result, even traditional niche markets such as the Black Sea and short sea and river trades that were historically profitable, are now loss-makers.

It's geopolitical

Geographically speaking, Turkey is in a dream position at the crossroads of Europe and Asia.

Geopolitically, it's a different story. Just take a look at the conflict and turmoil going on in countries we share borders with.

The country is a platform, a transit point to be used and further developed to serve neighbouring nations which have little or no easy access to international sea lanes. Azerbaijan, Turkmenistan and Kazakhstan in the enclosed Caspian rely heavily on Turkey for their supplies. And in the Black Sea, countries such as Ukraine, Russia, Romania and Bulgaria benefit greatly from economies of scale provided by the Turkish economy.

Rigour, resources, reliability

At GAC Turkey, we are setting up a centralised system to enhance the full range of logistics services we provide throughout the country. Our entire team of staff and partners have been involved in fine-tuning this system and about 90 of them came together for a meeting recently to finalise the system and familiarise themselves with the way it works. Find out what it can do for you. **GW**

 timur.makzume@gac.com

WINNING THE RACE AGAINST TIME

They're getting to be masters of the last minute solution at GAC Bahrain, as two recent jobs clearly showed.

When drilling company Transocean needed to get some spares to site in a hurry, they turned to GAC. With just 24 hours to make delivery, the logistics team in Bahrain arranged for the spares to be hand-carried by air from Houston to Bahrain, where all the arrival formalities were done in advance to ensure nothing would hold up the shipment after touchdown. And to be doubly sure, a Meet & Greet team was standing by to speed the way through immigration and customs. The shipment was delivered to the client in Dammam, Saudi Arabia, less than two and half hours later.

The next day, the GAC Bahrain crew again came to Transocean's aid for two critical shipments arriving on separate flights late at night. Not a problem for Lakshmi Narasimhan, Senior Executive, Logistics, who worked with colleagues at the GAC Dammam office to get the shipments delivered 2,500km away in Duba in just 28 hours. Normal delivery would have taken three days.

Both jobs involved logistical challenges ranging from obtaining special permits from authorities, arranging arrival formalities, night clearance at GAC Bahrain's bonded facility, border clearances, back up drivers and transportation to final delivery at site. Nothing was left to chance – and the down-time for the customer's waiting rigs was kept to a minimum.

Transocean's Procurement Supervisor, Manoj Singh appreciated the GAC team's efforts to deliver smoothly and efficiently: "Timely clearance at the Saudi Causeway requires commitment, planning and execution. Thanks to everyone involved at GAC Bahrain - keep it up and continue the good job." **GW**

GAC LASER SETS GROWTH PATH IN MARINE LEISURE LOGISTICS



GAC Laser is expanding its marine leisure logistics work in response to strong sector growth. To raise its profile among potential customers, it sponsored the racing yacht Explora in the 2014 Cape-to-Rio Race. Explora returned the favour by finishing third overall and first among South African entrants.

The 3,300 nautical mile race across the South Atlantic – now in its 43rd year – is organised by the Royal Cape Yacht Club and is one of the world's oldest, longest and toughest ocean races. This year's event started on 4 January with 36 yachts from eight countries, including 27 from South Africa. Among them was the 60-ft, eight-tonne Explora, skippered Craig Sutherland and crewed by a group of adventurers from Cape Town who took time out from their day jobs.

Cape Town-based GAC Laser has set a growth path as a provider of logistics services to the yacht and marine leisure sector and the iconic race was an ideal opportunity to show its support for the South African yachting community.

Simon Hayes, CEO of GAC Laser, says: "We want to congratulate Explora, her skipper and crew on their fantastic result. As a sponsor, it is important to partner with teams that reflect your own values and ambitions.

"The appetite for sailing in South Africa is growing fast and with it, the demand for trusted and experienced logistics providers to handle transportation and husbandry needs.

"GAC Laser is using its knowledge, extensive resources and global network to offer high quality services to this market." **GW**

FOCUS ON BRAZIL'S CHEMICAL BILLIONS



GAC Brazil's growth continues, now extending to support for chemical tankers.

In the past year, GAC Brazil added an office in Santos to its existing bases in Rio de Janeiro and Sao Paulo. It now offers shipping and logistics support, customs clearance, warehouse intelligence and bunkering – all under a single umbrella.

Chemical reaction

Last year, chemical products made up for more than 60% of Brazil's imports, totaling more than USD 40 billion.

Industry veteran Leonel S. Pedloweski has been appointed as GAC's Chemical Bulk Key Account Manager for the region, based at Santos, Brazil's main gateway port for chemical imports and exports. Leonel has 35 years of ship agency experience and a strong network of chemical and tanker contacts.

"Our new focus on chemical tanker services in response to the demands of the market sends a firm message about our commitment to this important industry," says Rodrigo Demarco, GAC Brazil's Managing Director. "And by welcoming a highly-respected professional like Leonel to our team, we strengthen that message." **GW**

LOGISTICS UK BULKS UP IN IMPROVED CONDITIONS

GAC Logistics UK has added three managers to its general freight commercial team to sharpen its focus on performance and meet growing demand as the UK returns to buoyancy.

Heading the team as General Manager is Glenn Barnes with 15 years of senior management experience and a proven record of delivering results for a number of big name clients such as Tesco, IBM & HP. He is also an experienced performance manager and team developer with a wealth of expertise in developing new and existing business.

Glenn is based in the Manchester Airport office, with new Sales Executive Andy Domville. Andy has 20 years of multimodal logistics experience and is tasked with building and developing long-term client relationships throughout the north west of England.

The third addition to Logistics UK is Chicago-born John Iosco, a trade lane professional with more than two decades in the business. Based at the London Heathrow HQ, John's position as Route Development Manager - USA focuses on growing US trade lanes and fashion logistics. He is also a US Border Patrol and HMRC clearing specialist.

GAC UK Managing Director Peter Cole says: "These appointments inject new talent and fresh ideas and bring momentum, energy and direction to the commercial team. We've seen a steady return to more favourable trading conditions and now is the time to maximise the opportunities to grow the business." **GW**



Glenn Barnes

Andy Domville

John Iosco

NEW BUSINESS FOR THE NEW YEAR

GAC Qatar has made a good start to 2014, by securing two new key logistics contracts.

In cooperation with a major container line, the company will this year handle approximately 4000 TEUs of Qatar Aluminium (Qatalum) exports through the port of Mesaieed.

This comes on the heels of news that GAC Qatar has been entrusted with customs clearance of "regulated products" – including naphtha, transportation fuels, field condensates, Liquefied Petroleum Gas (LPG), sulphur – out of Mesaieed for Qatar International Petroleum's marketing company Tasweeq.

Ravindu Rodrigo, Commercial Manager, says the new deals are the result of months of preparation and bode well for the year ahead. **GW**

GAC SHETLAND

The Shetland Islands lie 200 miles north east of the UK mainland, where the North Sea meets the Atlantic. Due to their location, they play a major role in the global energy sector.

The islands have supported offshore oil activity for four decades and every passing year has brought deeper exploration and increased offshore business. Large oil fields are now worked both in the North Sea to the east of Shetland, and in the Atlantic to the west. The Shetlands have supported countless projects and the GAC crew there headed by Manager Adrian Henry have played a major part in many of them.

GAC has delivered shipping, logistics and marine services from Lerwick on the main island for many years and its team there has gained vast experience, covering every stage of the production life cycle from survey and exploration to delivery of the product to the market.

Early last year, the main GAC operation moved to a facility at the Greenhead Base in Lerwick, an ideal location from which to assist ongoing projects. One of the biggest projects the company worked on last year was with marine contractors Heerema on their Clair Ridge works. This project included a call to Lerwick of the world's largest heavy lift vessel, the 136709 GRT 'Thialf' which is capable of a tandem lift of 14,200 t.

Since 2013, GAC Shetland has been supporting Technip – a leader in project management, engineering and construction for the energy

industry - with their works for BP on the Quad 204 project. This involves a massive scope of work replacing subsea fittings and an FPSO to the west of Shetland, for which GAC is providing vessel agency and logistics support as well as the added value of a designated logistics co-ordinator and full freight management from Aberdeen to Shetland and back. Adrian Henry says GAC's involvement in Quad 204 will continue throughout 2014 and beyond. This year his Shetland team is also supporting Bibby Offshore Limited for the Premier Solan project out of Lerwick.

The crew also support onshore projects like the new gas plant being built at Sullom Voe. The demand for accommodation for this project exhausted what the island could provide. To help solve this issue, GAC co-ordinated the import of four large accommodation barges to Lerwick and Scalloway last year – and another is due to arrive soon. The team is also active supporting activity at the north of the island at Sullom Voe oil terminal, where GAC serves as ship agents for oil majors calling to lift oil and deliver it to market.

"Shetland retains its distinct identity and sense of community," says Henry, "and GAC plays an active part supporting that local community by sponsoring the Shetland Under 18 football league, and providing branded kit for the islands' young footballers and the Shetland ladies hockey team.

"There are exciting times ahead for the Shetland Islands, and the GAC team that serves them will continue to play its part." **GW**

Shetland



The GAC team in Lerwick, Shetland are (pictured left to right): Stuart Duncan, Adrian Henry, Lindsey Ward, John Nicolson and Robert Balfour. Not pictured are their team-mates David Isbister, Darren Hodge, Ross Bennett and Melissa Nicolson.



APPOINTMENTS

GAC HEADQUARTERS, DUBAI



Sana Shaikh

Group Insurance Administrator

Previously

Logistics Administrator at an international supplier of temporary power solutions.

GAC HONG KONG



Thomas Okbo

Managing Director

Previously

Business Manager, Logistics

GAC GLOBAL HUB SERVICES, DUBAI



Zahid Rangwala

Business Analytics Manager

Previously

Served a number of operations and commercial roles for seven years with a major international shipping agency.

GAC INDIA



Geeta Raman

Business Process Manager

Previously

Regional Administration Coordinator, International Moving, Middle East & Indian Subcontinent

GAC KUWAIT



Capt. Zacharias Bjar

In-house surveyor

Previously

Master Mariner with seagoing and surveying experience, having represented companies like Arendal Shipping and Marinaut AB in Sweden. Lloyds-certified cargo surveyor for all types of survey services.

GAC THORESEN LOGISTICS, THAILAND



Micael Pihlblad

General Manager

Previously

Held a senior management position with a leading Kuwaiti Logistics company.

GAC FORWARDING AND SHIPPING, SHANGHAI



Mark Delaney

Commercial Development Manager

Previously

Managing Director of GAC Thailand

GAC UK, MANCHESTER



Glenn Barnes

General Manager – Logistics

Previously

Held a senior management position with a leading UK logistics company

GAC THAILAND



Alwyn Mendonca

Managing Director

Previously

Managing Director of GAC Hong Kong

GAC BUNKER FUELS, UK



Dimitra Maniati

Bunker Trader – superyacht fuels, based in Southampton

Previously

Bunker Trader for Transoil, Piraeus, & Charter Broker for North Star Yachting in Monaco.

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HOME TURF VICTORY AS GAC-SPONSORED GOLFER GEORGE COETZEE WINS THE JOBURG OPEN



GAC-sponsored pro golfer George Coetzee is celebrating after clinching his first European Tour Title by winning the Joburg Open on 9 February. In doing so, the South African rose up the Official World Ranking from No.74 before the tournament to No.66.

It bodes well for the 27-year-old from Pretoria, who is expected to move into the top 60 in the world. Coetzee's Top 3 finish earned him a place in this year's British Open at Hoylake.

GAC signed up Coetzee as its Brand Ambassador two years ago, when he was considered one of the rising stars of professional golf, joining other sporting stars including fellow golfers Richard Sterne, Graeme Storm and Chris Wood. Our golfing ambassadors regularly attend and support GAC corporate golf events and appear in international tournaments under the GAC banner. **GW**

