

GACWORLD

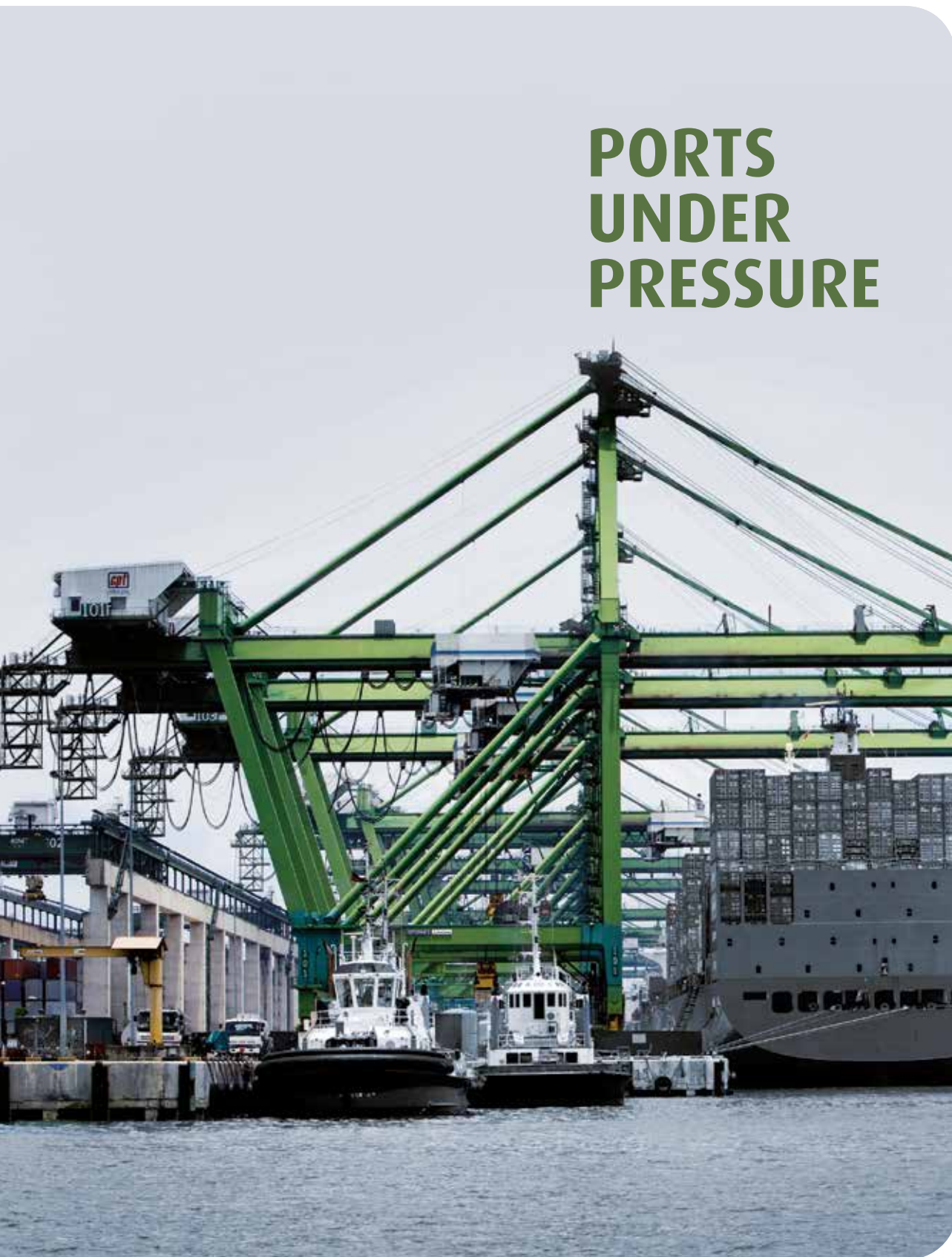
APR - JUN 2015

PORTS UNDER PRESSURE

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A PORT FOR EVERY STORM...

Imagine a world without ports. No docks, no cranes, no shipping channels, no safety measures, no order. With about 90% of the world's traded goods moving through ports, it's a scary notion. Fortunately there are currently about 4,500 ports spread around the coasts and waterways of 196 countries.

But the pressure is on. Ports can either be chokepoints or open conduits for vessels and the goods they carry. Greater environmental, safety and compliance regulation and the relentless march of automation are all driving port development. We're taking a closer look at the evolutionary pressure on this vital link in the trading chain, starting on page 10.

Rainbow promises

Remember the day in February 1990 when Nelson Mandela was released and a new South Africa was born? 25 years later the story has lost a lot of its fairytale sheen. But it still remains a dominant economic force in its region as GAC Laser's Simon Hayes reports on page 6.

Cold Zone Ops

The Northern Sea Route is becoming more important with each passing season. We're taking the steps needed to ensure we can support vessels and crews during their transits (see page 9). And down in Houston, we've licensed our warehouse as a Foreign Trade Zone to smooth the passage of goods in transit (see page 4). These initiatives are practical responses to changing circumstances and shifts in customer needs. It's part of delivering your strategy.

Passionate confusion

Anyone care to predict the price of oil in 12 months? Six months? One month? There is endless punditry but little clarity. Right now, the price is easing the pressure on bunker fuel costs. Nick Browne, our Global Director of GAC Bunker Fuels assesses the situation – cautiously – on page 14.

The more things change...

In 1956, in Kuwait, GAC opened its first office and began operations from the jetty. Well, actually the jetty was pretty useless. Wooden vessels of every shape and size would head offshore to waiting vessels and lighter cargoes back to the beach. Cargo discharging could take weeks. Today, the Port of Shuwaikh has 21 berths totalling 4055 metres and liner vessels can turn around in a matter of hours. Ports evolve. They adapt and grow. How they adapt to the challenges of today and tomorrow will determine the fate of our global trading system. That's the very definition of pressure. Enjoy.

Gurumurthi Shankar

Editor



WORLDWIDE AGENCY CONTRACT WITH BG GROUP

GAC has been appointed sole provider of hub agency services for the worldwide LNG fleet of BG Group. The agreement also covers crude oil and LPG shipments to accommodate BG Group's expanding cargo range.

The new five year contract took effect in January with GAC providing hub and ship agency services and a range of value-added solutions covering the movement of BG Group's cargoes around the world.

Kumar Ganesan, General Manager for GAC Global Hub Services, coordinated the negotiations along with Bob Bandos, Managing Director of GAC Shipping USA. Bob had first established the relationship with BG Group in 2001.

"This global contract with BG Group is an outcome of mutual reliability, a commitment to thinking long-term and a willingness to listen to each other," says Ganesan. "It's the product of a partnership that continues to grow stronger."

"We have been working closely with the BG Group for more than a decade and we look forward to supporting the company in its global LNG, LPG and Crude Oil business growth."

GAC operates Hub Agency Centres in Dubai, Houston, Singapore and Grangemouth, coordinating port calls globally for fleet operators. **GW**

MOTH MOVE

"I did not have to worry about the logistics of moving my equipment over to Australia as I have full confidence in the people at GAC Hong Kong and TNL GAC Pindar. I could focus on my race and spend more time practising."

Rob Partridge of the Royal Hong Kong Yacht Club on GAC's handling of his moth hydrofoil dinghy to Victoria, Australia, for the World Championships



FAREWELL AFTER SHIPYARD STAY

When two ENSCO rigs docked at Singapore's Keppel FELS Shipyard last October, it wasn't a social call.

The 10,200 GRT ENSCO Rig 109 and its sister ENSCO Rig 106 had long works lists. GAC Singapore's Edna Quek and Ronson Lim took care of the delivery of a mountain of spares and out-of-gauge cargoes like drill pipes, lifeboats, davits, Blow-out Preventers, top-drives, gangways and more. Some shipments arrived by air from Shanghai where GAC China's Stanley Zhang and his team had made all the arrangements. GAC Singapore also acted as ship agent for the rigs. **GW**



FOREIGN TRADE ZONE FOR HOUSTON WAREHOUSE



GAC North America Logistics is now licensed to operate as a Foreign Trade Zone in Houston. It is one of only two logistics companies in the city to meet the criteria required to operate such a special facility.

Foreign Trade Zones (FTZs) are secure areas under the supervision of the Bureau of Customs and Border Protection, designed to encourage foreign commerce. Merchandise may be admitted into FTZs for storage, exhibition, manipulation, destruction, assembly, manufacture and processing without being subject to formal entry procedures or duty payments.

"To qualify for the license, we had to demonstrate that our inventory management system met US Customs requirements," says Jana Rodriguez, General Manager – Key Accounts. "A walkthrough and inspection done by US Customs confirmed that it is indeed a tightly secured operation with 100% accurate records."

GAC acts as a broker for clients using its FTZ facility, handling documentation, maintaining inventories and coordinating exports. **GW**

CO₂ COLD CHAIN FIRST



GAC Samudera Logistics has raised its service capability by opening Indonesia's first CO₂ cold chain warehouse.

CO₂ cold chain systems are more environmentally friendly than conventional technology which uses ammonia or other common refrigerants. These are toxic and consume more energy.

"The new GAC facility was built to international standards for cold storage and will be used to store products for the food, medical and pharmaceutical industries", says GAC Samudera Logistics MD Hari Krishnan.

Equipped

The cold chain distribution centre has six independent chambers with temperatures ranging from -25°C to 5°C and one chilling chamber operating between zero and 8°C. The chambers are separated from one another with anti-bacterial panels. Installed with a double-deep rack system, the facility can accommodate more than 6,000 standard pallets.

In addition to storage space, the facility has a product processing or customisation area, office space, mechanised material handling equipment, pest control system and 24/7 power backup.

The 12-slot loading dock accommodates all truck types from one-tonners to 40-foot trailers. **GW**

GAC WEIGHS IN FOR TRANSATLANTIC HEAVY LIFT

GAC's project logistics team turned into detectives in their pursuit of a safe way to transport an 18-metre workboat from Denmark to Uruguay.

The team, led by Group Project Logistics Manager Per Thörnblom, worked with the boat's owner Magrau S.A in Uruguay to obtain technical drawings and provide project management for the movement of the 1982-built workboat Distributor from Esbjerg to Montevideo.

Detective work

"We had no original drawings to work from," says Thörnblom. "But we overcame it by tracking down the person who built the boat in the early 1980s.

"He provided us with the structural and design details we needed to engineer a lifting solution that would ensure safe transportation to destination."

Using CAD-CAM software, the team worked out the required lifting and lashing solutions and designed bespoke supporting blocks for the workboat on the transporting vessel. Thörnblom also provided on-site support during the lifting in Esbjerg.

Marco Zinnato, Director of Magrau S.A., says: "The professional support, technical skills and knowledge of the GAC team involved with this operation gave us the peace of mind that our cargo was in good hands. We were kept informed throughout each stage of the project in the port of Esbjerg and we look forward to the arrival of our cargo in Montevideo." **GW**



RAINBOW NATION

AN INSIDER'S VIEW OF SOUTH AFRICA'S ECONOMY

More than 20 years have passed since the end of apartheid and much has changed. The lifting of sanctions opened up international markets and drew South Africa back into the world economy. Its revived status was confirmed when it hosted the 2010 World Cup. But old problems persist and recent global developments have created new ones.



Simon Hayes, CEO of GAC Laser International Logistics, gives an overview the state of the nation.

"South Africa faces a plethora of problems. It may be the continent's most developed economy but we still face basic challenges like poor maintenance of infrastructure, erratic investment and rolling power cuts.

Despite its mineral wealth, South Africa is a net importer. Our gold, diamonds, coal, manganese and platinum may be in high demand but we still run a deficit in our balance of payments. Traditionally, foreign investment helped bridge that gap but recent years have seen a drop in foreign direct investment due to concerns about the national economy coupled with global financial problems.

Large capital investment projects for developing the country's port, road and rail infrastructure are among the main victims of this downturn.

Alternative energy sources are under development to broaden our choices in fuelling the country but these sources are nowhere close to being enough to meet current demand. About 20% of South Africa's import bill comes from crude and refined petroleum imports. It is estimated that it will take another 20 years to get existing infrastructure back into shape and under a structured maintenance programme. Water resources are limited and several parts of the country run dry regularly.

Despite these problems, South Africa remains the most developed nation on the African continent and a leader in services. It has world class financial, retail and telecoms sectors.

Labour issues

Economic growth is forecast to hit 2.5% for 2015 coming off a low base in 2014 of just 1.4%. But workers remain militant and fracture lines are everywhere.

Last year there were protracted strikes across many sectors. The actions of an unhappy workforce had a crippling effect on the economy. The risk of further disruption remains high in 2015. Unemployment is already officially around 25%.

The two most powerful labour unions have severed their alliance and also withdrawn from their agreement with the ruling party. Current conditions do not bode well for an improvement in employment and economic growth in the near future.

New consumers

However, reduced taxation for lower income groups and higher welfare benefits over the past 20 years have put more cash into the economy and more South Africans have become consumers. Interest rates are low by South African standards and easy access to credit has boosted demand for products, especially imported consumer goods.

Again, we see a gap in the economic formula: wages have increased at rates greater than inflation whilst productivity remains poor. Moreover electricity and other utility costs have risen faster than inflation.

SAFE TO WORK IN TRINIDAD & TOBAGO

GAC Energy and Marine Services in Trinidad & Tobago has been awarded STOW (Safe TO Work) certification for its Health, Safety and Environmental management systems.

STOW was started by the Energy Chamber of Trinidad and Tobago following member calls for a reliable programme to promote quality and compliance with health, safety and environmental standards among service providers.

Certification is required for contractors to the energy sector, based on the level of operational risk.

GAC Energy and Marine Services is certified at the highest level for both onshore and offshore operations, verifying that it meets or exceeds all statutory and voluntary requirements for the industry.

Managing Director Gobind Kukreja says: "STOW certification delivers both peace of mind for our clients and increased efficiency as it avoids having to go through the approval process for every job we bid for." **GW**



The exchange rate has been volatile and the Rand has depreciated significantly, pushing up the cost of imported goods and raw materials. Government levies on fuel are diluting the benefits that should be flowing into the economy from the drop in global oil prices.

Political instability including divisions in the ruling party and growing discontent at the failure to deliver on promises, is fuelling growing concern both at home and abroad.

The logistics view

From a logistics perspective, the South African market is highly competitive, with greater demand for full supply chain solutions. South African logistics companies are regularly asked to enter new territories and offer services in countries north of the border. This represents an important opportunity as the economies of many of these countries are developing fast.

South Africa's economic health is thus dependent both on what happens at home and what happens in neighbouring countries. This complex array of issues and challenges calls for flexibility in business and firm resolve in politics. The road ahead will be steep and rough in parts but the energy and spirit of South Africans will help this Rainbow Nation find a rainbow path to progress." **GW**

VOTE OF THANKS

Four of Chevron's US-flagged vessels calling at a Singapore dry dock amounts to a mountain of challenges. GAC Singapore's Josephine Ng and her team handled the lot with trademark Singaporean efficiency and earned a certificate of appreciation from Chevron.

Josephine was joined by GAC Singapore Managing Director Ronald Lichtenacker (left) and GAC USA's Chris Steibelt who presented her with the certificate on behalf of Chevron. **GW**



NUCLEAR-POWERED ICEBREAKER PREPARED FOR NORTHERN DUTIES

A year-long ship agency agreement with Russian state enterprise Atomflot began with clearing its Arctic-class icebreaker 'Yamal' to leave the base near Murmansk for duties in the Northern Sea Route. The seaway, which is ice-bound for up to nine months a year, shortens the distance between Europe and Asia by thousands of miles, offering massive savings on voyage times and costs.

The 23,445 ton 'Yamal' is one of Atomflot's five atomic icebreakers used to clear ice and escort ships through the Northern Sea Route and to the North Pole.

Arkady Podkopaev, GAC Russia's Managing Director, says: "Our contract with Atomflot forms part of our strategy to establish GAC Russia as the provider of choice for support services for vessels transiting the Northern Sea Route."

The contract also includes provision of husbandry services to the floating museum 'Lenin' - the first atomic ice breaker put into service back in 1959. The 16,000 ton vessel was laid up 30 years later to serve as a museum ship, but it still remains crewed, equipped and operational. **GW**

OUR MAN IN MURMANSK

Denis Palatov knows the challenges involved in handling nuclear-powered vessels. Since 2004, he has played his part in dozens of port calls made by such vessels and is familiar with the stringent safety and security procedures that must be followed. His proactive approach and broad operational knowledge played a key role in sealing GAC Russia's latest agreement with Atomflot.



MORE SUPPORT FOR NORTHERN SEA ROUTE VESSELS

GAC Russia has launched a transit service to help vessels navigate the administrative currents that run through Russia's Northern Sea Route.

In 2014, the Northern Sea Route Administration Office issued 631 passage permits.

GAC Russia's new service handles the applications, passes, permits, ship agency and related matters required by Masters to achieve a smooth passage along Russia's arctic coast.

Simplified

"With this service, we are offering customers wishing to transit the Northern Sea Route a single point of contact," says GAC Russia's General Manager, Arkady Podkopaev. "Instead of dealing with different agents in different ports and numerous government parties, they can leave it all to us." **GW**

GAC Russia's ability to undertake business is subject to the terms of prevailing sanctions.

GAC NORWAY RECOGNISED FOR FINANCES AND GROWTH

GAC Norway has made it on to the Gaselle List, a nationally-recognised catalogue of Norwegian businesses that have maintained sound finances and sustained growth over several years.

Introduced by the newspaper Dagens Naeringsliv, the Gaselle List features companies that have:

- Approved annual accounts every year
- Increased operating income every year
- Doubled operating income over 4 years
- Positive net result over 4 years.

Only about 5% of the businesses that qualify in terms of annual turnover meet the other requirements for inclusion in the list. **GW**



EVOLUTIONARY STRESS: RESHAPING THE DOCKLANDS

by Greg Newbold and
Amanda Millen

In October last year the Port of Botany shut down for 24 hours after a stormcell slammed into it. Powerful winds caused one 67,000 tonne vessel to break its moorings and in turn shear through the lines holding another vessel. Damage was minor but the event was a message from the heavens. Our weather is getting wilder and ports are at the centre of the storm.

The challenge list

Wilder weather is just one of the challenges facing ports worldwide. Others include:

- increased regulation in terms of safety and environment
- the rise of shipping line alliances
- ever-bigger vessels and new vessel designs
- the pressure that comes from standing between a vessel's cargo and its final destination
- congestion and supply chain bottlenecks.

Squeezed

A port is a bridge between sea and land. It's the perfect middleman, able to charge vessels to use its facilities and charge receivers for the storing, tracking

and delivery of their cargoes. But the picture is changing. From being the middleman, ports are increasingly feeling like piggy in the middle as both ship owner/charterers and receiving customers put pressure on them. Customers on both sides of the supply chain want higher levels of port productivity and efficiency. According to global consultancy Accenture, freight forwarders and 3rd party logistics providers are seeking better prices and service packages and more specialised services from ports, particularly in cargo pressure zones like Asia.

Big getting bigger

Late in 2014, China Shipping took delivery of its second super liner, capable of carrying 19,100 teus. These and Maersk's Triple E class vessels (18,000 teu capacity) ply the major trade routes between Asia-North America-Europe. For ports, the arrival of ever larger vessels is a major problem. Drewry, a maritime consultancy, listed the challenges for ports from a world inhabited by mega liners at a forum in Shanghai last year:

- bigger container ships require bigger cranes able to reach across 21-12 boxes (up to 59m)
- more cranes needed to service vessels approaching 400m long
- longer berths required to receive the longer vessels
- need for deeper drafts alongside and in the shipping channel
- demand for bigger and better holding yards for all those extra offloaded boxes



- and better infrastructure required to get boxes on to land transport to deliver to final destination.

None on the above to-do list is cheap to build or buy. Finding investors willing to commit long term funds for long term returns is a tough game while the global economy remains jittery. An increasingly privatised port sector cannot go to the government for money. Will major shipping lines (or alliances, see next paragraph) be willing to get back into terminal ownership? Recently the lines have been more interested in divesting than acquiring terminal capacity.

Allies in boxes

In 2015 we will see how the alliances of shipping lines will play out. There are currently three, all formed in 2014, linking up all the major shipping lines. It's an idea long practiced by airlines. They share aircraft to fly their passengers to common destinations thereby sharing airport fees and other costs.

Now the lines are doing it. These vessel and route sharing alliances are bringing new efficiencies to merchant shipping but they are also asking tough questions of ports. The allies have more freedom to shop for suitable ports catering to their needs. If ports want to handle the massive volumes now tied up in these alliances, they'll have to be able to receive the largest vessels and be able to handle the volume and discharge the boxes at lower cost. It's becoming a buyer's market.

Automation

Google is testing its driverless car and reporting good results. DNV-GL has released a design for an unmanned box ship suitable for short sea voyages. Moreover, it's battery-powered. Portside operations will become ever more automated as intelligent systems take over the repetitive operations like discharging, moving, storing and tracking. Unmanned vessels, says DNV-GL, will become part of the mix in response to greater safety requirements and tighter emission rules, particularly for sulphur dioxide. The ability of ports to provide low or zero-emission power/energy for berthed vessels to run their essential systems will become another challenge in coming years. Regulators have realised that vessels burning heavy fuel while in port is an unwanted addition to the local emissions count.

Wild times

And there's the weather. The superstorm that blasted into Botany Bay last year was a sample of what's to come. If the scientists are right (and it looks like they are), we can expect more vicious buffeting of our ports and seawalls in the future. Ports are going to have to find ways to harden their facilities to stand up to heavier storm surges and wilder winds. Protective capacities will need to ramp up. At the Port of Botany last year, port tugs were out for nine hours in the midst of the wind and mayhem trying to recapture drifting vessels.

Competing with the neighbours

Given the issues noted above, ports are clearly facing intense challenges. And then there are the neighbours. Highly productive ports like Singapore are probably immune to most of the threats but that's also due to the Port of Singapore Authority's determination to invest, upgrade, tweak and refine its operations and structures to stay ahead of the wave. Lesser ports will find that their neighbours are attracting vessels with pricing and performance advances. The race is on. The ports that keep up will thrive. Those that don't will decline.

Agency issues

Eric Barnard, GAC Group Sales Director, Shipping, sees multiple challenges and several opportunities in the evolutionary changes unfolding in our ports worldwide.

"Automation is clearly going to impact the ship agency business and the role of agent will change," he says. "But there is a real opportunity for forward-thinking ship agencies to build business models based on intelligent systems that provide a wide range of services to owners and charterers. It's a matter of working closely with our customers and adapting to their changing needs." **GW**



THE ESTIMATES OF 2014



Container throughput:
approaching
700 million teus



Container vessels:
5,000



Crude tankers:
7,000



Bulk carriers:
17,000



Container terminals:
700



Ro-Ro Terminals:
600



LNG Tankers:
1,500



THE SUPERPORTS

Superport status is accorded to ports that do more than just move the biggest volumes. Superports have to be physically big. The biggest tankers and liners must be able to berth. Superports must link to comprehensive forwarding networks. And these networks must serve vigorous consumer and production markets. Like all real estate, location is the essential qualification for a superport. The Antwerp-Rotterdam-Amsterdam conjunction qualifies on all these fronts. It faces the North Atlantic with the Rhine River behind it stretching deep into Europe. Singapore is simply a great place to hub cargo for the Indian and Pacific oceans. With its continually evolving port infrastructure it is likely to remain a box and materials magnet. Superports generally offer facilities catering for different trade sectors. Containers, petrochemicals and dry bulk loading/offloading are typically offered.

The big list:

Rank	Port, Country	Volume 2013 (Million TEUs)	Volume 2012 (Million TEUs)	Volume 2011 (Million TEUs)	Website
1	Shanghai, China	33.62	32.53	31.74	www.portshanghai.com.cn
2	Singapore, Singapore	32.6	31.65	29.94	www.singaporepsa.com
3	Shenzhen, China	23.28	22.94	22.57	www.szport.net
4	Hong Kong, China	22.35	23.12	24.38	www.mardep.gov.hk
5	Busan, South Korea	17.69	17.04	16.18	www.busanpa.com
6	Ningbo-Zhoushan, China	17.33	16.83	14.72	www.zhoushan.cn/english
7	Qingdao, China	15.52	14.50	13.02	www.qdport.com
8	Guangzhou Harbor, China	15.31	14.74	14.42	www.gzport.com
9	Jebel Ali, Dubai, United Arab Emirates	13.64	13.30	13.00	www.dpworld.ae
10	Tianjin, China	13.01	12.30	11.59	-



FORWARD-LOOKING

The China-backed Bagamoyo port project in Tanzania is expected to begin construction in July. China is daring greatly in Africa on many fronts, hoping to build stable, long-term sources of raw materials and return markets for the products created out of them. Not a bad bet with Africa as a whole growing at 5-6% for the past several years. Further up the coast, the port of Mombasa is developing a second container terminal and oil handling facility. Africa is raw, volatile, vibrant, intensely energetic and very busy.

Greenfield projects like Bagamoyo have the virtue of being located and designed to handle mega-sized vessels and reflect the more fuel-efficient,

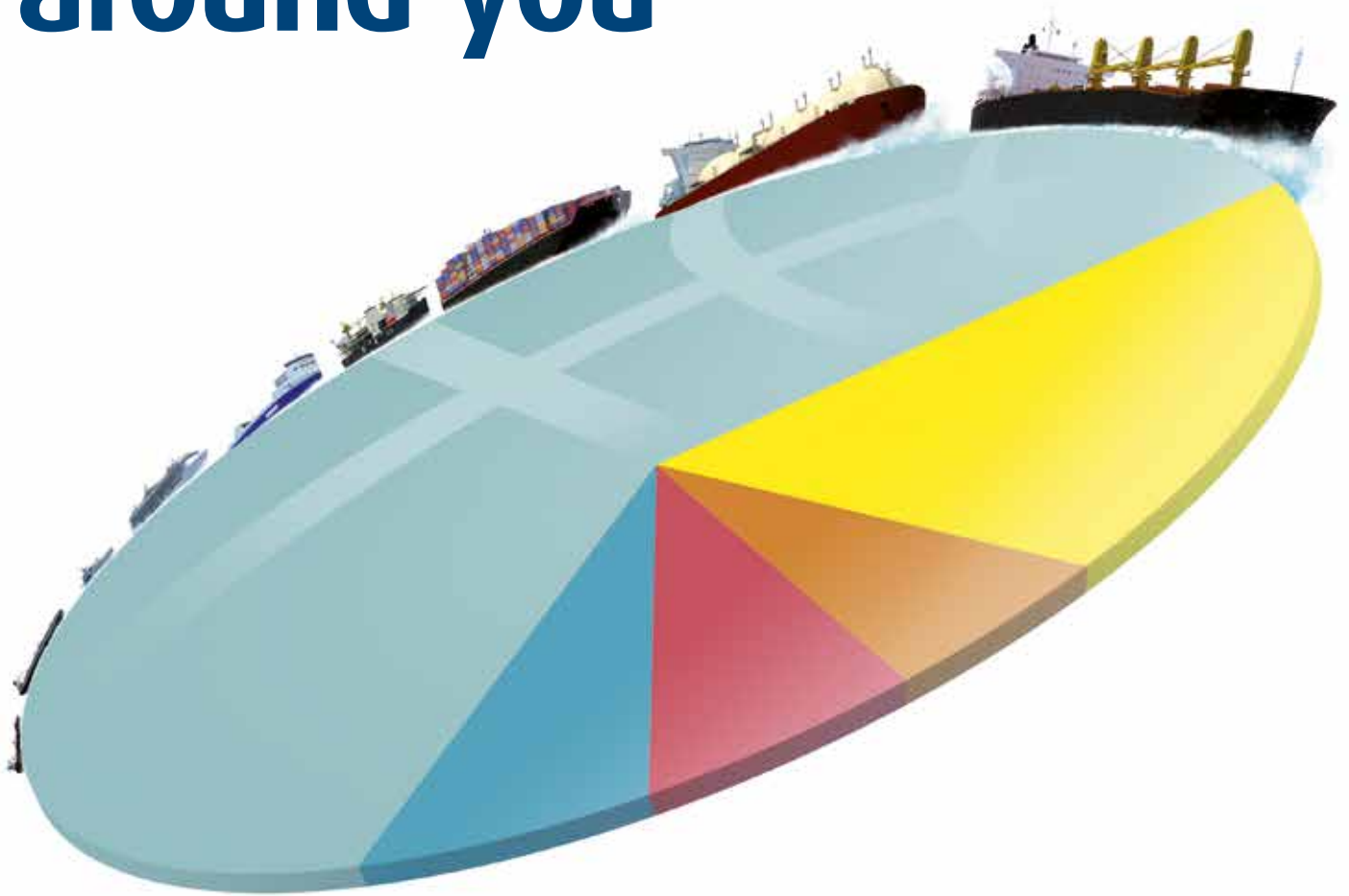
emission-friendly, windier and economically volatile world we're entering. This comparative advantage will challenge weaker ports and reduce their volumes. Established port leaders like Singapore and Rotterdam will barely notice as they continue to push their own performance limits.

Nevertheless, there are lots of variables scattered on the path ahead so progress will be aided by cooperation. A perhaps unintended consequence of competition screwing prices down to panting levels is that alliances and consortia have formed on the oceans. And we now have globe-spanning port operators spreading unified processes and speeding up automation. This convergence of interests will certainly aid cooperation.

In the foreword to 'DNV_GL: The Future of Shipping', Henrik O. Madsen, DNV-GL's CEO, invites stakeholders in the industry to enter a 'forward-leaning' discussion about how best to navigate the tricky waters ahead for the whole maritime sector. It's a discussion well worth having. **GW**

Statistics quoted have been obtained from a number of sources within GAC and beyond. External sources include: 'Riding the Emerging Waves in Asia' (Accenture 2014), 'World Economy vs Global Port Trade' (Drewry Maritime Advisors, 2014), 'DNV-GL: The Future of Shipping' (Høvik, 2014), International Associations of Ports and Harbours (iaphworldports.org/Statistics.aspx)

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Personalised, prompt and proven

90% of world trade moves on water. 100% of our business moves around you. From traditional ship agency to specialised services for transferring fuels, stores and personnel, we shape our services to your needs – whatever your vessel, wherever you're heading. Our 50+ years in the business mean we know where the challenges lie and the glitches lurk. We're constantly investing in new services, destinations and systems to add strategic value to your operation. Through rough seas and calm, you can rest easy while GAC provides safe and efficient support, tirelessly delivering whatever you need to propel your business around the world.

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LOWER OIL PRICES: BUNKER BONUSES AND QUALITY ISSUES



by **Nicholas Browne**,
Director of GAC Bunker
Fuels BVI

There's been a big shift in the bunker supply sector since the October last year, fuelled by two key events.

First: the drop in the price of Brent Crude from nearly USD100 to USD50 per barrel in just three months. And second: the collapse and liquidation of the OW Bunker Group which had a supply and trading market share of 7%, the largest in the sector. Neither was predicted or planned for but their full impact and aftershocks will be felt throughout 2015.

Winners

The lower oil price is good for shipping and the world economy in general. Bunker fuels represent the largest slice of the operating expenses of many vessel owners and charterers, so a reduction means they can become more profitable. Goods can be delivered to the consumer more cheaply. From the bunker trader's perspective, it means a lower exposure to credit risk which should lead to better cash flow for shipping companies. They can buy twice the fuel for the same money.

Downside

The lower oil price may reduce the pressure on shipping companies to adopt alternative fuels or abatement technologies such as scrubbers (pollution control devices). However, for companies operating in the Sulphur Emission Control Area (SECA) in north-west Europe there's a trade-off available. These companies faced a significant price hike for high quality 0.1% MGO fuel to comply with new regulations that came into effect in the New Year. Now they can buy the higher quality product for the same price they paid for lower-quality 1% fuel four months ago.

The price isn't everything

The OW Bunker collapse has focused attention on quality and other "soft" values over price. It highlights the importance of customers knowing the sources of their fuel and being able to choose from vetted suppliers and barges. This is close to our hearts at GAC Bunker Fuels. We emphasise caution and diligence in our sourcing procedures. With the world currently awash with cheap oil product, it's something we intend to continue. **GW**



POWERBOAT SERIES SECURED



PINDAR

GAC Pindar has been appointed the official logistics provider for the new Offshore Powerboat Grand Prix (OPGP) Series.

Under the three-year deal, GAC Pindar will deliver equipment and infrastructure for five OPGP races held annually in Florida, USA. It includes the renowned Sarasota Suncoast Offshore Grand Prix. It's GAC Pindar's first foray into offshore powerboating.

The company also coordinated the transportation of a dozen team boats from the USA for The Qatar Cup in February. **GW**



SINGLE-POINT CONTACT FOR SUPERYACHTS

GAC has reshaped and expanded the role of its Superyacht Services Manager, Murray Bishop, to provide a single service contact for the luxury yachting community.

Murray liaises with GAC offices worldwide to support yacht owners with:

- Logistics – from spares parts to containers
- Yacht & tender transportation
- Agency services
- Bunker supplies
- Canal transits – Panama and Egypt
- Crew travel
- Crew training **GW**



DOUBLE JOY AT LLOYD'S AWARDS

GAC walked away from Lloyd's List Middle East & Indian Subcontinent (MEISC) Awards with two prizes recognising its logistics and maritime services in the region. It's the fourth time the company has scooped the Logistics Award since 2010.

Lars Bergström, Group Vice President for the Middle East, says the awards acknowledge GAC's long commitment to innovation and the provision of new, valued-added solutions for clients. **GW**



TRIPLE CERTIFICATION FOR HUB

GAC's Global Hub Services has been awarded three Management System certifications by DNV-GL after successfully completing audits for Port Call and Disbursement Account (DA) Management services.

Global Hub Services first achieved Quality Management System certification in 2005. It has now added Occupational Health and Safety Management and Environmental Management certification to complete the hat trick.

The ISO and OHSAS certificates were presented to Global Hub Services Director Peter Osterman by Christos Markopoulos, Marketing and Sales Manager of DNV GL - Business Assurance. **GW**



HSSE CORNER

READY! TRAIN! FIRE!

When it comes putting out a fire, it is not enough to have the right equipment. We need to know how to use it too. So it was that staff from all departments at GAC Samudera Logistics in Jakarta recently learned about the causes of fire, its prevention, and how to extinguish one.

Typically, a fire is caused by a chemical reaction between oxygen in the atmosphere and a fuel, catalysed by heat. To put it out, we just need to remove one of these elements.

One of the staff who attended the training session, Apri Yan from the Finance Department, says: "We all have seen fire extinguishers in every corner of the office. This hands-on training has taught me how to use it and I also learned how to escape from a fire in a safe manner." **GW**



QHSE Manager Alfa Vhonte uses another method - smothering the flames with a thick wet towel which cuts off the oxygen supply.



Apri Yani puts out the fire with the fire extinguisher.



TAKE NOTE

Despite the advances of technology, we're still a long way from the paperless office. But at GAC Oman, they're reducing the amount of paper they consume by reusing old single-sided documents to make notepads for staff. Just two-and-a-half months into the scheme, more than 20,000 A4 papers had been given a second lease of life in this way before going for recycling. **GW**

GOOD MORNING WITH GAC!

About 50 local suppliers and service providers braved a rare rain storm to join GAC Dubai for breakfast recently – but there was a serious side to the coffee and croissants.

The GAC promise of quality, safety and compliance extends to those we work with. So it is important they are fully onboard. The breakfast seminar outlined the criteria they must meet to make it on to GAC's approved supplier list.

"It is imperative that the suppliers and service providers we work with are on the same page as GAC," says General Manager – Shipping Services (Dubai) Goran Eriksson. "This informal morning meet-up gave us the opportunity to present and discuss exactly what we expect of them in order to maintain the high standards for which GAC is known." **GW**



TACKING AND JIBING TO A RECORD

GAC Pindar's Ian Williams made history in February when he became the first skipper to win sailing's World Match Racing Tour title five times.

Said Williams: "It's a dream come true. When I decided to take up sailing professionally I dreamt of possibly winning one world title - certainly never thought I'd win five. This really vindicates my decision to choose professional sailing as a career.

"I'd like to thank the crew for an incredible effort over the 2014/15 season and, of course, GAC Pindar for all the support in helping me claim this fifth world title."

Williams' previous wins were in 2007, 2008, 2011 and 2012. **GW**





Credit: Robert Hadjuk

APPOINTMENTS

GAC SAUDI ARABIA



David Burck

Company Manager

Previously

General Manager –
Freight Services for GAC Dubai

GAC SRI LANKA



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SWIFT EVAC FOR INJURED CREWMEN

2015 did not have a happy start for a crew member on a vessel heading towards Kandla but it got better thanks to the help of the Indian Coast Guard and GAC India.

On New Year's Day the bosun of a ship under GAC's agency suffered a deep cut on his arm while handling razor wire. The GAC team at Kandla was notified and immediately arranged for a Coast Guard helicopter to airlift the injured man to hospital without the ship having to slow down or change course.

The injured bosun was not the only one in need of help. At Goa, the local GAC team received a request for assistance from a vessel heading to the Middle East. A crew member had fractured his hand and needed immediate medical attention.

The vessel was directed to stand off the Goa coast and a Coast Guard helicopter was again engaged. When the patient arrived ashore, the GAC Goa team took over and admitted him to the local hospital, handling all the documentation involved.

Both men are recovering well. **GW**

