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The Other UK...



The United Kingdom is a tumult of arguments. Soundbites and slurs clog every media outlet. But underneath the blather, business is being done soberly, cautiously and steadily.

GAC UK's Managing Director, Herman Jorgensen says his teams have been busy these past three years as Brexit uncertainties have pushed the non-perishables sector to stock up. More than this, growth and expansion is underway. The British have a reputation for stoic optimism and grim humour when confronting challenges. It seems that UK businesses are being very British and just getting on with it. Our coverage of the UK begins on page 10.

I don't want to talk about it...

Too many people bottle things up. Getting them to admit they are feeling low, weak, sad, bad or nothing at all, is a big ask. Now increase the pressure by putting yourself out at sea, away from home and family for many long months. The stresses on our marine officers and crews are many and the number of shipboard suicides is disturbing. Sandra Welch, Chief Operating Officer at the Sailors' Society offers further insight into this life and death matter (page 6). Have a read and, even better, have a chat about it.

A Growth Quarter

GAC has grown these past few months. Warehouses have sprouted in Malaysia and the team there is now licenced by Petronas to provide energy-related services throughout the country (page 5). Ireland is up and running and has had early joy hosting a tall beauty (page 15). In the UK, a new partnership in offshore services is making waves (page 14). GAC Pindar, based in Southampton, has joined a global project to create an assessment tool to help the yachting industry reduce costs and waste across all parts of the sector (page 16). And GAC Singapore is warehouse-ready in the new Tuas mega port (page 3).

Move over Boomer

In November, a 25-year-old New Zealand MP, Chloe Swarbrick, responded to a put-down from an older politician with "OK Boomer". Whatever we may think about millennials, we can see very clearly what they think about their baby boomer elders. No surprise then that we decided to hold a Millennials Forum in Dubai in October (page 9) to find out what our younger people were thinking and what sort of GAC they wanted to create. Their outputs will contribute to our next strategic plan. What came through clearly was that our younger folk feel confident and up to the challenge of fixing the messes they are going to inherit. They see the world as a theatre for action, not despair.

OK UK

So too with the Brits. The overheated rhetoric that we consume daily is not the real story. The real story is the 40 million working people in the UK, getting up and going to work each day. Doing business may not be the only thing that matters in a nation's affairs but if that part of the system continues to function, a whole lot of other things must be working too. Politics in the UK, and everywhere else for that matter, is mostly theatre.

Stuart Bowie

Editor

Warehouse set for expected growth



Singapore is anticipating significant growth in transshipment cargoes passing through the Tuas mega port on the west coast. GAC Singapore has responded by licensing its 70,000ft² warehouse there to operate as a Type II Zero-GST (Goods & Services Tax) facility.

Customers using the warehouse pay no GST on goods imported or traded within it, within other zero-GST warehouses, or moved to traders registered under the Major Exporter Scheme (MES). They also can improve cash flow and save on administrative costs and access GAC Singapore's range of value-added services including repacking, re-packaging, preservation to keep goods dry, cool or frozen, lubrication, rust-proofing, airing and cleaning.

Mega port

"We foresee a rise in transshipment volumes when the Tuas mega port is phased in," says GAC Singapore's Logistics General Manager, Jorgen Nielsen. "And this bodes well for our warehouse, which is located close to the port."

The mega port is being developed in four phases with its first berths scheduled to start operating in 2021.

The three city terminals at Tanjong Pagar, Keppel and Brani will move by 2027. When fully completed in 2040, Tuas will be the world's largest fully automated terminal. It will feature automated wharf and yard functions and full-electric automated guided vehicles. It will be capable of receiving the world's largest container ships alongside 26km of deepwater berths. **GW**

New supply boats named



The latest additions to GAC Singapore's supply boat fleet have been named in a ceremony attended by company managers and partners.

The 'DM Alpha 1' and 'DM Alpha 2' are now ferrying crew and supplies to vessels in and around Singapore waters in partnership with DM SEA Logistics, part of Bernahard Schulte Shipmanagement.

GAC Singapore's MD Henrik Althén says: "The constant renewal and upgrading of our fleet of supply boats underscores our commitment to safeguarding the safety and well-being of our customers, our crews, our staff and everyone else who needs to board these boats." **GW**

Emergency transfer saves Sri Lanka coal shipment



When the coal carrier 'Star Angie' lost propulsion at Galle anchorage, the 157,000MT of Indonesian coal it was carrying needed to be offloaded to reach its destination on time. GAC Sri Lanka made it happen with a ship-to-ship (STS) transfer.

Monsoon conditions meant the cargo could not be safely transferred off Galle, so the vessel was towed 265NM up Sri Lanka's east coast to the sheltered anchorage at Trincomalee. There the 175,935 DWT 'Aquacarrier' was waiting to do the STS.

As neither vessel was equipped with the required transfer gear, the bulk carrier 'Gretke Oldendorff' was used as a go-between to transfer the coal, with strict precautions in place to prevent any damage to the local ecosystem.

GAC Sri Lanka worked closely with the authorities and provided equipment and manpower including fenders, STS equipment, mooring masters, technical expertise, launches and tugs for a transfer. It also provided the assisting vessels with all the husbandry services they needed.

"Our thanks to GAC Sri Lanka for their quick thinking and meticulous supervision of the entire operation," says Vassilis Michalopoulos from the Operations Department of StarBulk SA. "The coal was sent on its way to its final destination in India, without further delay." **GW**



Start-up support

Shoppers in Hong Kong can now enjoy a range of fresh fruits and vegetables, Ceylon teas, spices, coconuts, snacks, frozen products, beverages and much more direct from Sri Lanka at a new retail store. It has been set up by Hong Kong and Sri Lanka-based start-up company 'V Brands' who turned to GAC Sri Lanka for the logistics services to make it work.

Our logistics team responded with a tailor-made supply chain solution covering freight services, customs clearance and Sri Lankan registration of V brands. We also helped the company get its export license. At the other end of the chain, GAC Hong Kong is taking care of all V Brands' freight requirements.

"It's important to work with a knowledgeable and experienced service provider who can handle everything," says V Brands' founding partner Lasangi Wimalaratna. "By entrusting GAC Sri Lanka with all our logistics needs, we could focus on the other aspects of our expansion into Hong Kong." **GW**

Petronas license opens the way for GAC Malaysia



The custodian of Malaysia's national oil and gas resources has licensed GAC Malaysia to provide bunkering, freight forwarding, shipping and non-bonded warehousing services.

The Petroleum Nasional Berhard (Petronas) license opens the way for GAC Malaysia to provide these services both to the oil & gas upstream sector in Malaysia and the downstream sector for the Petronas Group of Companies. Petronas is the country's dominant multinational oil & gas corporation and the authority responsible for the licensing of contractors, service and equipment providers to the industry.

"As the world's third largest LNG exporter and the second largest oil and natural gas producer in Southeast Asia, Malaysia's regional oil & gas hub status is the source of growing business opportunities in both the upstream and downstream sectors," says Mike Camara, GAC Malaysia's Managing Director. "With this license, we are now open to more opportunities. We can provide support to Petronas projects, as well as projects by its joint venture partners for offshore blocks and their multinational vendors, some of whom are already GAC's customers in other parts of the world."

GAC operates 11 offices in Malaysia, including one in Labuan, the country's main oil & gas supply base, one at Kemaman Supply Base and another at Bintulu. **GW**

New warehouse to handle cross-border distribution



GAC Malaysia is open for business at the Port of Tanjung Pelepas in Johor state, just across the water from Singapore.

The 9,000-pallet, ambient racked facility caters to the needs of the FMCG (Fast Moving Consumer Goods) sector. It stands in the port's Free Zone which is exempt from customs and excise duties on imports and exports (subject to approval from the relevant authorities, of course). The warehouse features a selective pallet racking system, hydraulic loading bays and 24-hour monitored security and fire protection.

Connections

The port is linked to Singapore via the second Malaysia-Singapore expressway and the north-south highway. It also has good connections with Thailand.

"We can fulfill most retail deliveries to Singapore within 24 hours and to Bangkok within four days," says Sue Soo, GAC Malaysia's General Manager of Freight Forwarding. "Our reach extends beyond Malaysia and Singapore. We are in effect a regional warehousing and distribution hub, providing storage, value-added services and cost-effective distribution to our customers." **GW**

Offshore depression growing

And we're not talking about the weather

by Sandra Welch – Chief Operating Officer, Sailors' Society



Sandra Welch,
Chief Operating Officer,
Sailors' Society

In early 2019, the photograph of a seafarer's lifeless body hanging from the side of a ship was shared online. Like many others, I was devastated to see the image and to know that this seafarer had felt his life was no longer worth living. But, as Chief Operating Officer of a charity that supports seafarers, I was sadly not surprised.

Last year, we worked with Yale University to survey 1,000 seafarers about their mental health. More than a quarter of them told us that they had felt "down, depressed or hopeless" on several occasions over the past two weeks – and 45% of those said they hadn't asked anyone for help.

Too often, the depression and isolation become too much to bear. A previous study for the Maritime Health Journal said that almost 6% of deaths at sea are attributable to suicide – that's six times higher than the UK national average.

Depression at sea has become an epidemic that the industry cannot afford to ignore.

Vulnerable

While seafaring can be an extremely rewarding career, there are several factors that make seafarers' mental health particularly vulnerable:

- They are separated from their families and homes for months at a time;
- The social isolation of being on board ship, often with people from different cultures, who may not even speak the same language as them;
- The pressures of tight deadlines, long working hours and poor quality sleep;
- Financial concerns or worries about friends and family back home.

It's not surprising seafarers can find themselves under significant strain. But in this macho industry, they often feel unable to admit it when they are struggling. They're afraid that if their superiors find out, they'll lose their jobs and their loved ones will suffer. And if they do pluck up the courage to tell someone, would that person know what to do to help?

Talk about it

It's crucial that we change the culture in this industry. We need to have open, honest conversations about mental health and make it acceptable for seafarers to talk to each other if they are feeling depressed, so that they can get help before the problem escalates and they either leave the job, suffer a breakdown or worse.

Priority needs to be given to mental health training, both for officers and ratings, to enable them to look out for themselves and each other. We wouldn't send a seafarer to sea without health and safety training, so why would we allow them to go out without training in how to protect their mental health?

We also need to look at the conditions the crew work under to assess whether these are damaging their mental health – and if so, what we can do to alleviate this.

With the majority of accidents at sea being caused by human error, mental health issues don't just endanger the seafarer who is suffering. They can affect their whole crew. It is up to ship owners and the maritime industry to put these men and women first.

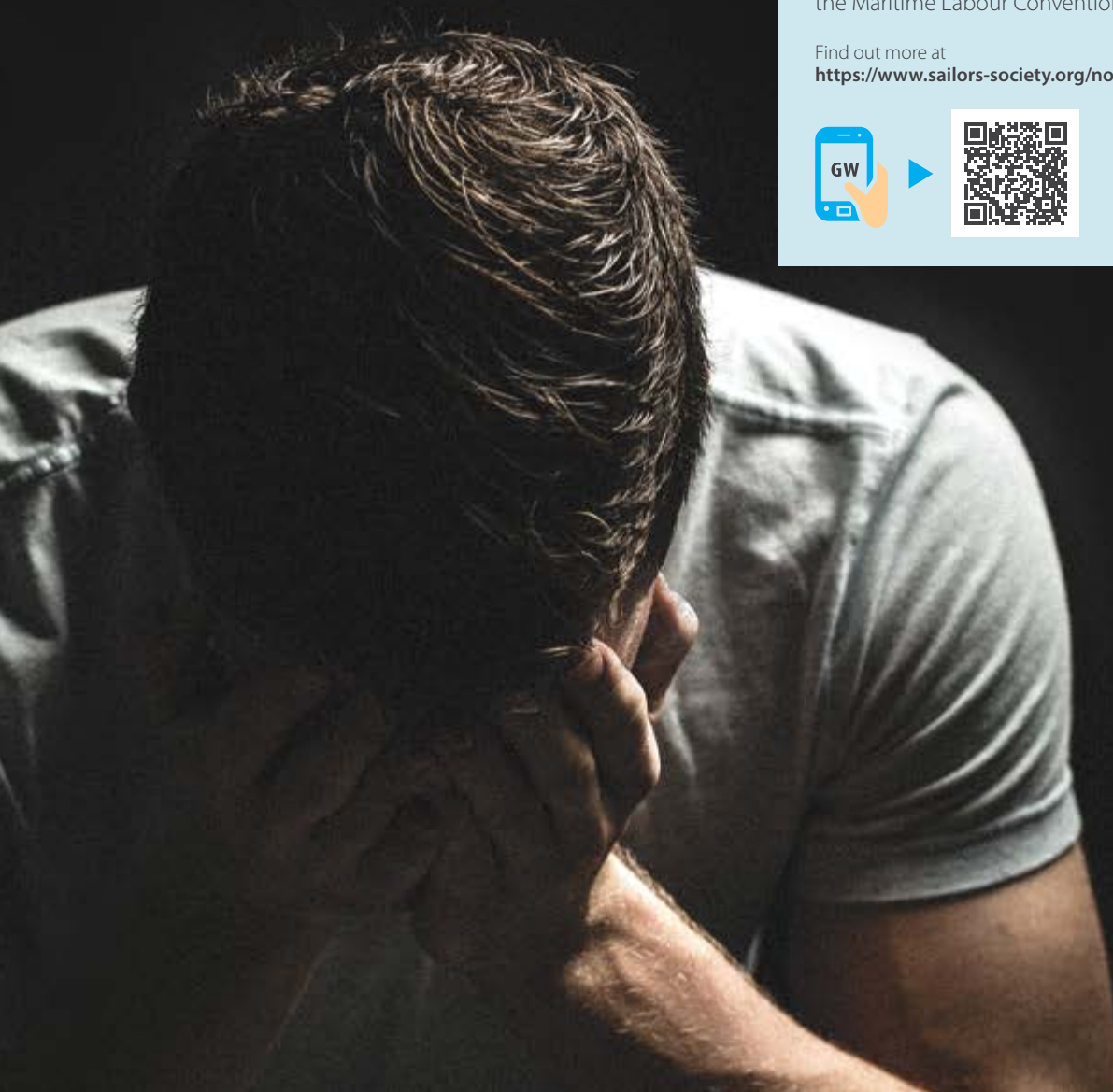
Seafarers carry more than 90% of global trade and our businesses rely on them. We owe it to them to look after their mental health as they carry out this vital and difficult job. **GW**

International maritime charity Sailors' Society has been supporting seafarers for more than 200 years. It currently reaches 1,000 seafarers every day in more than 90 ports around the world, whilst also supporting their families and running projects in seafaring communities in need.

The charity runs wellness training courses for seafarers and cadets, to help them understand and manage their own mental health and those of their colleagues. Sailors' Society launched its Not On My Watch campaign against suicide and depression in 2019, with a petition to make wellness training for seafarers mandatory under the Maritime Labour Convention.

Find out more at

<https://www.sailors-society.org/not-on-my-watch>



Delivering assurance



Sending cargo from one place to another is a complex business that can be disrupted by events beyond our control. That's why insurance is a must – both for the carrier and their customers. To give clients peace of mind, GAC offers its own cargo insurance solution.

GAC Sure has been developed in association with international insurance company AXA, which has 105 million clients in more than 60 countries. It is a valuable added extra to our integrated logistics packages that offers low premiums, easy invoicing, a simplified claims process, liability protection and a whole lot of peace of mind.

"Many clients welcome the ease of arranging world-class cover through their logistics provider," says Group Freight Manager Vincent D'Souza. "With GAC Sure as part of our total service package, we're offering them even greater value and convenience." **GW**

Listening across generations



GAC is tapping into the psyche of its younger generation of employees to gain a fresh perspective on the issues that will drive growth and sustainability in the future.

21 selected staff in their 20s and 30s from around the world came together at the GAC Millennials Ideas Forum in Dubai to identify the big issues and provide insights and ideas to make GAC a better company and the world a better place.

Listen

"We need to take the time to listen to our younger brigade to ensure we include their ideas and concerns in our development of the next strategic plan," says GAC Group President Bengt Ekstrand who attended the forum as an observer. "The forum was a great success in that respect. We have received valuable input to guide our thinking."

Sociologists define millennials as the demographic group born between 1981 and 1996. They are considered to represent a significant break with past generations and established mindset, having grown up with the vast connectivity, global reach and access to the information of the internet age.

Sustainable and positive

"It was clear very early in the forum that sustainability was a key driver for this cohort," says facilitator Greg Newbold. "Going to work and getting paid is not sufficient for them. They need to see that their work is helping somehow to make the company a more humane and caring place and the world a cleaner and greener place. And to do this while still making money and having fun!"

The positivity of the group was also apparent. It may be a time of stressed environments, bombastic politics and edgy trade relationships but the millennials attending the forum saw the world as a theatre for action, not despair.

"This generation seems to feel completely capable of facing and solving the big issues confronting the world," adds Newbold. "Sure, they are worried and troubled by events and global problems, but they convey a clear impression of being ready to take on these challenges and fix them. They also maintain a fairly dark view of what their elders have done in the past. They see a lot of things that need fixing."

Fresh approach

GAC has attracted attention with its #GACdares advertising campaign which broke away from traditional ideas of branding and marketing in the maritime sector. The ads were on display during the forum and were a close fit with the ideas and energies coming from the millennial group. **GW**

Turning down the sound

No matter the spiteful politics or the uncertainty about what might or might not happen to the United Kingdom, business remains reasonably calm and focused on opportunities.

GAC UK's Managing Director Herman Jorgensen turns down the heat to take a cool look at what is actually going on.



GAC World (GW): We've watched the Brexit saga unfold over several years and seen the House of Commons turned into a boxing ring, but how has it been for business?

Herman Jorgensen (HJ): There seem to be two forces at work in the business sector in the UK. On the one hand, those who want to invest for the future have kept their funds in their pockets and investment growth has been tentative.

On the other hand, those who have products and services to sell and promote in the here and now are getting on with it. Imports of non-perishables, such as automobiles, are strong. Businesses have been

stockpiling over the past few years so the demand for warehousing and storage is up. And overall, GAC UK and our customers are not fretting as much as the politicians.

GW: So what is your conclusion from all the turmoil you've witnessed?

HJ: I'd say neither the optimists nor the pessimists are right. The pragmatic centre, where business operates, will always find a way to make things work. Business wants an environment where the rules are clear and stable. But what is evident to me, and what I've witnessed, is that there are always opportunities for growth if you look for them and work with your people to grab them.

Renewables

GW: GAC UK is working a lot with the offshore renewables sector and it seems the growth prospects are good.

HJ: Yes, it's an area of certainty because the government has made long term commitments to growing the sector. We have opened new branches and land bases and ramped up our suite of services to support this growth (see page 12). Offshore wind is big and getting bigger but there is solid growth in aquaculture too. The skills that the UK built up when North Sea oil was the champion are now being applied to wind and to fish farming. It's helping GAC UK to grow its operating incomes year on year. We grew by almost 20% in 2018 and expect at least 10% in coming years.

Change

GW: Nonetheless, you and your people have been through a lot of changes over the past few years. Branches have closed, others have opened, old services have been dropped and new ones introduced. How are you all coping?

HJ: Well, one thing is clear. We're all used to the idea of change. We've made so many that nobody from management to the frontline is surprised anymore. Indeed, where it was once a source of stress and strain, now it's seen more as an improvement process.

Of course, I personally have to be clear and consistent and ensure everyone understands the changes and feels they have a stake in the outcomes we're trying to achieve. People in the UK are resilient, but I have to do two things well to secure their support: I have to communicate clearly what's happening and why - and I have to share the ride. I cannot expect my teams to rise to new challenges if I am not on the frontline with them.

Sustainability

GW: GAC UK has got a reputation in the GAC world for been very green and eco-conscious. Has that helped generate positivity in the company?

HJ: Yes, but not just in the eco sense of sustainability. We've recognised that GAC UK needs to be sustainable across a whole set of markers. Our company exists in a complex physical, ethical, political and social environment. So sure, we recycle, and we support carbon reduction and we cut down our use of plastics. But we also recognise that sustainability has a big human dimension.

We have increased our level of information transparency so that everyone can know what's going on in the company. We've looked at ways to bring more women into management. We've increased both maternity and paternity leave as well as the number of staff holidays. These initiatives make GAC UK not only sustainable in a human-factors sense but actually an attractive company to work for. We don't have a huge problem with staff turnover, compared to the average in the UK, and we certainly don't have trouble recruiting when we need to.

GW: You've done all this while pushing through major changes...

HJ: Yes, but it's not so difficult if people can see good outcomes from the changes. We've worked to break down internal silos, get people talking to each other, and lo and behold, opportunities have arisen.

We've worked hard to give our people options so that they don't feel stuck in a job until their immediate boss retires. This has meant offering training and hands-on experience in other departments and other branches. Flexibility leads to career progress and can also get you to nice places. We have branch operations in Gibraltar and are supporting our brothers and sisters over in Ireland with back-office services and on-site staff. Whatever success we have in GAC UK is down to our people and indeed, I spend probably 80% of my time motivating, training, developing, moving, inspiring, offering pathways and linking internal success to customer outcomes. I'm certainly busy enough.

The Future

GW: So what are the prospects for GAC UK in these interesting times?

HJ: Prospects are good. We have a diverse set of services which makes us attractive to both our customers and to our own people. We have ship agency and related services, cruise, offshore, forwarding and clearing, dry cargo, liner services, bunkers, navy support services, launch services for ports, terminal and marine services and specialised logistics services, to name just a few.

We've now expanded into handling semi-recyclable materials. Waste is becoming a big market and is no longer seen as something to be dumped somewhere far away. We are sending 350 containers a month out of the UK to leading edge recyclers in Europe. Then there is our marine leisure and events business which has given us a portfolio of skills that we are now using to bid for logistics business at the Qatar World Cup and the next summer Olympics.

GW: So with all this going on, are you and your people having fun?

HJ: I'm a Norwegian which means I'm constantly in awe of the British sense of humour and their ability to find a cause for laughter. This company is and always will be a work in progress but the vibe is positive, the people are focused and engaged and the prospects are good. Despite the ups and downs of Brexit and the markets, we're feeling good about who we are and what we have to offer. To be happy all the time is impossible, you'd have to be on some serious drugs for that to happen. But the feedback I get from my teams and daily encounters tells me we're doing something right. **GW**

Riding the wind

"The offshore wind sector has set out ambitious plans for a transformative sector deal that will generate tens of thousands of highly-productive, skilled jobs across the UK and make offshore wind the backbone of a clean, reliable and affordable energy system."

– RenewableUK, the national trade association for wind power, wave power and tidal power industries.



4.5million

homes that could be powered every year by UK offshore wind



8,483.420*

total MW of operational capacity



37*

operational offshore wind projects in UK waters



10%

of UK electricity expected to be generated by offshore wind by 2020



2,106*

offshore turbines

(* Source: RenewableUK, www.renewableuk.com)

The UK's offshore renewables sector is thriving and moreover, looking like it's Brexit-proof.

The country has emerged as a leader in wind power and now has more offshore capacity than any other nation. Almost USD24 billion has been invested for the period 2016-2021. The cost of producing offshore wind generation has dropped 50% since 2015, now standing ahead of new gas and nuclear among the country's cheapest energy options. In September 2019, Government funding was confirmed for the development of six new offshore wind farms which are expected to meet 8.5% of national energy needs.

All that development needs support at every stage – from initial surveys, installation and construction through to operations and maintenance.

Enter GAC UK

General Manager Adrian Henry says GAC's experience in offshore oil & gas projects has set it up to handle the needs of offshore renewables.

"When offshore renewables started to pick up in the 2010s, we already had coverage in many of the areas involved thanks to our decades of providing shipping and logistics support for oil & gas," he says. "There are many synergies between oil & gas and offshore wind power, particularly in the construction stages, so we were ready quickly to assist contractors.

"When some energy companies started shifting to offshore wind work, we already had the resources, expertise and relationships established to serve them. And we have been pro-active in expanding and developing our capabilities."

GAC has expanded its base network around the country to 22, including new offices to support projects off the south, east and west coasts. Project teams are located at the key locations of Great Yarmouth, Ramsgate and Harwich. Further, significant offshore wind development is anticipated in Ireland, where GAC started operations in September. The company also supports wave and tidal projects.

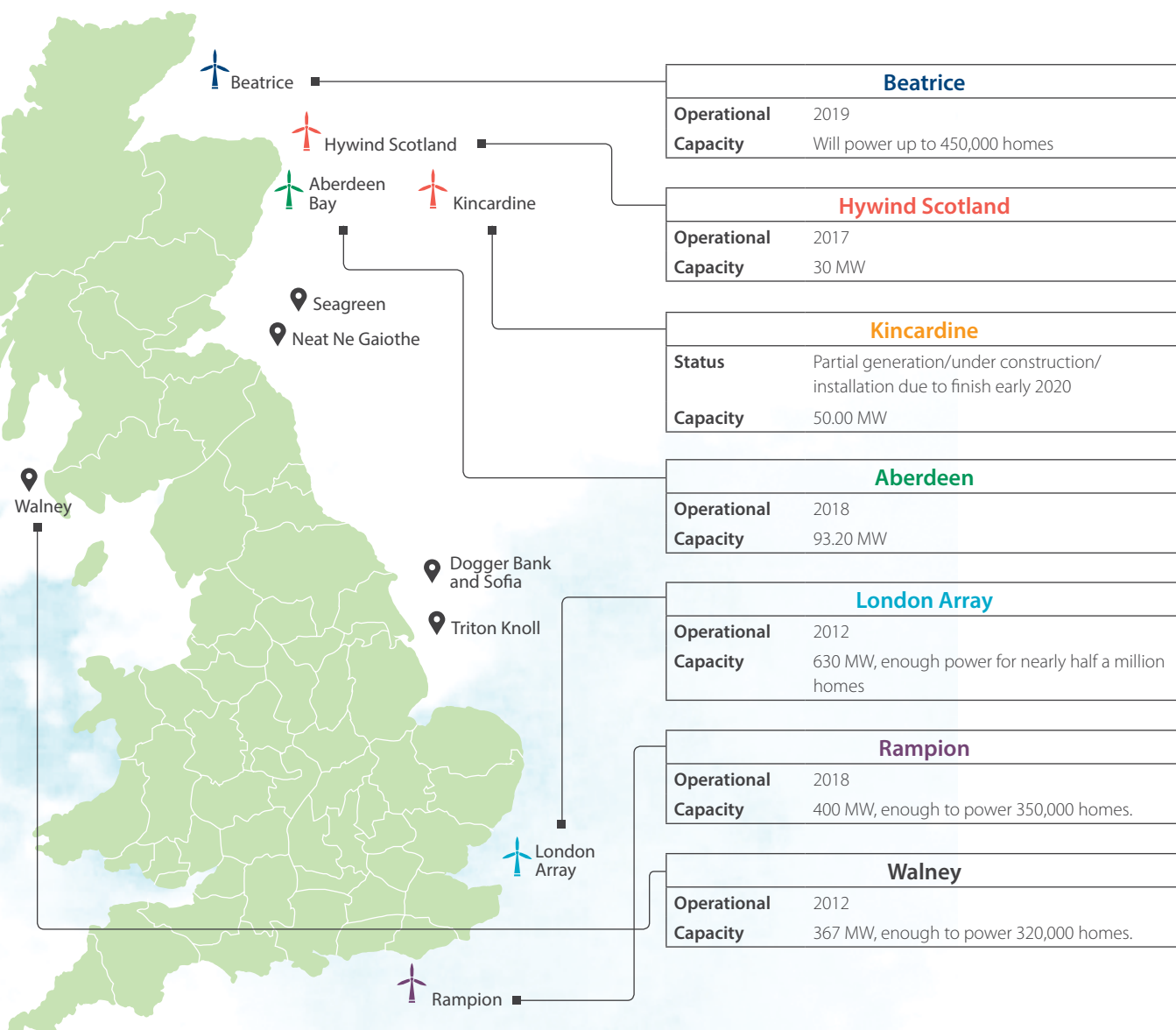
Role switch

The company's role changes depending on the stage of development of each project. GAC starts by supporting customers with initial surveys and exploration and moves on to manufacturing, and construction/laydown work. Once the wind farms are running the focus moves to operations and maintenance.

Throughout the life cycle of an offshore project, GAC UK provides the full range of services required by contractors including ship agency, launches, project logistics, land bases, freight forwarding, storage yards, bunker fuels, marine services and other infrastructure. It also coordinates the movements of service operators, crews and vessels between ports and offshore. **GW**

Key offshore wind farms

GAC UK has been involved in work for many of the country's offshore renewable projects including the world's second largest wind farm, the largest in Scotland, and the first commercial wind farm using floating turbines:



On the horizon

GAC is also closely following developments for planned projects, including:

Dogger Bank - A proposed group of offshore wind farms in the North Sea off the Yorkshire coast. It is expected to consist of four offshore wind farms with a combined capacity of 4.8 GW.

Neart na Gaoithe - This 450MW Offshore Wind Farm 15.5km off the Fife coast is one of Scotland's next major "shovel ready" infrastructure projects. When fully operational, it will generate electricity for around 375,000 homes and displace 400,000 tonnes of CO₂ annually.

Seagreen - Development rights have been granted for two offshore windfarms about 27km from the Angus coastline, with a potential combined capacity of up to 1.5GW.

Sofia - A planned development 165km off the coast of North East England with a potential installed capacity up to 1400MW.

Triton Knoll - Installation of offshore infrastructure 32km off the coast of Lincolnshire late 2019/early 2020. Maximum installed capacity of 857 MW when ready. **GW**

GAC UK and Orcades Marine launch consultancy partnership

GAC UK and leading marine consultants Orcades Marine are partnering to offer consultancy services and specialist personnel to the industry.

The partnership was formed in response to rapid developments in technology and the growing marine and offshore renewables sector. It unites Orcades Marine's decades of experience in maritime consultancy with the expertise and global reach of GAC, the UK's leading ship agent.

Offshore renewables

Both partners are well known in the fast-growing offshore renewables sector. Renewables currently produce more than 20% of the UK's electricity and targets set by the EU Renewable Energy Directive predict that this is likely to increase to 30% by 2020.

GAC UK-Orcades Marine consultants cover ports in the UK, North Sea, North West Europe and beyond. Consultancy services include auditing of workboats, terminals, cargo operations and surveys, navigation assessment, mooring design & analysis, offshore & marine renewable installation



Orcades Marine Managing Director David Thompson (left) with Herman Jorgensen, GAC UK's Managing Director, at the SPE Offshore Europe Exhibition in Aberdeen.

support. The partnership also draws on the expertise of specialists such as tow masters, rig movers, mooring masters, marine warranty surveyors and naval architects.

Best of both worlds

"GAC has a long tradition of working closely and strategically with our supply chain, so this alliance with Orcades Marine was a natural next step for us," says Herman Jorgensen, GAC UK's Managing Director. "We are looking to expand our network further over the coming years with similar partnerships that will bring the best of both worlds, offering GAC customers more value-added expertise and support whilst giving local, independent companies access to a global market."

GAC UK is always on the lookout for best-in-class experts with which to collaborate and welcomes approaches and ideas from UK companies across the marine services spectrum. **GW**

GAC moves to full back for Aberdeen FC

New partnership increases presence in energy sector



Back - Alexis Black (Marketing & Communications – GAC), Robert Wicks (Commercial Director – AFC), Gavin Johnston (UK Energy Manager – GAC), Adrian Henry (UK Agency General Manager – GAC). Front – AFC's Scott Mckenna (Defender), Joe Lewis (Goalkeeper).

In a move which further strengthens its presence in the UK's most important energy city, GAC has become Aberdeen Football Club's (AFC's) first Official Logistics Partner.

Aberdeen is a key hub in Europe's energy matrix and the football club sits at the centre of the city's identity. The partnership will see GAC showcasing its brand, products and services to AFC's global audience in the Pittodrie Stadium and across the Club's social and digital channels.

Stuart Bowie, GAC's Group Vice President, Commercial, says: "Not only does our partnership with the Dons give us great visibility locally and globally within the energy sector, it allows us to forge longer, stronger relationships with our clients and partners. It's the perfect match – football is all about teamwork, timing, dexterity, precision and smart moves, qualities that GAC's customers look for in an energy sector partner." **GW**

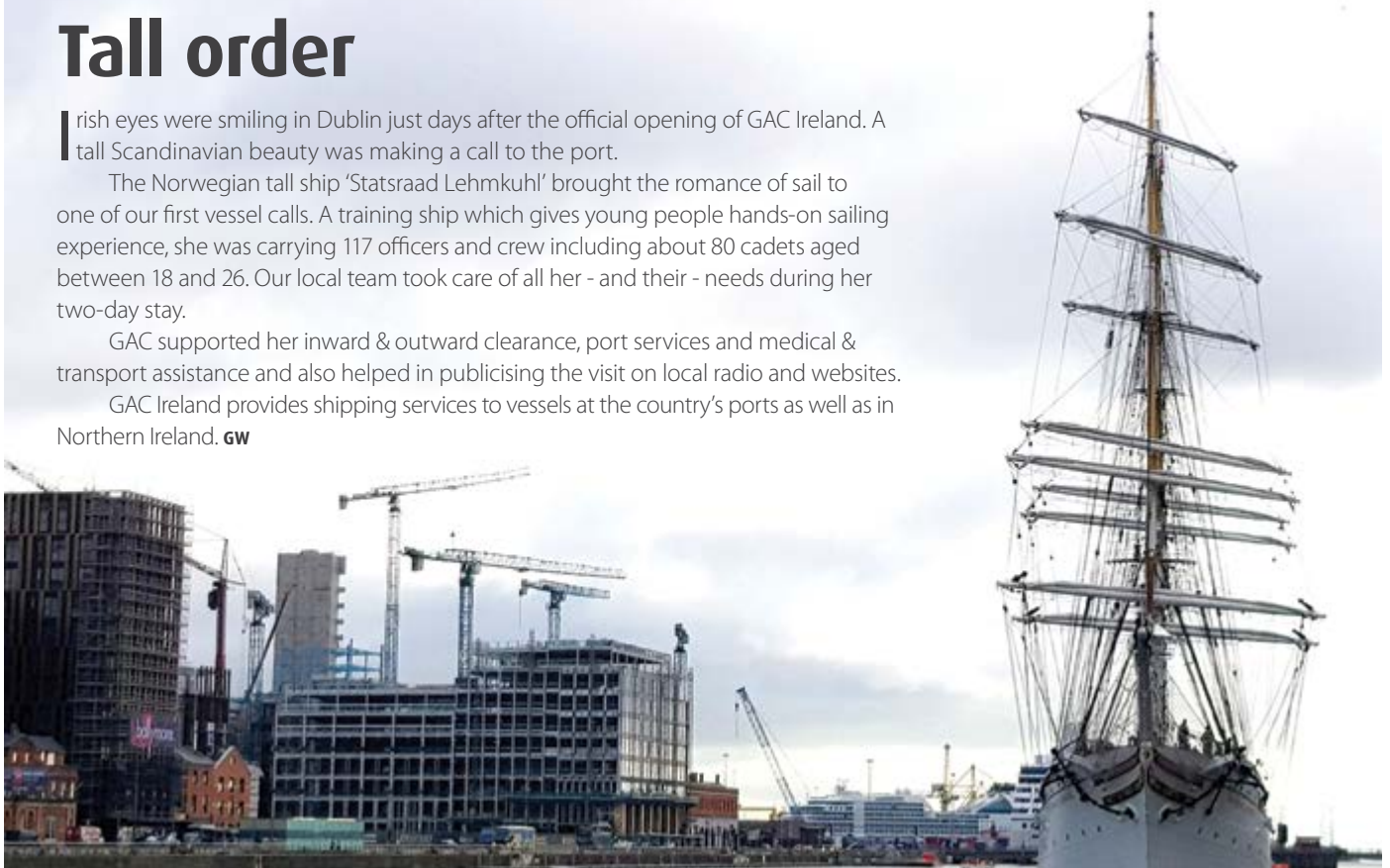
Tall order

Irish eyes were smiling in Dublin just days after the official opening of GAC Ireland. A tall Scandinavian beauty was making a call to the port.

The Norwegian tall ship 'Statsraad Lehmkuhl' brought the romance of sail to one of our first vessel calls. A training ship which gives young people hands-on sailing experience, she was carrying 117 officers and crew including about 80 cadets aged between 18 and 26. Our local team took care of all her - and their - needs during her two-day stay.

GAC supported her inward & outward clearance, port services and medical & transport assistance and also helped in publicising the visit on local radio and websites.

GAC Ireland provides shipping services to vessels at the country's ports as well as in Northern Ireland. **GW**



Hands-on Hi-Line with GTSS

An Irish Coast Guard rescue helicopter delivered some hands-on training for a group of Teekay Gas Masters and Chief Engineers. It was part of a GAC Training and Service Solutions (GTSS) 5-day course focusing on continuing professional development, at the National Maritime College of Ireland in Cork.

The experience gave the Teekay team a real taste of the safe use of a Heaving-in Line (or Hi-Line) for medical evacuations in rough seas.

Zdenko Magazin, a Chief Engineer with Teekay Glasgow, said: "I cannot speak highly enough of the facilities and standard of training. All our instructors showed excellent theoretical and practical knowledge, skill and experience in the various practical exercises. I would strongly recommend this training to all Senior officers."

Arron Grant, Teekay's Lead Training & Competency Co-ordinator, added: "As the most senior ranks in their respective departments it can be easy for our Masters and Chief Engineers to rest on their laurels, but at Teekay we believe in continuous development regardless of rank. GTSS shares that belief and shaped this course to ensure our senior leaders onboard continually improve their skills in line with their respective competencies."

Thanks go to the crew of Irish Coast Guard's Rescue 117 team who provide cover for the south-east coast of Ireland and beyond. **GW**



Reset your mind



GAC Pindar partners with MarineShift360 to develop Life Cycle Assessment tool

GAC Pindar is working with international collaboration Marine Shift360 to develop the first Life Cycle Assessment (LCA) tool to help recreational and performance yacht owners reduce their use of resources and cut waste, pollution and carbon emissions.

Closed loop design

Consumer demand and expected changes to legislation are driving the marine industry towards closed-loop product design and away from the 'take-make-waste' approach.

The LCA tool will quantify the environmental effects of a product's full life cycle, enabling users to make informed decisions at the design stage to mitigate environmental impacts. Its founding sponsor is 11th Hour Racing, an international organisation that harnesses the power of sport to promote changes that aid the health of our oceans.

Data

GAC Pindar joins ten other Pilot Partners MarineShift360 is working with to develop the tool. It will provide data related to the transportation of equipment to global yachting events such as the Volvo Ocean Race and the latest series in supercharged F50 catamarans. GAC Pindar's in-depth understanding of the planning and execution of logistics for premier sailing events is the backbone of its contribution.

Jeremy Troughton, GAC Pindar's General Manager, says: "More and more of our customers are seeking greener logistics solutions and there is much we can do in the short term, such as consolidating shipments, using greener shipping lines and making smarter routing decisions earlier in the planning process."

The LCA tool will also enable GAC Pindar to identify where real, measurable reductions can be made in the use of fossil fuels and packing materials. As well as developing sustainable transportation solutions for marine equipment that go beyond carbon offsetting, GAC Pindar aims to apply sustainable practices throughout its supply chains. **GW**

Lucky 13



Staff at GAC Qatar's Al Khor Logistics base have celebrated 13 years with no lost time due to injuries.

There's much more than luck behind this achievement. 13 identified safety initiatives have defined the working culture at the base since its establishment in 2006 - ranging from the installation of In-Vehicle Monitoring systems (2007) and airbags in all vehicles (2009) to the implementation in 2017 of the Dropped Object Prevention Scheme (DROPS). All the initiatives are in line with the company's commitment to Quality, Health, Safety, Security and the Environment (QHSSSE). **GW**

Sun power in Cochin

GAC India is making green history in Cochin. It is the first private company in the port to undertake a major solar power project to help meet its electricity needs.

When plans were drawn up to add a floor to the company's single-storey head office, it was decided to install solar panels on the roof with the permission of Cochin Port, Willingdon Island's electricity supplier.

The 84 360W panels were installed at a cost of nearly USD30,000. But it was money the company was happy to spend.

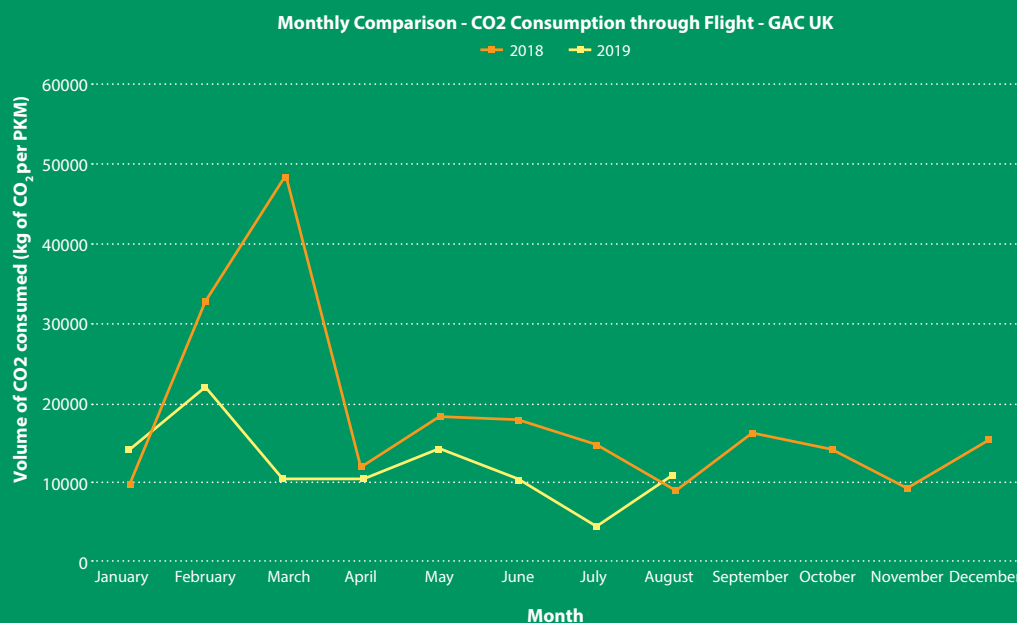
"It's a costly investment by local standards, but we decided to go ahead with it to show our commitment to building a sustainable green future," says GAC India's Chairman, Dr Roy Mathews.

Beyond the environmental benefits, the panels generate about 100 units of solar electricity every day, meeting about half of the Cochin office's monthly requirements. Any surplus power generated on holidays or non-working days is fed back into the Cochin port grid. **GW**

Taking sustainability to heart

CO₂ in the crosshairs

To reduce its impact on the environment, GAC UK is cutting back on its air miles. Wherever possible, online meeting technology is being used to eliminate travel. When unavoidable, staff are encouraged to combine activities to avoid multiple trips and, where possible, find lower carbon transport alternatives like rail.



In the first eight months of 2019, the company's total CO₂ consumption from air travel was 40% less than in the same period in 2018, and the March figure was down by 78%.

Taking that sustainability philosophy further, the company has planted 85 trees across the UK through Carbon Footprint. This will offset the CO₂ emitted through its paper use.

In the office, re-usable GAC-branded water bottles are provided to cut down on single-use plastics and everyone is encouraged to cycle or car-pool to work, upcycle, take part in beach and river clean-ups, and more.

Sustainability champions

In 2018, an extra incentive was introduced in the form of the GAC UK Sustainability Champion Award. Credits are earned for a range of actions or lifestyle changes that include switching to LED lighting, reducing paper use, rejecting single-use packaging, and embracing a more plant-based diet.

The first award went to GAC Aberdeen's Amy Johnston and her daughter Maya. Together, they brought back the delivery of milk in glass bottles to their village and encouraged people in their community to switch from plastic bottles from the supermarkets. **GW**

To continue its environmental efforts, GAC UK supported its QHSSE Manager Laura Grizzell in becoming a Practitioner Member of the Institute of Environmental Management (IEMA). The IEMA is the professional home of over 15,000 environment and sustainability professionals worldwide and GAC UK's membership helps them keep abreast of the latest sustainability news and innovations.

Power 25 Hat Trick

SPECIAL FEATURE SEPTEMBER 2019

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BENGT EKSTRAND

Group President
GAC Group

Bengt Ekstrand was appointed Group President in January 2017, two decades after joining the GAC Group having held a variety of management roles throughout the Middle East before serving as Regional Director for the region for more than six years before taking on the role of Group Vice President for Asia Pacific from 2009 to 2012.

Key developments since taking over as Group President include expansion of the Group's warehousing and contract logistics capabilities throughout the Middle East, Indian Subcontinent and Asia Pacific, including the opening of GAC's newest state-of-the-art facility in the UAE at Dubai South and the partnership with Kuehn + Nagel Transportation to open a modern integrated logistics facility in the Jeddah-Jabara Industrial Zone in Saudi Arabia consisting of a state-of-the-art distribution centre, container yard and a warehouse facility that spreads across 17 acres. With further geographical expansion with new GAC offices opening in Europe, Africa and the Americas.

Furthermore, in the past 12 months GAC won a new contract with Lagardere Dubai Retail. Under the multi-year agreement signed by the two companies commencing 1 March 2019, GAC Dubai will take care of the port handling, receipt, storage, pick-pack, transportation, customs clearance and Federal Tax Authority documentation for goods including chocolate, tea, food, fashion, beverages, electronics, appliances and other personal care, perfume and make-up. The companies expect to manage approximately 17,000 SKUs (stock keeping units) across a variety of product types and will also handle the formalities required for the storage and handling of some categories of beverages on behalf of Lagardere Dubai Retail. Part of GAC Dubai's contract logistics facility at Dubai South (due for completion in September this year) will be dedicated exclusively to the account, and a 6 + 3 inventory management dock with multiple aisles and bays is being constructed for two product registration and picking. Approximately 2.5 million gross value of goods are expected to be handled by GAC Dubai every year under the contract.

Bengt comments: "GAC has invested significantly in our contract logistics infrastructure

in recent years. We inaugurated our Dubai South contract logistics facility in November 2018 and in May this year announced the appointment of Total Order to local order pickup at both the Dubai South and GAC Logistics Park contract logistics facilities. We have also opened a warehouse and open yard in Khalifa Industrial Zone Abu Dhabi (KIZAD), strategically located next to Khalifa Port between Abu Dhabi and Dubai, and 1,400m² of indoor warehousing space and a 15,000m² open yard at Hamraiyah, Sharjah."

"Our logistics network here has been recognised by a number of prestigious awards. GAC Dubai was named Best Contract Logistics Operator of the Year in the Logistics Middle East Awards 2019, while the General Authority of Customs presented GAC Qatar with its 'Best Customs Clearance Brokerage Company' accolade as well as the 'Outstanding Customs Clearance Agent' for the member of its staff."

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For the third year running, Logistics News ME magazine has listed GAC Group President Bengt Ekstrand among its Power 25 of influential leaders in the region's logistics sector. **GW**

GAC wins ShipTek Best Ship Agency Award for second consecutive year

GAC has been named the best ship agent in the ShipTek Maritime Awards for the second year running. The awards, held in conjunction with ShipTek Maritime Conference, recognise companies that have made significant contributions to the maritime industry. **GW**



The Best Ship Agency award was accepted by GAC Group Sales Director – East Mikko Wieru (right), seen here with Sohan Roy, Founder Chairman & CEO of Aries Group of Companies (UAE), parent company of Biz Events Management and Awards organiser (left) and K.K. Devanandan, Ex. CEO, TMT Shipping, Ex. Managing Director MSI & V. Ships.

Appointments



Jimmy Liak



Nishant Jain



Inthikab Hashim



Alysha Pedersen



Kristoffer Haug

Anthony John
Picardo

GAC Group

Jimmy Liak

Group LNG/LPG Manager,
based in Singapore.Previously: Group Marketing
Manager, based in
Singapore.

Nishant Jain

Group Marketing Manager,
based in Singapore.Previously: Business
Development Manager,
based in Singapore.

GAC Bahrain

Inthikab Hashim

Commercial Manager,
ShippingPreviously: Shipping Agency
Manager at AHM Marine,
Abu Dhabi.

GAC Norway

Alysha Pedersen

Deputy General Manager.

Previously: HR & Business
Strategy Manager.

Kristoffer Haug

Operations Manager, Cruise.

Previously: Ship Agent/
Logistics Coordinator,
Cruise Department.

GAC Qatar

Anthony John Picardo

QHSSE Manager

Previously: HSEQ Manager
with Pretect Qatar.

Clear view from the Canal

The way forward for
GAC in Panama seen
from the local, regional and
global perspectives.



Alexei Oduber, Company Manager of GAC Panama took Group Vice President - Americas, Pontus Fredriksson, and Group President Bengt Ekstrand on a tour of the Atlantic end of the Panama Canal during a recent visit. The Aguas Claras locks and the new bridge over the waterway can be seen in the background. **GW**

For more about GAC in Panama, go to
www.gac.com/panama



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