

GACWORLD

JUL - SEP 2015

03 Netherlands-Belgium join
Green Award Foundation

07 Superyacht fueled for
Vanuatu Aid

12 Thorco ship agency
in Singapore



LOGISTICS IN ASIA:
STEPPING UP

THE EAST...

At one end there is land-locked Lao PDR with just under USD6 billion in exports and imports finalised for 2013. At the other end there is China with an import/export total of USD9 trillion, give or take.

Between these two outliers, Asian economic activity ranges from frenzied through to steady, placid and in some places, sluggish.

Doing business in this part of the world means firstly recognising the variations in scale, volume, infrastructure, legal framework, and human capital that you will inevitably encounter. While pan-Asian clubs like ASEAN bring useful structure to the business environment, economic activity is still largely fixed by what you encounter 'on the ground' in different locations.

It's a complex environment but one which rewards close study. For this edition, we asked our Logistics managers in Asia to reflect on the current state of the sector and how the ASEAN Economic Community is progressing. Our report starts on page 8.

Steppe-wise

Now to Central Asia, home of the Great Game. Kazakhstan lies at its heart, bordered by Russia, China, Kyrgyzstan, Uzbekistan and Turkmenistan. From the snows of the Hindu Kush in the south-east, across the broad steppe lands to the Caspian shore, Kazakhstan is a vast territory, rich in hydrocarbons. It's also the major transit country in the region, standing on delicate toes as it balances complex political and commercial relationships. GAC's Jan Jiyenkulov, based in the oil capital Almaty, dissects the issues and opportunities unfolding in his country today. See page 6.

A bit greener...

While countries argue about emission cuts and carbon prices, businesses are getting on with the job of being greener. The Green Award Foundation, based in Rotterdam, seeks to recognise and reward vessels that are leading the green advance and GAC is proud to be a member. See page 3.

...and greener

Our Hullwiper ROV is now operating out of Singapore. It's yellow. It's also the greenest and safest hull-cleaning device around. A good fit with Singapore's Maritime Green Solution. See page 16.

New postings

Finally, a quick note on two senior management changes: William (Bill) Hill has been appointed Executive Group Vice President, Oil and Gas, tasked with expanding GAC's contribution to this essential resource sector. Christer Sjödooff has replaced Bill as Group Vice President, Commercial. We'll have more to share with you on these two appointments in our next edition. Until then, enjoy.

Gurumurthi Shankar

Editor



NETHERLANDS- BELGIUM JOIN GREEN AWARD FOUNDATION

GAC Netherlands and GAC Belgium have signed up to the Green Award (GA) Foundation's incentive scheme, offering certified ships calling at ports in either country a 5% discount on agency fees.

Extra clean, extra safe

Jan Fransen, Executive Director at Green Award Foundation, says: "On top of promoting safer and more environmentally friendly shipping, Green Award also creates a platform for giving deserved recognition to the frontrunners. This in turn provides a strong foundation for an industry-wide maritime Corporate Social Responsibility."

Mark van den Akker, Managing Director of GAC Netherlands and GAC Belgium adds: "Environmental issues are high on our agenda, as evidenced by our new HullWiper technology and our yearly Chairman's Award for HSSE Excellence." **GW**

MORRIS MOVES TO UK



GAC's Group Business Development Manager for Oil & Gas Simon Morris has relocated to the UK as part of GAC's sharpened focus on this vital sector.

The move follows the recent appointment of William Hill as Executive Group Vice President – Oil & Gas. Hill's mandate is to raise GAC's profile and expand its business footprint in the industry.

The London location places Morris closer to the established North Sea energy market and to emerging exploration and production sites in the Mediterranean, the Arctic and West Africa. **GW**



Jan Fransen (Executive Director, Green Award Foundation), right, welcomes Mark van den Akker (Managing Director, GAC Netherlands Ltd & GAC Belgium NV) to the Green Award Foundation

TRINIDAD & TOBAGO CERTIFIED

GAC Energy and Marine Services Limited in Trinidad & Tobago is now ISO 9001:2008-certified, completing the process for all GAC companies in the Americas region.

The ISO 9001:2008 standard covers quality management principles including customer focus, processes and continual improvement. **GW**



GREAT YARMOUTH BASE TO DRIVE RENEWABLES SECTOR

GAC has opened a quayside office in Great Yarmouth to meet the needs of the renewable energy sector in the Southern North Sea.

Great Yarmouth and neighbouring Lowestoft have supported offshore energy companies for more than 45 years and constitute England's largest concentration of offshore energy projects.

The UK is the world's sixth largest producer of wind power. In January 2015, the country had 5,968 wind turbines with a total installed capacity of just under 12 gigawatts.

Prime location

"GAC's presence in Great Yarmouth brings our single-source combination of shipping and logistics services to a wide range of energy clients," says Great Yarmouth team leader Jeanette Shoebridge "The prime location of our dedicated quay means we can offer all renewables clients an integrated package including ship agency, project logistics, warehousing and related services." **GW**

NEW BASE IN DANISH OIL & GAS HUB



DOLLY IS MIGHTILY MOVED

Imagine a 14.1 ton dolly. Not one that you might cuddle but rather, an assembly dolly needing quick transportation and early delivery from Houston through Los Angeles to Luanda, Angola. Ensco plc, a global provider of offshore drilling services was on a deadline.

Despite a timeline adjustment and an increase in freight size for the dolly, GAC executed the move smoothly in coordination with Ensco's Kevin Rosato, Senior Coordinator Logistics & Trade.

"Given the criticality of this shipment, I knew GAC was who to turn to. The part charter was handled with precision and expertise," says Rosato.

The dolly was delivered a day ahead of its scheduled launch. **GW**



GAC has expanded operations in Denmark by opening a new office in the country's largest port, Esbjerg.

The port faces the North Sea and is a well-established hub for oil & gas operations with strong connections to other European industry centres and direct air links to Aberdeen and Stavanger. Further, its facilities are currently being expanded to meet the needs of the growing renewable energy sector and container shipping lines.

GAC Denmark Shipping Manager Frederik Christiansen says the decision to open the new office reflects the Group's strategy to grow its oil & gas and renewable energy business in Europe.

"Being located at the heart of the port, we are close to many clients and partners and can respond effectively to their specific needs. Whether it's ship agency, husbandry, offshore crew changes, bunker fuel supply, warehousing, upstream oil & gas logistics support or hub agency services, we have the people and the global network to deliver high standards of service." **GW**



JAPANESE OPS OFFICE RISES ON ENERGY IMPORTS

An operations office has been set up in Japan to cater to growing demand for ship agency and husbandry services in the burgeoning energy sector. GAC Japan will provide services at all ports and terminals through its local partners.

Fredrik Nystrom, Asia-Pacific Group Vice President, says increasing Japanese imports of liquefied natural gas (LNG) and thermal coal have boosted the country's shipping sector and raised the demand for world-standard support services. Japan accounts for more than 30% of world LNG demand.

"The Japanese government has made LNG the 'fuel of choice' for power generation," says Nystrom. "This is good news for ship agents like GAC, as more LNG shipments arrive at the country's major LNG terminals." **GW**

Japan

KAZAKHSTAN AND THE GREAT GAME

Kazakhstan links Central Asia with the rest of the world and is playing an increasingly important role in the 'Great Game' of the global energy market. Its strategic location, bordering the Caspian Sea in the west and China in the east, places it at the centre of conflicting interests. GAC Kazakhstan's General Director Jan Jiyenkulov examines how the country is handling this delicate balance and considers its prospects for the future.



Jan Jiyenkulov, General Director of GAC Kazakhstan

"Kazakhstan has everything needed to be a major link between Europe and Asia: a strategic position on the Caspian Sea; developing ports serving the energy industry; a terminal and airports for import goods heading into the nation's vast interior and beyond.

Oil is forging the way ahead. Discoveries of huge reserves at Tengiz, Karachaganak and Kashagan have given the country entry to the global energy league, despite being relatively under-explored. Kazakhstan is thus a natural choice for further exploration and growth – but that can only be done through peaceful and constructive cooperation.

Geopolitics

By necessity, the country's energy policy is based on economic pragmatism, building cooperation and developing projects with foreign partners from the EU, USA, Russia and China. It's not an easy task given the significant tensions between those partners but Kazakhstan is nurturing cooperation and mutual interdependence to develop a comprehensive, diversified and open oil policy. In doing so, it has already tackled some complex issues and evaded some of the negative impact of those tensions.

A multi-vector approach is vital to maintaining the balance of interests. Without it, inadequate pipelines and port facilities will severely limit Kazakhstan's ability to increase production and exports. Domestic production of oil is expected to reach 130 million tons this year.

Until recently, all of the oil and gas pipelines transited Russia, itself an oil and gas giant. That is changing. Plans are afoot to join the Baku-Tbilisi-Ceyhan pipeline and special importance is being attached to the Kazakhstan-China route, the first phase of which is already underway.

Possible transportation of energy resources to the south of Asia is also slated. Such development will enable Kazakhstan to deliver its oil directly to different international markets.

Regional ambitions

Even as the above developments roll on, the Government is seeking ways to diversify the economy and reduce dependence on oil, especially since the recent price slump. Investment funds have been ploughed into a number of regional infrastructure projects, including the Western Europe–Western China transit corridor, the Northern Distribution Network, and the New Silk Road initiative. Kazakhstan also backs large regional projects:

- the Turkmenistan–Afghanistan–Pakistan–India (TAPI) gas pipeline;
- the 1,227km electricity transmission line between Kyrgyzstan, Tajikistan, Afghanistan and Pakistan known as CASA-1000; and
- railway infrastructure developments around and within Afghanistan.

One of the priorities is the execution of Kazakhstan's first comprehensive transportation infrastructure development plan, drafted in collaboration with the World Bank and adopted last November. It aims to transform Kazakhstan into a key transit hub for Eurasia and beyond, through improvements in the country's road, rail, maritime and aviation sectors. By the end of 2020, the volume of transit cargo traffic is expected to rise 1000% to 170 million tons.

Strategy-2050

The plan supports the 'Strategy-2050' adopted last year. The Kazakhstan–New Silk Road programme aims to create the capacity to rapidly move any goods by any means of transport within the country. It foresees the continuing development of the rail network, reconstruction of 11 of the country's 18 airports, and the expansion of capacity of Aktau seaport.

The ultimate goal is the creation of a single comprehensive transportation structure to eventually include the Common Economic Space being developed with Belarus and Russia.

The construction of the Western Europe–Western China International Transit Corridor will boost links with destinations beyond Kazakhstan's border with safer, more durable roads capable of carrying heavier vehicles traveling at faster speeds. The Kazakh portion of the \$5.6 billion highway corridor is due for completion later in 2015, and is expected to raise the nation's GDP by 68% above the 2010 baseline. Construction and related activities will create more than 30,000 jobs in five regions that are home to about half of country's population." **GW**

QUOTE...

// *The energy market outlook for the Caspian Area is significant in the medium term. However, aside from ongoing geopolitical issues that can cause market uncertainty, there are significant and unique challenges that constrain the pace of oil and gas development here. These include the availability of rigs, limited capacity of fabrication yards, the seasonal aspects of access through the canal system, strict environmental regulations and the cost of importing and flagging vessels for operation. Service providers and energy players need to collaborate closely to create innovative and flexible solutions for unlocking this potential. //*



Stewart Macdonald
Regional Marine
Manager for Africa,
Russia & Central Asia

...UNQUOTE

CUSTOMER SERVICE SALUTED

GAC Sri Lanka's liner arm has been named "Best Shipping Agent, Customer Service" in the 21st annual Institute of Chartered Shipbrokers (UK) national awards.

The awards are presented every year by the Institute after an independent survey of 169 customers, as well as interviews of key personnel and presentations to assess the nominees' quality. This year's accolade was presented to McLaren Shipping, GAC Sri Lanka's partner, at a ceremony in Colombo in recognition of its high standard of service for Wan Hai Lines in the Intra Asia Sector.



Trust

Dicky Chang, Chief Representative for the Indian Sub-Continent of Wan Hai Lines, says: "This award further highlights the quality and standards maintained by our partners in Sri Lanka and their commitment to our clients which, in return, the clients have acknowledged with gratitude." **GW**

SUPERYACHT FUELED FOR VANUATU AID

Category 5 Cyclone Pam ravaged Vanuatu in March. It smashed crops and shops, cut off whole communities and razed thousands of homes. 90% of the homes in the capital Port Vila were destroyed and water supplies cut off.

The 73-metre superyacht 'Dragonfly' was among the first to respond to appeals for help. But before she could deploy with relief supplies, she needed to fuel up.

Night call

The yacht tried a local agent to get bunkers but was told to pay in advance. So instead, GAC Superyacht Bunker Trader Mimi Maniati was woken by a 3am phone call, asking for help.

Within 45 minutes and several cups of coffee later, Mimi had arranged supply and credit terms to let her take on the fuel. Four hours later, Dragonfly was heading for Vanuatu and Mimi was heading back to bed.

Murray Bishop, GAC's Superyacht Services Manager, says: "Mimi ably demonstrated that GAC Superyacht Services really is a 24/7 team able to react to any request anywhere in the world at a moment's notice." **GW**



GAC Superyacht Services

LOGISTICS IN ASIA

Asia is having a big year.

China is gaining traction and support for its proposed Asian Infrastructure Investment Bank. The ASEAN countries have moved closer to a formal Economic Community to encourage the 'free flow of goods, services, investments and skilled labour'. Malaysia has introduced a 6% Goods and Services Tax with all the bedding-down challenges involved.

Meanwhile, Indonesia is embarking on what amounts to an infrastructure binge focused mainly on transportation. The to-do list includes 24 new ports, 24 new airports, 5,500km of regional rail line and mass transit systems for its major cities. And it's all slated for completion by 2019.

Positioning

For logistics providers, all the above translates into a region that's awash with opportunities, challenges, pitfalls and false dawns. It's not simply a case of being nimble or flexible. Providers need to judge when to be nimble and when to be steady. While short-term impacts can distort or delay projects, long-term developments require steadiness, financial strength, mental resilience and a deep understanding of customer needs.

Shared challenges

Across Asia, GAC Logistics managers confront a suite of common issues. Oil price volatility is playing havoc with freight rates. Regulation and compliance is ever more demanding. IT systems are in a permanent 'hot phase' of development. E-commerce is disrupting business models. Competition is hot too – the sector is swamped by players of all sizes from family shop-fronts to global giants.

ASEAN shuffles forward

Our managers are wary but hopeful that ASEAN's further steps towards a formal Economic Community this year will have positive outcomes. They're wary because the theory is clear but the implementation

may have unforeseen outcomes. ASEAN's aims are worthy:

- a single market and production base
- a highly competitive economic region
- a region of equitable economic development, and
- a region fully integrated into the global economy.

One immediate challenge for a lot of ASEAN countries will be their cosy government contracts favouring domestic providers over regional or international players. Given the wide gulf between developed and under-developed ASEAN members, this issue and plenty of others will not be resolved quickly.

ASEAN can never be accused of rushing the Economic Community process and while the touted benefits include creating 14 million jobs and lifting 300 million people out of poverty by 2025, pressing national interests will inevitably compete with these noble regional goals.

What's up

Across Asia, GAC Managers cite a range of issues that can threaten the free flow of goods in and out of the region.

Jake Cuerva in Manila faces congestion at his Luzon ports and lack of infrastructure everywhere else. Jake also looks nervously at a few small islets in the South China Sea where boundary disputes are causing friction between China, Philippines, Vietnam and Malaysia.



John Tansey in Kuala Lumpur is concerned about security. "The industry worldwide is seeing increasing numbers of security breaches that distort the free flow of goods, things like smuggling, trafficking and terrorism," he says. "Answering these threats will demand high levels of cooperation within and between business, governments and international agencies."

Simon Xu in Shanghai sees a positive link between ASEAN's need for infrastructure investment and China's promotion of an Asian Infrastructure Investment Bank. This is on top of China's own investment in roads, rails and pipelines stretching down through Burma, Lao PDR and Thailand.

Observing from Colombo, Heshan Silva sees a further strengthening of alliances and partnerships among logistics players seeking a larger footprint and greater efficiency. Meanwhile, Kenny So in Taipei is sensing the arrival of greater disruption as the Internet of Things extends its reach along supply chains. In Jakarta, Hari Krishnan, is feeling the same way, noting the rising demand for customer-focused technologies to increase visibility and control along the supply chain.

Cultural bustle

An outsider's view of Asia is one of hustle and bustle. There are deals to be done and everyone seems to have one or more on the go. Yet, when you drill down into the crowd you see that individual Asian folk don't rush much. They set a course or goal and move purposefully towards it. They are individually resilient while remaining socially cohesive.

Asia's cultural and economic momentum has for decades been all about vigorous growth and development covering individuals, nations and the wider region. This momentum may be diverted or delayed but it won't be stopped. For logistics providers, it's a wave they have to catch although given its size, it'll be hard to miss. **GW**



A REGIONAL COMMUNITY



The Association of Southeast Asian Nations was established in August 1967 with the signing of the ASEAN Declaration (Bangkok Declaration) by Indonesia, Malaysia, Philippines, Singapore and Thailand. By 1999, five more nations - Brunei Darussalam, Vietnam, Lao PDR, Myanmar and Cambodia in 1999 – had joined, bringing the total to ten Member States.

ASEAN aims to accelerate economic growth, social progress and cultural development in the region whilst promoting regional peace, stability and collaboration. Relations between Member States are in accordance with a Treaty of Amity and Cooperation which demands mutual respect for the independence, sovereignty, equality, territorial integrity, and national identity.

Vision 2020

On ASEAN's 30th anniversary, Member State leaders adopted ASEAN Vision 2020, a shared vision of the Association as a concert of Southeast Asian nations, outward looking, living in peace, stability and prosperity, bonded together in partnership in dynamic development and in a community of caring societies.

The ASEAN Community is comprised of three pillars: the ASEAN Political-Security Community, ASEAN Economic Community and ASEAN Socio-Cultural Community. The ASEAN Economic Community aims to transform the region with free movement of goods, services, investment, skilled labour, and freer flow of capital. [GW](#)

NUMBERS



39%

Asia's share of world exports of manufactured goods, with a total value of USD 4566 billion, in 2013**



USD 229 bn

China's imports of mining products in 2013*



24%

of cars produced worldwide come from China



42,857

Number of people per square km in Manila, the world's most densely populated city



USD 700+

Price per kg of Japanese Kobe beef, considered by many the world's best



90%

of rice eaten worldwide is consumed in Asia



25%

Share of intra-ASEAN trade GDP in overall ASEAN trade (2013)**



USD 44 bn

ASEAN trade surplus as exporter of manufacturing goods (2013)**



15%

Proportion of population living on less than USD 1.25 per day in ASEAN6 (Brunei Darussalam, Indonesia, Malaysia, Philippines, Singapore & Thailand) in 2010, down from 29% in 2000***

* Source: World Trade Organisation report on International Trade Statistics 2014

** Source: A Closer Look at Trade Performance, ASEAN Economic Community

*** Source: ASEAN Community in Figures – Special Edition 2014, ASEAN

NOT WANTED

We asked our Asia-Pacific Logistics managers this simple question: **“Aside from the obvious, such as bad service or non-competitive pricing, what do customers NOT want from the logistics service providers they use?”**

Here are their responses:

NOT WANTED 1

Passive responses, unable to offer alternative solution when irregularities arise, unable to update marketing information.

NOT WANTED 2

They don't want the answer 'No'. We therefore need to be even better at finding suitable competitive value propositions.

NOT WANTED 3

A weak global network.

NOT WANTED 4

Customer does not want to have “change” in the logistics service provider as it will mean a lot of headaches.

NOT WANTED 5

Poor or average IT solutions. The customers in Asia are very tech savvy and expect advanced IT solutions such as, tracking, on-line booking etc.

NOT WANTED 6

With automation, customers are invariably talking to machines and are getting frustrated. Despite the ‘advancement’ in technology that this is supposed to showcase, the fact is that your customer does not want to communicate with automated voices, and wants to connect to people, especially when there is a crisis.

NOT WANTED 7

Customers do not want to be treated as any old number, and they clearly require full visibility on where their goods are at any given time. They do not want, visibly, transparency or compliance issues to be attached to their logistics providers.

NOT WANTED 8

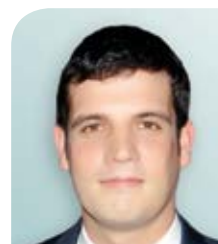
They don't want multiple contact persons, increased work load and complicated solutions.

NOT WANTED 9

Some customers hate a complicated rate structure with a long menu of charges that give the impression that the service provider just wants to (unjustifiably) make more money.

QUOTE...

“The development of new infrastructure and facilities, coupled with the recovery in regional and international trade, will give rise to a greater demand for project movements. Indonesia has announced projects to add 40,000 MW of power and project cargo handlers are likely to benefit as companies import machinery, components and other goods for these facilities.”



Francois Traversa
Managing Director of Andhika GAC Indonesia, on the outlook for the country's heavy lift sector.

...UNQUOTE

The value of our logistics adds up



Network + expertise = your advantage

It's a point of pride in GAC to specialise in meeting challenges and solving problems. For more than 50 years, we've been delivering international freight forwarding and specialised logistics services to businesses in diverse sectors, each with unique needs. With our global network of skilled people we're able to do the math at local, national, regional and international level – providing answers in thousands of locations worldwide.

See how it adds up for you at gac.com



Delivering your strategy.

 Find us on
facebook.com/GACgroup

THORCO SHIP AGENCY IN SINGAPORE

Danish shipping company, Thorco Shipping, has appointed GAC to provide ship agency services for its vessels calling at Singapore. The contract covers loading and discharging of breakbulk and heavy lift cargoes at Jurong port.

Thorco operates more than 80 multi-purpose general cargo, tweendeck and heavy-lift vessels, trading worldwide, primarily in projects and breakbulk cargoes. Headquartered in Copenhagen, it has offices worldwide including USA, UK, Germany, Holland, Brazil, Chile, Dubai, India, Singapore, China, Hong Kong and Japan.

Synergies

Mikael Hansen, Managing Director-Partner of Thorco says: "When we were looking for a partner in Singapore, we knew that GAC, with its established track record and strong safety and ethical commitment, was the right fit. We see synergies in partnering one of the leading ship agents in this region, and look forward to our greater collaboration in the future through an expansion of the current scope to include other agency work." **GW**





HI REVS

GAC PARTNERS RALLYCROSS

GAC has entered the split-second world of rally driving with appointment as official logistics partner for the FIA World Rallycross Championship.

The 2015 Championship, which debuted in Montalegre, Portugal in April, puts drivers at the wheel of 650bhp cars that can reach 60mph in 1.8 seconds – faster than Formula One cars.

GAC is charged with transporting up to 30 World RX Supercars to the 13 events that make up the Championship covering Europe, Asia, North and South America. **GW**



HSSE CORNER

HOW TO SAVE A LIFE

GAC Hong Kong's Kurt Chan practices his new life-saving skills during a first aid and cardiopulmonary resuscitation (CPR) course conducted by the Hong Kong St. John Ambulance. He was one of twelve colleagues who attended the course as part of GAC's drive to develop staff skills beyond those directly related to their work, including those that could be needed in an emergency. **GW**



COETZEE CELEBRATES NEW WINS

GAC-sponsored golfer George Coetzee has celebrated two new European Tour titles in the space of two months.

In March, the South African won the Tshwane Open at his home course at Pretoria Country Club. Then, in May, he claimed the title at the AfrAsia Bank Mauritius Open, and moved up the world rankings to Number 52.

Coetzee now has a trio of European Tour titles under his belt, having claimed his first at the Johannesburg Open last year. **GW**



GOLFING YOUTH JOIN GAC SPORTS



Three young golfers have joined GAC's sporting ambassador list.

2014 rookies of the year Chesson Hadley (USA) and Amy Boulden (Wales) and South Korea's Byeong Hun An join the group of GAC-sponsored golfers that includes South Africans George Coetzee and Richard Sterne and Englishmen Graeme Storm and Chris Wood.

Boulden, 21, chipped her way up the Ladies' European Tour rankings last year with a first professional tournament victory at the Gams-Werdenberg Golf Club. Three top five and several top 20 finishes put the young Welsh star finish 18th in the Order of Merit and take the Rookie of the Year title.

Left-handed Hadley, 27, plays golf right-handed. But that hasn't prevented him from being labelled one of America's most promising golfers. In March 2014, he won his maiden PGA title at the Puerto Rico Open and picked up the US PGA Tour Rookie of the Year award in October.

In 2009, 23-year-old An won the United States Amateur Championship. He started 2015 with a hole-in-one at the HSBC Abu Dhabi Masters and finished in joint twelfth place. He then tied for fifth place at the Qatar Masters. In late May, he won his first professional title, at the BMW PGA Championship in Wentworth, Surrey.

GAC Group Marketing Director, Sean Bradley, says: "The addition of Amy, Chesson and Byeong mirrors our desire as an organisation to support the finest talent on a truly global stage."

GAC also sponsor professional British professional cycling team Team Raleigh-GAC, NFL side Jacksonville Jaguars, NBA side Houston Rockets, Le Mans driver Alex Brundle and professional sailing teams in the World Match Racing Tour and the Extreme Sailing Series. **GW**

APPOINTMENTS

GAC GROUP MANAGEMENT



William Hill

Executive Group Vice President – Oil & Gas

Previously

Group Vice President – Commercial



Christer Sjödoﬀ

Group Vice President – Commercial

Previously

Group Vice President – Solutions

GAC CORPORATE HEADQUARTERS, DUBAI



Emma Holt

Group Corporate Secretary

Previously

Senior Company Secretary, Clyde & Co LLP, Dubai, U.A.E.

GAC NORWAY



Ole Fredrik Torpe

Agency Manager

Previously

Shipping Marketing Manager

GAC SHIPPING MARKETING, DUBAI



Mani Balakrishnan

Marketing Manager, Shipping (Middle East & India)

Previously

Business Development Manager for GAC Dubai

GAC MARINE TURKMENISTAN



Juma Akiyev

HR and Administration Manager

Previously

Business Service Manager for ExxonMobil in Turkmenistan

GAC GREECE



Socrates Zorbas

Assistant General Manager

Previously

Logistics Manager



Lefteris Voyiatzis

Sales and Operations Manager, Logistics Services

Previously

Sales Executive, Logistics Services

GAC SHIPPING MARKETING, SWITZERLAND



Kostas Kakaris

Senior Marketing Manager – Shipping, responsible for Switzerland and Italy

Previously

Shipping Marketing Manager for oil & gas and Switzerland/Italy, based in Greece

GAC BUNKER FUELS, DUBAI



Colin Holloway

Global Trading Manager

Previously

Bunker Manager/Oil Trading Manager at Fairdeal Marine Service, Fujairah



Natasha Saini

Bunker Trader

Previously

Bunker Trader at OW Bunkers, Dubai

GAC BUNKER FUELS, SINGAPORE



Rafe Liam

Bunker Trader

Previously

General Manager (Marine Fuels) at Gemoil (Singapore) Pte Ltd

GAC UK



Fergus Poole

Cruise Manager

Previously

UK & Ireland Port Agency Manager for Intercoastal Shoreside and Port Services

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Want the contact details for a GAC office or staff member?

Please visit the Contacts section of www.gac.com

Back copies of GAC World are available for download at www.gac.com/magazine.



The GAC stand proved to be a big crowd-puller at Sea Asia 2015. Among the visitors were Lianhung Han Tan and Erik Budiman of Trust Energy Resources Pte Ltd (TATA Power), seen here with GAC Marketing Manager Jimmy Liak (centre).

HULLWIPER DEBUTS AT SEA ASIA 2015

GAC's eco-friendly, diver-free hull cleaning technology made its Asian debut at Singapore's Sea Asia exhibition this year, heralding its operational debut at one of the world's busiest ports.

The HullWiper Remotely Operated Vehicle is now available to vessels in Singapore through GAC EnvironHull's local partner, T&T Salvage Asia. T&T will be the exclusive service provider for the promotion and supply of hull cleaning services using the HullWiper in Singapore and Malaysia.

Performance

A clean hull significantly raises vessel speed and performance by reducing resistance. This in turn lowers fuel consumption and carbon emissions. However, traditional hull cleaning methods using divers with brushes are risky, costly and environmentally messy.

A clean hull significantly raises vessel speed and performance by reducing resistance. This in turn lowers fuel consumption and carbon emissions. However, traditional hull cleaning methods using divers with brushes are risky, costly and environmentally messy.

HullWiper cleans about five times faster than conventional cleaning methods. Residues and harmful marine growths are captured during cleaning and disposed of onshore in an environmentally-friendly manner. No more discharging into the sea as done using traditional methods. **GW**

PROFIT AND SUSTAINABILITY

GAC's Group Vice President – Commercial, Christer Sjødoft, delivered a keynote speech to the Conference highlighting the need for the shipping sector to change its mindset and adopt green technology, both for profit and for sustainability.

"Shipping people with open minds to new green technologies and new business methods will be the deciding factor in how well the shipping industry embraces the changes that are needed to save fuel, cut emissions and improve efficiencies," he said.

"As regulations grow tighter and margins grow thinner, we can either throw our hands up in despair or we can see the growing pressure as an opportunity. We at GAC prefer to see it as an opportunity."



To see the reception HullWiper received at Sea Asia 2015, check out <https://youtu.be/2YxrOZcvW24>