

THE E-JOURNAL OF PORTS AND TERMINALS

EDITION HIGHLIGHTS

- Saudi Arabia's mega container hub
 - Exploring port expansion in 2020
 - Gulftainer CEO sets out strategic growth
-



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FROM THE **EDITOR**

There is a never-ending ambition across the container shipping industry – driven by necessity - to handle greater amounts of cargo and this has not been dampened by the impact the global COVID-19 pandemic.

There is a demand throughout the ports and terminals industry to optimise operations, prepare for the call of larger vessels and increase TEU throughput. All of this encourages investment and expansion for ports.

Through this edition of the Journal we explore what some of the key expansion initiatives are.

We all know the likes of the Port of Singapore, Rotterdam, Shanghai and Jebel Ali are some of the largest port in the world, with many labeling them the industry's mega-ports.

Beyond these locations there are plenty of ambitious expansions ongoing. In Saudi Arabia at the King Abdul Aziz Port in Dammam there are plans to create a new mega container hub. This falls in line with the Kingdom's wider Vision 2030 government initiative which looks to move the Saudi economy away from its reliance on oil.

The project is an example of substantial growth with the capacity in TEU expected to increase by 120%.

Meanwhile, ports in India are also continuing to expand with the

government investing in a new mega-port in Vadhaven, a strategic location for the movement of goods.

We are also seeing the continued development of the Tuas mega-port in Singapore which shows how one port will surely set the benchmark for mega-ports going forward.

With the ongoing expansion plans there is also a need to consider how these facilities will be kitted out. In this edition of the Journal the International Cargo Handling Coordination Association (ICHCA) explains what should be taken into consideration in terms of equipment such as ship-to-shore cranes and beyond.

There is also the real option of retrofitting which can expand a port's capacity without a complete overhaul of equipment.

Finally, PTI speaks to the new CEO of Gulftainer, one of the largest privately owned port and terminal operators, and his plans for strategic growth and expansion.

While these may not be mega-ports as such it is still important to consider how expansion can be carried out across various sizes of ports and terminals and what the priorities are.

Growth and expansion are key for ports to stay on top of their game in today's climate and it is good to see that these projects have not been scuppered by the affects of COVID-19.

Beth Maundrill
Editor

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PORT EXPANSION IN 2021: ARE MEGA-PORTS THE ANSWER?

This year has been a tumultuous one for the maritime sector and while ports and terminals have started to recover, volume is considerably below what it was in 2019, with some suffering double digit year-on-year (YoY) declines.

However, this uncertainty has not yet curtailed expansion plans, even in countries hit hardest, and projects to increase container volume and build so called mega-ports remain on schedule.

There is still a bold ambition across the port sector to make themselves ready for the world's largest vessels.

Doing so requires a multitude of things, such as increasing the length of harbours, deepening berths and in some cases building new terminals from scratch.

It also requires expanding or replacing fleets of container handling equipment and making yard operations more efficient. Additionally, ports and terminals also need to improve data processing and transparency.

Modern operational planning tools, which have been utilised most notably in ports in China, allows equipment to handle mega-ships 24 hours a day. This is particu-

larly important with the latest generation of mega-ship fleets, such as the one launched by HMM earlier in 2020, which includes the HMM Algeciras, the largest vessel in the world with a capacity of 23,964 TEU.

A mega-port does not exclusively mean a port of substantial size but can also refer to one which successfully utilises its location and boasts advanced smart technology. Examples include the Port of Rotterdam but also Singapore, Jebel Ali and Busan, all of which have invested massively in smart technology and increasing TEU volume.

Ultimately, a mega-port has three key components: the amount of TEU it handles, its importance to the national economy and supply chain, and its sheer size.

The development of a mega-port is driven by a multitude of factors, but the main accelerators are mega-ships, the proximity of cities and the changing business model of ports and role in the supply chain.

The combination of bigger ports and bigger vessels mean an even greater concentration of trade in the hands of a few operators, authorities and carriers that can afford to keep up with the pace of global trade.

This could, on the face of it, mean only established economies and countries will house mega-ports in the long term. However, as new economies emerge, so do cities, and these cities can be constrained by existing ports that sit on valuable real estate.

Therefore, building new ports in some instances makes sense as it allows cities to grow; cities which have a market and economy with consumers and exporters that only a mega-port can accommodate.

ONGOING EXPANSION

Mega-ports can also revitalise a country's maritime industries and economies. Indian ports have suffered from severe congestion since the outbreak of COVID-19, with containers left in the yard of its biggest ports, such as Jawaharlal Nehru Port Trust (JNPT) and the Port of Chennai, unable to move due to Bills of Lading left unsigned. This has only worsened after China resumed exporting in large numbers in the summer of 2020.

There have been suggestions that blockchain could be utilised to prevent use of physical paperwork, but India's priority has

been to keep increasing its maritime infrastructure

The Indian government announced in 2019 that it plans to build a new mega-port at Vadhaven to make the most of its location on some of the world's biggest shipping lanes.

The proposed port will, based on current plans, break the dominance of those in the Far East and Southeast Asia, and leapfrog Hong Kong into seventh in the list of the World's busiest, just behind Busan, South Korea.

It will have an annual capacity of approximately 20 million TEU and cost more than \$9 billion to build. While it will also overtake the JNPT as the biggest and busiest port in India, Vadhaven will be designed to ease pressure instead of competing with it.

The US was also hugely affected by the pandemic and its major West Coast ports are still only beginning to recover. The US Department of Transportation has unveiled a series of major investments to improve the country's domestic supply chain. Despite the uncertainty, port expansions remain uninterrupted.

For example, South Carolina Ports (SC Ports) will soon open the Hugh K. Leatherman terminal, the first new container terminal in the US since 2009, in order to handle the largest ships in the world.

To do so it has ordered the largest ship-to-shore (STS) cranes to ever operate on the US East Coast. The new terminal will open in March 2021 and will complement other modernisation projects taking place across SC Ports' operations, such as at the Wando Welch terminal.

SMART AND SUSTAINABLE COMPETITION

As well as meeting unrelenting demand, another challenge for the maritime sector is cutting CO2 emissions in the post-COVID world.

In that regard it is the carriers that have led the way by building larger vessels that can run on environmentally friendly fuels, such as liquefied natural gas (LNG).



It is not only the size of ships that has changed but also the business model. Carriers have shifted their businesses from a port-to-port approach to an end-to-end one, which means they are looking to assume a greater role in the supply chain.

Equally, cargo owners are also trying to optimise their logistic chains and process and get better value for money. Consequently, ports are at risk of being left behind as all other stakeholders look to get goods to market as fast as possible.

Ports therefore have had to adapt, increase in size and capacity, and utilise digital and smart technologies to remain competitive and retain their position in the supply chain.

The biggest mega-port project of all, Tuas in Singapore, is a good example of that. Upon completion it will be the largest, fully automated mega-port in the world with an annual capacity of up to 60 million TEU. On current traffic, it will easily surpass Shanghai as the biggest port on Earth, which handled 43.3 million TEU in 2019.

A port the size Tuas has become necessary for reasons already stated, but it could also become a driver of growth elsewhere

and encourage further projects.

Port authorities and terminal operators in neighbouring countries are looking to expand their own operations and make smart technologies to speed up the handling and processing of cargo.

The Port of Tanjung Pelepas (PTP) in Malaysia, for instance, has increased considerably in size and rapidly advanced its technological capabilities this century as it looks to compete with the Port of Singapore.

It has initiated a project to double its capacity from 12 million to 30 million TEU and use AI-enabled equipment to do so.

As volume fluctuates at the world's biggest gateways and hubs, carriers have for the most part enjoyed increases in revenue, thanks to high freight rates and low oil prices, and they look set to continue meeting demand for the near future as fleets get bigger.

While there remains severe uncertainty in the market, an ever-present challenge is meeting demand. If they are to do so, port across the world must keep up and a new era of mega-ports could be the answer.

Written by Max Schwerdtfeger



“THERE IS STILL A BOLD AMBITION ACROSS THE PORT SECTOR TO MAKE THEMSELVES READY FOR THE WORLD'S LARGEST VESSELS.”

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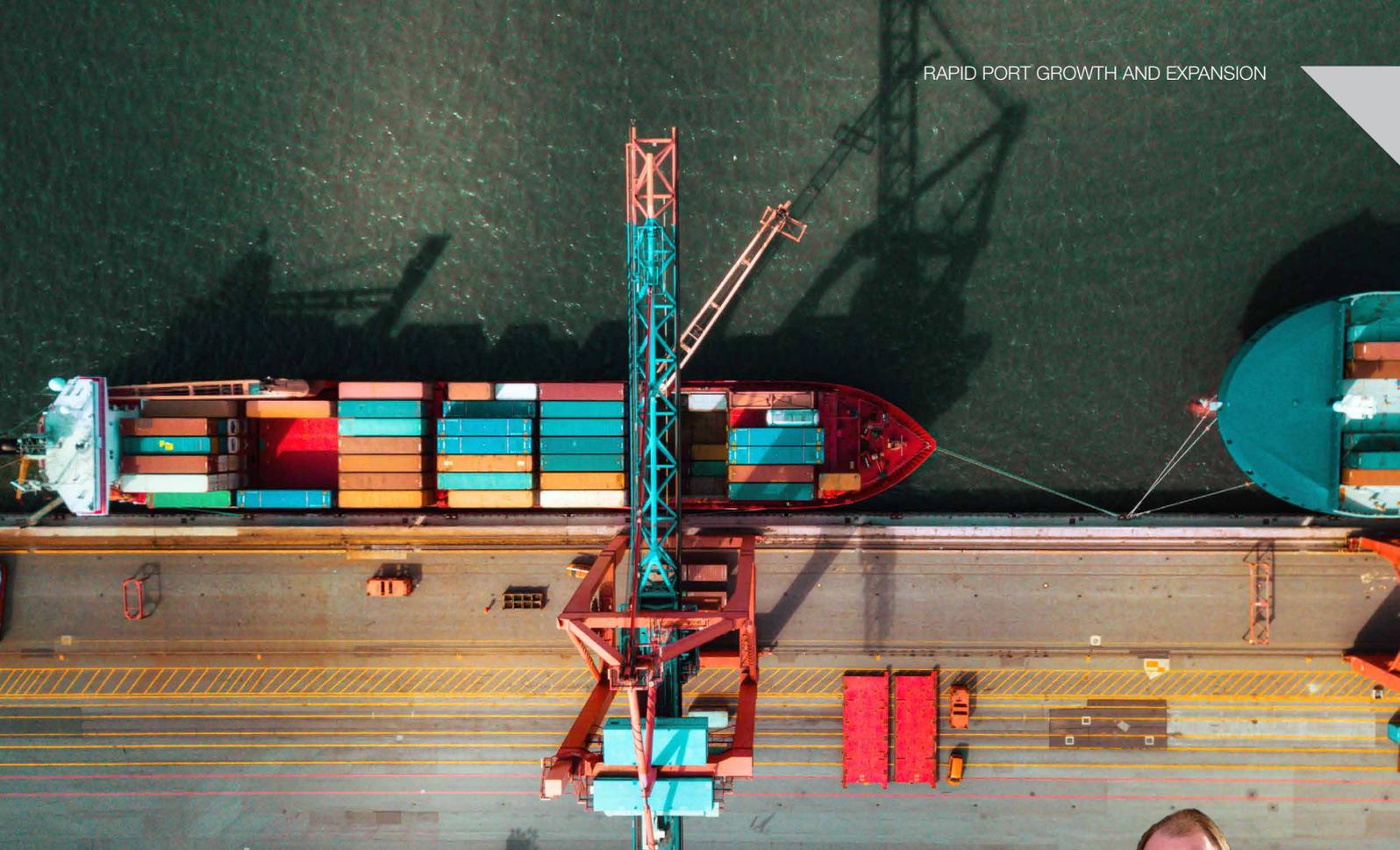


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CARGO HANDLING AND EQUIPMENT SUPPLY IN MEGA-PORTS



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Richard Brough, Head of the International Cargo Handling Coordination Association (ICHCA) International

As the name implies, “mega-ports” suggests modern terminals with multiple ship-to-shore (STS) cranes and a myriad of other pieces of handling and servicing equipment.

Mega-ports have followed on from the massive increase in trade that the world has seen over recent decades. This prompted ship owners and operators to look for ever increasing economies of scale – the advent of the new era of “mega container vessels” of course, and this has resulted in mega-challenges for ports, terminals and their suppliers.

Coupled with uncertainties brought about by the COVID-19 Pandemic the industry has been overwhelmed to an extent as it was already facing a set of complex challenges such as:

- Decarbonisation
- Helping vessels meet their emissions targets
- Just in Time Deliveries

- Productivity increases
- Re-skilling the workforce to deal with emerging and innovative technologies

Disruption in trade brought about by the pandemic has made investment decisions even more difficult. Port and terminal operators are sometimes faced with having to invest in new plant and equipment with a return on investment (ROI) that has a longer duration than the concessional rights to run the terminal (if it is not their own) that they have been awarded by the port authority or owners.

Those investment decisions are further complicated by the nature of today’s market and the solutions being offered. A new STS crane to service the new breed of mega-carrier, such as the MSC Gulsun class or HMM Algeciras class, is altogether a different prospect to what might have been specified and purchased just a decade ago.

To service a vessel with 24 TEU across and 12 TEU below and 12 TEU on deck requires a lift-height approaching approximately 60m, a boom of 80m and hoist and trolley speeds far in excess of anything required before. This consequently increases the costs significantly and creates a major headache for the operator and the maintenance teams.

SOLUTIONS ON OFFER

Of course, solutions exist, semi or full automation to assist the operator, or even remote operations from the control room. Sophisticated sensor networks in the machine itself monitoring all the potential failure points, gearbox, drives, hoist, gantry and trolley motors etc. and even “intelligent” hydraulic hoses that can tell the maintenance team when they are about to fail.

Solutions though, also bring their own challenges. Does the intelligence system

in the crane interface with the terminals? Is there a requirement to install expensive middleware? Are the data sets compatible? Can the maintenance team understand the data provided so they can make the appropriate interventions? The suppliers of course tell us all this is possible and of

“COMPANIES CAN NO LONGER WORK IN SILOS, THE WHOLE TEAM NEED TO BE THINKING AS ONE, AND THAT INCLUDES THE IT DEPARTMENT.”

course it is, but can you get all this from your OEM supplier or do you need multiple layers of solutions to make it all work, and better still improve your productivity and reduce your maintenance and whole of life costs for the equipment.

Faster, higher, stronger, longer generally means increased cost. Machine learning development and the greater use of artificial intelligence (AI) in services such as predictive maintenance will certainly help. The use of such intelligence to augment the operation will also lead to productivity improvements, but generally at greater cost.

Of course, this all requires new skills from the planning, operations and maintenance teams and a new way of thinking from the procurement team. Companies can no longer work in silos, the whole team need to be thinking as one, and that includes the IT department.

Suppliers need to adapt too, they need to be much more closely integrated with the end-user and try to understand exactly what it is that will be the right solution for that purchaser who may well be spending \$10 million or more on one piece of equipment.

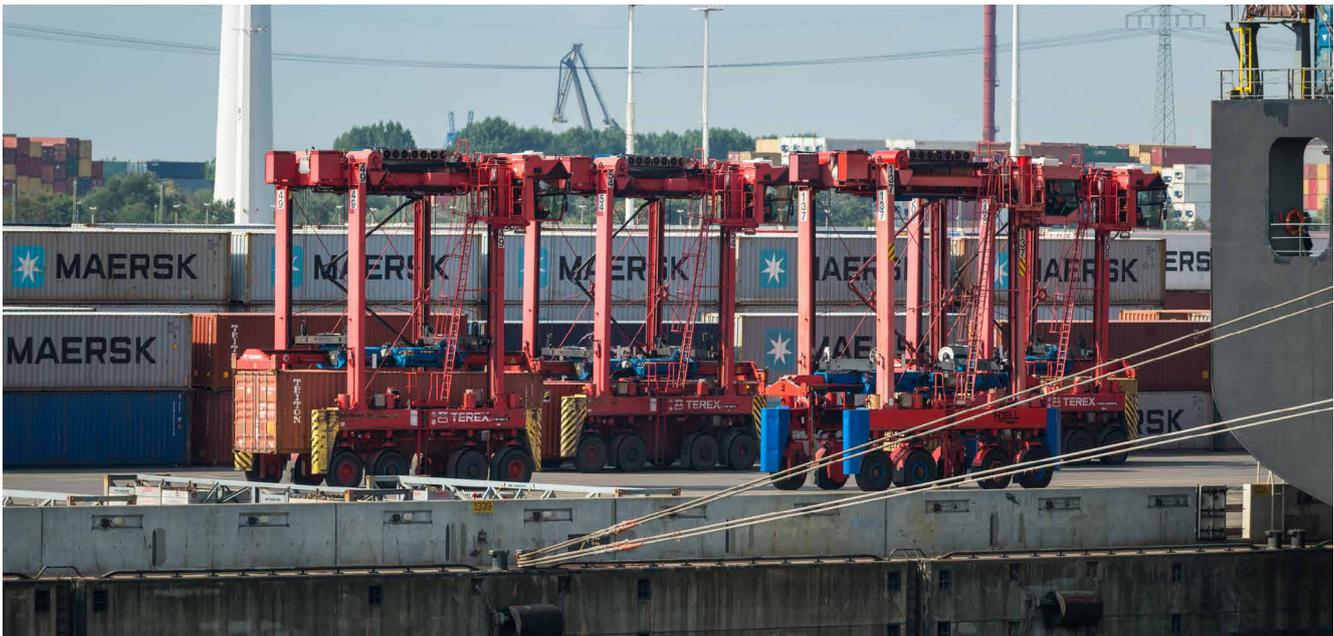
THE REAL OPTION OF RETROFITTING

In some terminals it is simply not possible to install these new STS cranes, or even automated yard equipment. Therefore, retrofit solutions are necessary, i.e. heightening existing STS cranes to be able to take larger vessels but still operate within the confines of the available apron space and the quay loadings under the crane rails. One important factor that gets over-looked is that you simply cannot keep throwing more cranes into the vessel operation because you will be unable to get them all working together in the available length of the vessel and the hold configuration.

Getting the containers on and off the vessel is one thing but there must be an effective solution on the land side, both in the yard and the interface with the road and rail side. Not much point in discharging containers at 35+ per hour per crane and then you have a bottleneck in the stacking yard or a 4km queue of lorries waiting to collect, especially if they have come for just in time cargo.

As a result, a “total” solution is the name of the game and each component part of the system must work in harmony. The





“FASTER, HIGHER, STRONGER, LONGER GENERALLY MEANS INCREASED COST.”

piece-meal approach of buying different pieces of handling equipment and trying to make them all work together is a thing of the past.

Total whole-of-life solutions are also important. What is the life cycle of the equipment expected to be given the trade levels you are handling now and what they are expected to be as volumes will inevitably start increasing again once we are through the pandemic? They have already started increasing in China, but much will depend on the economic recovery in the rest of the world. Coupled with that is the move to more resilient supply chains that can react more quickly and be less affected by disruption on a global scale.

DIFFICULT DECISIONS AND THINKING DIFFERENTLY

These all make decisions difficult, so innovation and technological solutions to today's challenges will continue to develop. Ports themselves are becoming smart by the use of such technology, sensor networks throughout the port, the hinterland and the equipment played out in real time (or even in digital twins) offer serious advantages. Data collaboration through port call optimisation (PCO) and collaborative decision making unite the key entities together and will assist terminals become more efficient and enable vessels to meet their emissions targets.

Further, ports need to think about their own carbon footprint and the move to electrification in their purchasing decisions.

The challenge of Covid-19 has made suppliers think differently too. They are now investing serious money and time into remote-commissioning, remote surveys and maintenance. Some suppliers for instance are looking at augmented reality to help on-site engineers be supported by experts thousands of miles away. In addition, drone inspections of hard to reach structures are becoming commonplace especially as STS cranes can be up to 100m high.

Smart components are appearing to help engineers predict when maintenance or swap-out is required rather than suffer unexpected down-time. Coupled with the greater efficiency gained from ever more intelligent equipment, maybe users do not have to purchase the same amount of yard equipment today to achieve a greater throughput than they did yesterday.

What the new normal will be, we will realise in time, but the signs are already there, and we have touched upon many of them here. The future is in the hands of those who embrace the emerging and developing technologies and factor those considerations into the way they look at their operations, the expected and future cargo flows and the equipment they need to realise their full potential.

ABOUT THE AUTHOR

Captain Richard Brough OBE BA has had a career spanning over 50 years starting with the Merchant Navy in 1969. Previously he was MD of one of ABP's stevedoring companies. In 2004 he left to set-up his own company; Brough Marine Limited; offering professional advice to global companies involved in the Ports and Logistics sector. This led to him providing the Technical Advisory service to ICHCA International, becoming its CEO in 2013. He was awarded an OBE in HM The Queen's New Year's Honours List in 2011 for services to learning and skills in the industry.

ABOUT THE ORGANIZATION

ICHCA is an independent, not-for-profit organization dedicated to improving the safety, security, sustainability, productivity and efficiency of cargo handling and goods movement by all modes and through all phases of national and international supply chains.

ICHCA International operates through a series of autonomous national and regional chapters – including ICHCA Australia, ICHCA Japan and ICHCA Canarias/Africa (CARC) – plus Correspondence and Working Groups to provide a focal point for informing, educating, networking, shaping and sharing industry views to improve knowledge and best practice across the global cargo chain.



A NEW MEGA CONTAINER HUB FOR SAUDI ARABIA

Strategically located in the Persian Gulf, the King Abdul Aziz Port in Dammam is Saudi Arabia's main east coast port. It provides a huge amount of services for the Kingdom's oil industry but is also undergoing a major expansion plan within its container terminals.

The port consists of 42 berths, eight of which service the First and Second container terminals the port is linked by rail to the nation's capital Riyadh. It is considered the main gateway through which cargo from all over the world reaches the Eastern and Central Provinces of Saudi Arabia.

From 1 October 2020 Saudi Global Ports Company (SGP), a joint venture company formed between the public investment fund of Saudi Arabia and PSA International, assumed the management of both the First and Second container terminals from the Saudi Ports Authority (Mawani).

Since the signing of the Build, Operate and Transfer (BOT) agreement on 13 April 2020, Mawani and SGP have worked closely on various activities including manpower retention, transfer of assets, engagement of the port community, and collaboration with stakeholders like Tabadul and Customs Authority.

In a statement on the signing of the BOT agreement on 5 October Mawani said, SGP's development and modernisation plans will integrate both container terminals into a mega container hub, capable of competing globally and well positioned for the future.

The agreement falls in line with the Saudi Vision 2030 government initiative which in part looks to transform Saudi Arabia's unique location into a logistical competitive advantage and diversification of the Kingdom's economy.



A spokesperson for SGP told PTI that the modernisation plan will and increase the port's capacity to an estimated annual handling capacity of 7.5 million TEU, representing a 120% increase in capacity, when the planned expansion works are fully completed.

In addition, SGP has been identified as one of the logistics champions in the National Industrial Development and Logistics Program (NIDL) in the Saudi Vision 2030 initiative.

The NIDL aims to transform the Kingdom of Saudi Arabia into a "leading industrial power and an international logistics platform in a number of promising areas" according to government literature. All of this is with a focus on Industry 4.0 technologies.

As a global logistics hub, the NIDL focuses on creating an export platform, developing a regional distribution platform, and establishing an efficient internal distribution network to enable industry and service supply chains.

MODERNISATION PLAN

As part of the modernisation of the King Abdul Aziz Port container terminals SGP has advanced the purchase and commissioning of more than 200 new handling equipment to facilitate smooth operations at both terminals, this in addition to equipment already transferred from Mawani to SGP.

"We will be investing in new quay cranes, IT system and other equipment to handle the next generation of largest container vessels which require higher productivity to turn them around," the spokesperson added.

In June 2020, the Port of Damman received the COSCO Shipping Aquarius which resulted in the handling of a record 12,691 TEU at the port, marking the highest volume of TEU ever handled from a single vessel in Saudi Arabia.

The call of the COSCO Shipping Aquarius, one of the largest vessels in the world with a capacity of 19,273 TEU, highlighted Saudi



Arabia's growing strength in the container shipping and ports industry.

SGP said the move to make a single entity rather than operating two separate container terminals aims to harness the economy of scale to raise the operational and logistical performance level and develop the infrastructure of King Abdulaziz Port to become a leading regional port.

The expansion will cost SGP an estimated SAR 7 billion (\$1.8 billion), the single largest seaport investment by a sole operator under a public private partnership in Saudi Arabia.

SGP will be conducting a series of civil rehabilitation projects to improve the condition of First container terminal, the spokesperson explained. For the Second container

terminal, Saudi Arabia will be conducting a series of studies to extend another 225m of berth length and additional quay cranes.

According to Mawani, the King Abdul Aziz Port's focus is to be a distinguished hub on the national, regional and international levels, in terms of cargo handling, to serve importers and exporters, as well as in terms of logistic services, and maritime industry.

While the date of completion of the modernisation plan has not yet been disclosed the efforts will serve to meet the focus of the King Abdul Aziz Port, the goals of SGP and encourage the economic diversity set out in the Kingdom's Vision 2030.

Written by Beth Maundrill



“THE MODERNISATION PLAN WILL AND INCREASE THE PORT’S CAPACITY TO AN ESTIMATED ANNUAL HANDLING CAPACITY OF 7.5 MILLION TEU.”



A FRESH STRATEGY FOR GROWTH AT GULFTAINER

Interview with Charles Menkhorst, CEO, Gultainer

Appointed the new CEO of Gultainer in July 2020, Charles Menkhorst has been tasked with growing one of the largest privately owned, independent, port operators in the industry.

No small task but Menkhorst has a clear path forward already set out which he explained to the Port Technology International in a recent, exclusive, interview.

"First, I see Gultainer as a port development and port management company," he explained, "We are a captive gateway to the immediate hinterland and have established ourselves in strategic locations. We are making sure we establish ourselves in strategic locations in ports that have great access to the immediate hinterland and access that can be from the water, by rail and by road."

Gultainer manages numerous port terminals from its home base in the UAE as well as internationally across Iraq, Lebanon, Saudi Arabia and the US.

Going forward the company plans to put a lot of emphasis on its connection with

gateway ports that serve a strong captive hinterland.

Another area of growth will be to move up more within the supply chain, Menkhorst explained.

"Our ambition is not only to be a port operator and a port manager but really taking our clients by the hand and providing them with a seamless supply chain and maritime supply chain solutions. I always like to mention the word maritime supply chain solution because to us it means a solution that involves one of our ports."

He added however, one thing the company is not pursuing is the idea of opening warehousing in areas where it does not have any port activity.

Menkhorst said that the idea of a seamless supply chain solution had already been explored domestically by the company in the UAE with Gultainer's collaboration with its subsidiary Momentum Logistics which offers a suite of supply chain management solution including transportation, freight forwarding, warehousing,

logistics cities and container services.

The idea is now to roll this concept out internationally and to develop supply chain forwarding capabilities that are closely linked to our port infrastructure, according to Menkhorst.

ORGANIC GROWTH

To achieve this expansion into the supply chain Menkhorst said the company would be focusing on organic growth rather than the acquisition of companies.

"There is tremendous growth potential within Gultainer, for example if you look to the UAE we have our ports, we have our forwarding business, we are developing our free zone logistics park and with Momentum we have a great logistics partner across the GCC [Gulf Cooperation Council]," Menkhorst said.

"So rather than going out and buying companies left and right we would like to work ourselves to implement this to our own satisfaction. We want to demonstrate to our clients that we can provide these

value-added solutions and that is what we want to develop in-house.”

The next stage of development and acceleration could consider an acquisition path however this is not something that the company is exploring just yet, Menkhorst explained.

With the strategic growth that is being planned for the company there will be the implementation of various technologies that will enable the development that Menkhorst has described.

“I have been very impressed in the way that GulfTainer is organised in its IT. We really have our act together both in the terminals and the head office, all the processes you can imagine from the financials to the HR to your commercial and operations is all very well integrated and automated. I was very impressed.”

The company’s administrative and transactional processes are well automated and the next step is to do it more proactively. Menkhorst highlighted exploring the artificial intelligence path the company needs to take through supply chain management and optimization.

“Managing the day-to-day operations is one thing but really developing tools and functionalities to proactively manage and optimize operations is now the direction we are taking,” he said.

“There are companies around us that have unlimited pockets and budgets but that is unfortunately not, but maybe also fortunately, not the reality for us and it forces us to pick our battles and think it through very carefully.

“We are doing it in a different way and instead of throwing huge amounts of money



and trying to re-invent the wheel we are doing the opposite and we are opening the door and inviting companies to join us.”

FUTURE OF THE PORTS

One of the projects Menkhorst will be leading on is the Future of Ports Startup Challenge 2020 which was launched in July.

GulfTainer has partnered with the Global Silicon Valley labs (GSVlabs) to engage startups in five unique areas of opportunity where GulfTainer is pursuing new solutions: The Internet of Things and Robo-Doctors; Artificial Intelligence and Autonomous Drones; Big Data and Advanced Analytics; Blockchain and Bring Your Own Idea.

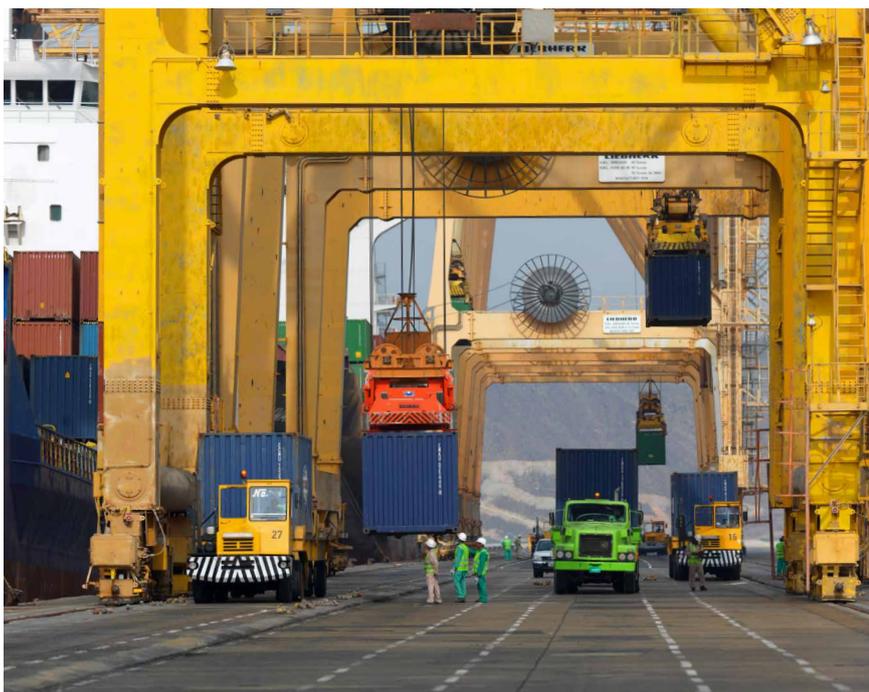
This initiative now sits under the GulfTainer Innovation Board.

The Startup Challenge is exploring hundreds of initiatives that are currently on the market and companies have submitted these within the five unique areas.

“Those initiatives are now being reviewed, we have created a shortlist and in the end for each of those five categories we will invest in one initiative and invite them to help us improve our performance going forward.”

As of October 2020, the Challenge was in the third round of review and the awarding of investment is expected from January 2021.

GulfTainer is also looking to invest in people as it wants to bring in two industry experts to its team which will help it optimize its best practices, these individuals are expected to be brought in in early 2021.



“INSTEAD OF THROWING HUGE AMOUNTS OF MONEY AND TRYING TO RE-INVENT THE WHEEL WE ARE DOING THE OPPOSITE AND WE ARE OPENING THE DOOR AND INVITING COMPANIES TO JOIN US.”



LOCATIONS AND PORTFOLIO EXPANSION

As mentioned Gulftainer has multiple locations across the Middle East and North America. One location is in the port of Tripoli, Lebanon, which saw the neighboring Port of Beirut experience an explosion on 4 August 2020, which destroyed much of the Port area.

Menkhurst said that immediately after the impact of the explosion the Port of Tripoli did indeed experience an increase in container traffic as many carriers diverted cargo but now things have settled back to normal. While the grain silos and other warehousing at the Port of Beirut was largely destroyed, the container terminal was with limited damage.

However, Menkhurst argued that Tripoli continues to be an attractive alternative to the Port of Beirut because unlike the Beirut location, which is locked in by the city, Tripoli has the option for expansion. While unable to mention any current investment plans at the Tripoli site he said that it does have development and growth potential.

In 2012 the company was awarded the concession in the Port of Tripoli to oper-

ate and develop the container terminal under a 25 year agreement and began with an initial investment of over \$60 million in new equipment and machinery, including three ship-to-shore gantry cranes, nine yard cranes and the latest technology in other container handlers and yard management systems.

Meanwhile, in the US the company operates two locations, Canaveral Cargo Terminal in Florida and the Port of Wilmington in Delaware.

“Our business model is focusing on those midsize captive ports, well located and towards the hinterland. Therefore, we become a great company for access to and from the hinterland both for import and export.

“We have these two ports in the US and there is defiantly the ambition to increase our presence in the US and North America further,” he confirmed. “But we are being very selective, and we know where we can add value, I think we are great operators and can be great partners to those in the hinterland.”

“We are a partner that is in there for the long term,” Menkhurst concluded.

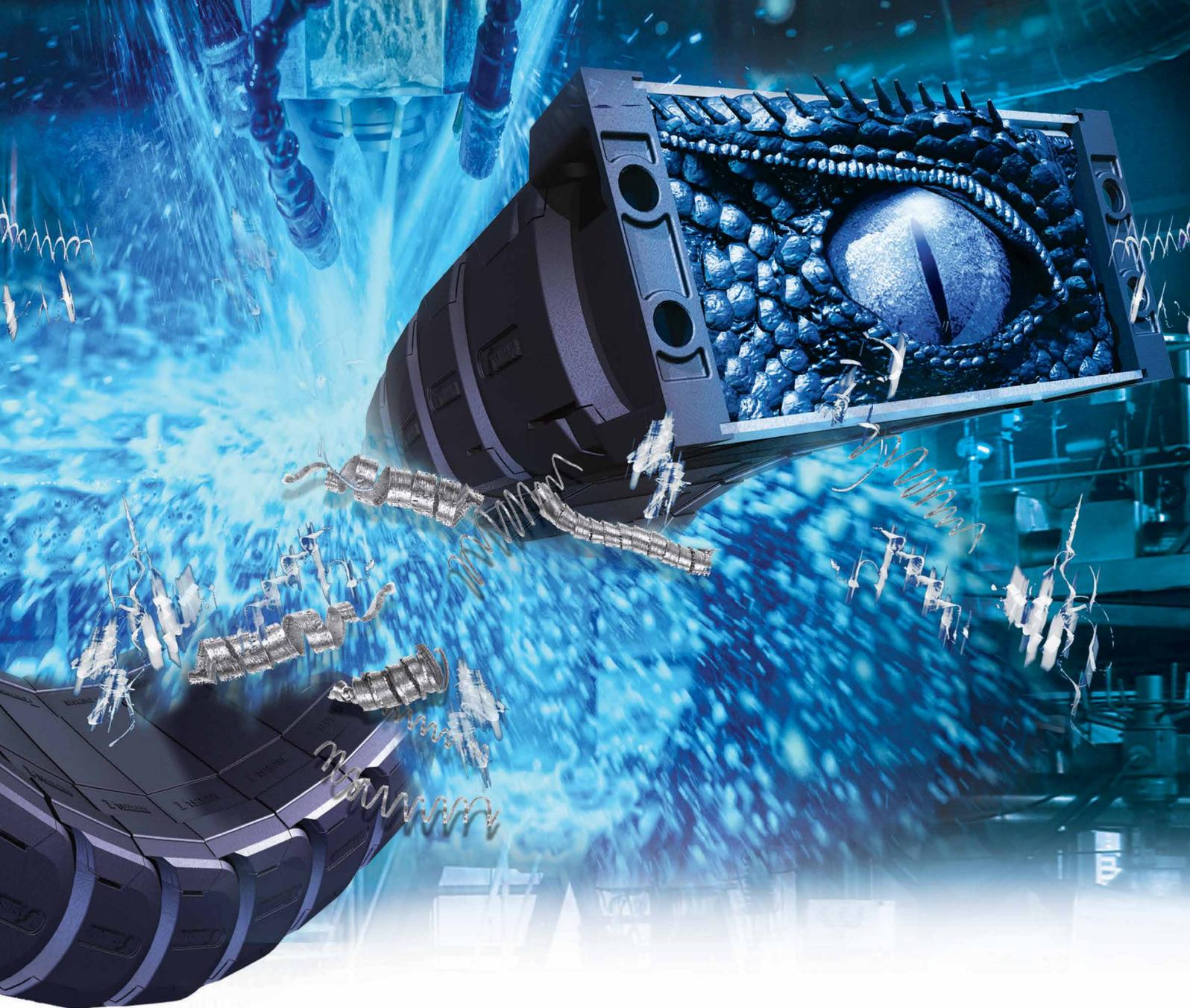
ABOUT THE ORGANIZATION

Gulftainer is the world’s largest privately owned independent port operator. Established in the emirate of Sharjah in 1976, the rapidly expanding ports and logistics company has built up a strong presence in various parts of the world.

In the UAE, the company operates two main ports on behalf of the Sharjah Port Authority – Sharjah Container Terminal (SCT) and Khorfakkan Container Terminal (KCT).

Outside the UAE, the Gulftainer Group operates and manages ports and logistics businesses in several countries including Iraq (Iraq Container Terminal, Iraq Project Terminal and Umm Qasr Logistics Centre) and Lebanon (Tripoli Container Terminal). In Saudi Arabia Gulftainer operates the Jubail Industrial Port and Jubail Commercial Port. The company’s latest facility, Canaveral Cargo Terminal in Florida, USA, opened in June 2015 following the signing of a 35-year agreement that made Gulftainer the first port management company from the Middle East to operate in the United States. In September 2018, GT was granted exclusive rights to operate and develop the Port of Wilmington for 50 years.

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