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Kanchan R. Vora

# THE SUPPLY CHAIN AND LOGISTICS Link

Director SCLG  
Kanchan R. Vora  
Kanchan@sclgme.org

Contributing Editors  
Ali Al Jallaf  
Dr. K.M. Madrecha  
Ravi Subramanyam

Art/Production  
Gracie Morgan

Production Assistant  
Anthony Romero

Photographer  
Biju

Advertising & Marketing  
admin@sclgme.org

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PRODUCTION AND  
CONTENT CO-ORDINATION  
Supply Chain and Logistics  
Group (SCLG)

P.O. Box 124907, Dubai (U.A.E.)  
Telephone : +971 4 2877184  
Email : mail@sclgme.org



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# LOGISTICS

## GAC Dubai goes live with specialist storage solution to ensure food quality

**G**AC Dubai Contract Logistics is using HVAC (Heating, Ventilation & Air Conditioning) technology to respond to its customers' needs for specialist storage to prevent tainting between foodstuffs.

Its new 1,700 pallet specialist facility in Jebel Ali is dedicated to goods that emit a strong scent which can affect other foodstuffs. To avoid tainting, the room in which they are stored is sealed air tight and maintained



under negative pressure. The facility made its debut to provide storage for chewing gum and candy with a strong peppermint flavour for a long-standing client.

Distribution Centre Manager Richard Potts says: "After significant development in our food storage infrastructure in 2015 and ISO 22000 accreditation in 2017, our investment in this specialist solution to meet our clients' needs further underpins our continuing commitment to high quality food handling operations."

GAC Dubai Contract Logistics currently operates 40,000 pallet storage locations for food and beverage operations in the Jebel Ali Free Zone and at Dubai Industrial Park, plus a further 130,000 pallet storage locations dedicated to pharmaceutical, retail and Fast Moving Consumer Goods (FMCG) customers. The company has recently been named the FMCG Supply Chain of the Year in the Logistics Middle East

Awards, for the second consecutive year.



## Aramex Inaugurates 3.2 Megawatt Solar Photovoltaic Plant in Dubai

- *The largest single-rooftop solar photovoltaic plant in the MENA Region*
- *One of the largest solar photovoltaic plants connected to DEWA's grid under its "Shams Dubai" initiative"*
- *In partnership with a leading Jordanian renewable energy systems and energy efficiency services provider, IMG Solar FZE*
- *The plant includes 9,000 solar panels, covered over a total roof area of 38,000 square meters*

**A**s part of its commitment to supporting the UAE's Clean Energy



Strategy 2021 goals, Aramex (DFM: ARMX), the leading global provider of comprehensive logistics and transportation solutions, has partnered with IMG Solar FZE, a daughter company of Jordanian-based Izzat Marji Group, and successfully inaugurated a 3.2 Megawatt solar

photovoltaic plant for its new logistics facility in Dubai, United Arab Emirates. This is the largest single-rooftop solar photovoltaic plant project in the MENA region and one of the largest solar photovoltaic plants connected to DEWA's grid under its "Shams Dubai" initiative".

Located at Aramex's Logistics Facility in Dubai Logistics City, the 3.2 Megawatt solar photovoltaic plant uses state-of-the-art components from the most reputable manufacturers, such as JA Solar, SMA Solar Technology AG, S:Flex GmbH and Meteo Control GmbH. The plant contains 9,000 solar panels, covered over a total roof area of 38,000 square meters. The energy yield for the system is around 5 GWh per year, contributing to over 3,000 tons of avoided CO<sub>2</sub> emissions per year. Additionally, the design was based on optimizing the available area while still implementing a modular design, to ease the installation and maintenance of the solar plant.

Raji Hattar, Chief Sustainability Officer at Aramex, said: "We pride ourselves on being a leader in sustainability across the region, and are pleased with our partnership with IMG Solar FZE for the second time. This solar photovoltaic plant will provide 60% of the power needed to run our logistics facility in Dubai Logistics City for a year. We continuously look for new ways to ensure that we operate as efficiently and cleanly as possible to safeguard



our environment for future generations. We have a commitment to reducing our expenditure on power, and increasing electricity consumption from renewable sources for our operations. We are currently planning a phase 2 of this project, aimed at increasing the capacity to 7 Megawatt upon completion."

Mr. Fadi Marji, General Manager of IMG Solar FZE, said: "Our Company has

executed more than 250 Solar Photovoltaic Plant projects in United Arab Emirates, Jordan and Kuwait totaling at more than 30 Megawatt, including the offering of high quality systems for Aramex, which was lined up to with its renowned high standards. We are really proud of our strategic partnership with Aramex.”

IMG Solar FZE was the lead contractor for this project, where it was fully responsible for the design, supply of material, construction, commissioning, operation and maintenance of the 3.2 Megawatt solar photovoltaic plant. The installation of the plant was carried out by SCAN Electromechanical Cont. Co. LLC according to Aramex’s stringent HSE regulations and policies and under the supervision and management of IMG Solar FZE. The supervision of the entire progress of all project stages was diligently performed by Clenergize DWC LLC, the consulting company who is specialized in solar photovoltaic plants. The commissioning of the solar photovoltaic plant took place seamlessly and successfully through the distinguished support of DEWA.

In 2017, Aramex partnered with Izzat Marji Group and successfully inaugurated its single-rooftop solar photovoltaic plant in Amman, Jordan. The plant generates 1.2 Megawatt of power, providing sufficient renewable

electricity to power the Company’s operations in Amman. Aramex also announced the addition of electric vehicles to its fleet in Jordan.

“We remain committed to reducing CO<sub>2</sub> emissions from our operations by an additional 20% by 2020, over the initial target of 20% of CO<sub>2</sub> reduction we achieved in 2016.

Therefore, where regulations and infrastructure allow, we will be looking to introduce similar projects to all of the 73 markets in which we operate,” concluded Hattar.



## Access World To Develop Third Party Logistics (3PL) Facility In Dubai

**A**ccess World operate a network of over 100 warehouses in more than 25 locations encompassing Europe and Middle East, America, Africa and Asia, providing a range of services, including but not limited to cargo-handling, storage, freight-forwarding, customs-clearance, weighing, re-packing / processing and collateral management for commodities, and a wide range of general goods.

Access World Logistics, a joint



venture with UAE based Rais Hassan Saadi (RHS), a shipping and freight related service provider, have begun to develop the multi-product warehousing facility in Jebel Ali Free Zone, Dubai. This is scheduled to be commissioned during 2nd quarter 2018.

The development is being constructed at a strategically located plot of 40,000m<sup>2</sup>.

This includes a contemporary warehouse storage with Very Narrow Aisle (VNA) racking systems covering 15,000m<sup>2</sup> of floor space, featuring 39 aisles at 67m long. Face Middle East FZC were commissioned by Al Avon Contracting to design, survey and test the warehouse storage.



### Approach

For the floor design, the 'wide bay' method was adopted. This entails installing a 'starter' panel of around 9m in width at the building / chamber perimeters, then infilling the space between with a number of formed panels of around 12-14m in width, to the full length of the racking. This gives the Flooring Contractor reachable access to the panel from both sides during casting, so extra work can be carried out with the bull float to allow an enhanced control over





the slab levels during construction and a better flatness at ‘first hit’, all whilst maintaining superior output over the long-strip method. As well as benefits to the build programme, the ‘wide bay’ method goes some way towards significantly reducing the overall amount of grinding required to meet the desired flatness classification.

The floor flatness within the aisles is DM2 classification, as per Table 3.2 of TR34 – 4th Edition, whilst all transfer areas are FM2 classification to Table 3.1. Once the racking is installed, CoGri Middle East will Laser Grind using the Laser Grinder system. This is a very accurate method of controlled remedial grinding; the process is dust free and gives guaranteed results.

Tom Hanks, Face Middle East FZC General Manager said “We have worked on many projects with Al Avon Contracting over the past eight years. Not only do they lay good quality floors, they always come to Face Middle East FZC to design the floor slabs on their high tolerance industrial design and build projects. Once the project is underway we will then go back to the site to oversee the construction, ensure quality and compliance to the floor design. The

design of any floor here in the Middle East will be provided by our design team in the UK and is covered under the Face global PI insurance policy, giving ultimate protection to the Client with GBP 5 million cover for 10 years”.

## Expert Advice

The Laser Screed / Laser Grind approach offers the benefit of a faster build programme when compared to the traditional long strip method. The floor is constructed to a high level of compliance with the relevant flatness specification. The Laser Grinding is then undertaken off critical path for the overall project and can be completed before, during or after racking is installed.

During the construction process, Face Middle East monitor all aspects of the site activity to ensure that all variables are controlled.

These can include:

- Sub base level
- Formwork position, alignment and level
- Steel mesh placement, lap and fixation
- Slip membrane placement and fixation
- Concrete delivery time, slump, temperature, discharge start and stop times

- Levels achieved by and laser guided construction equipment
- Ensuring best working practices are observed
- Concrete setting times
- Finishing / power trowel working practices
- Curing regime
- Saw cutting of control joints, depth, position and timing
- Flatness testing of previous days slab to monitor what is being achieved

This all reduces the amount of grinding required and ensures that a top-quality floor slab is produced.



## ADNOC Marks Group-wide Safety Day Reinforcing its Commitment to Protect its People, Assets, Communities and Environment

The Abu Dhabi National Oil Company (ADNOC) today marked its 2018 Group-wide Safety Day, with a renewed pledge to keep its people, assets, communities and the environment free from harm. The Safety Day took place one year after



ADNOC launched its reinvigorated commitment to 100 per cent HSE.

Introducing a unified set of 10 Life Saving Rules, which will apply across the ADNOC Group, His Excellency Dr Sultan Al Jaber, UAE Minister of State and ADNOC Group CEO said leading safety standards, aligned with international best practices, are the foundation on which ADNOC's transformation, into a performance led and commercially minded organization, is being built.

"The achievements we have made over the past years have been underpinned by our ability to keep our operations safe and to give our partners, investors and customers the confidence that we safeguard their interests with our commitment to 100% HSE," H.E. Dr Al Jaber said during meetings with staff from the



ADNOC Group companies.

“Safety is vital to protect the value we create through our oil and gas resources. But as critical as it is to avoid economic impact it is equally imperative to keep our people safe from harm. People are our most important asset.”

Urging employees never to be complacent or to compromise on health, safety and environmental safeguards, H.E. Dr Al Jaber said: “Every day, our behaviors and actions must be based on clear, rigorous and practical rules that save lives. All of us must do what is in our power to protect our assets and maintain high process safety and asset integrity standards.”

Throughout the Safety Day, teams across ADNOC came together to discuss how best to implement the company’s unified Life-Saving Rules, which are based on international best practice and designed to prevent injuries, protect people’s lives, safeguard assets and make ADNOC an ever safer place to work.

Safety Days are observed by leading oil and gas companies around the world and this is a new initiative by ADNOC as it aims to modernize and apply international industry best practices across the organization.



# Retail

## Retail operators given opportunity to sell Expo 2020 Dubai-branded products to millions

- *Branded products to be sold on Expo site, across the UAE and globally online*
- *Official retailers will have rights to design and commercialise retail operations*
- *Online tender process to become Official Retail Operator opens on 17 July, 2018*



**R**etail companies of all sizes can capitalise on the huge merchandising opportunities available before, during and after Expo 2020 Dubai.

With more than 5,000 types of official licensed products due to go on sale, Expo 2020 is seeking companies which can help it deliver

top-class retail goods to millions of Expo visitors and enthusiasts from around the world.

Official products will be sold across more than 5,000 sqm of retail space at Expo 2020's site, as well as by authorised outlets around the UAE and online. Selected retailers will have the rights to design, operate and commercialise Expo 2020 Dubai-branded retail operations.

The online tender process to become an Official Retail Operator for Expo 2020 Dubai will open to businesses of all sizes from anywhere in the world on 17 July, 2018.

Gillian Hamburger, Senior Vice President – Commercial, Expo 2020 Dubai, said: "Expo 2020's retail offering is truly unique. Not only is it an incredible opportunity for retailers to capitalise on the worldwide demand for Expo 2020 souvenirs, keepsakes and unique products, but it also allows them to offer a globally visible retail platform to a significant

customer base, whether online or offline.

“With innovation at the heart of Expo 2020, our retail offering will be integrated with the latest technologies, further enhancing the visitor experience. We want to work closely with our appointed retailers to offer a world-class shopping experience to millions of Expo 2020 visitors and enthusiasts.”

The first World Expo to take place in the Middle East, Africa and South Asia (MEASA) region, Expo 2020 expects to welcome 25 million visits between 20 October, 2020 and 10 April, 2021. With about 70 per cent of visitors expected to come from outside the UAE – the largest proportion of international visitors in the 167-year history of World Expos – Expo 2020 represents a major commercial opportunity for retailers.

Expo 2020’s retail operations will be based on the franchise model, offering a seamless and a high-yielding revenue platform to operators.

Hamburger added: “Retailers collaborating with Expo 2020 Dubai will benefit from an established, global, world-class mega-event, as well as unique, high-quality products manufactured by our more than 70 official licensees.”

Inspired by the theme of ‘Connecting Minds, Creating the Future’ and subthemes of Opportunity, Mobility and Sustainability, Expo 2020 Dubai’s branded products will span a range of prices and categories including souvenirs, collectables, health and beauty, toys and games, locally-made items and products associated with the Expo 2020 mascot, which is scheduled to be unveiled in the coming months.

Expo 2020’s on-site retail offering will feature brick-and-mortar outlets located in high footfall areas, with stores in each of the three Thematic Districts and Al Wasl Plaza, the central hub of the Expo site. Visitors will also be able to buy merchandise from stores within some pavilions, parks, retail kiosks, mobile carts and roaming vendors.

Off-site retailers across the UAE will be able to capitalise on the millions of business and leisure visitors who flock to the country annually, including in the lead-up to 2020. Expo-branded products are expected to generate high demand in malls and other retail destinations.

Selected retailers will also have the chance to become Authorised Ticket Resellers, enabling them to benefit from an additional revenue stream as well as footfall from visitors seeking tickets.

Expo 2020’s official online store

represents an additional opportunity for retail operators to reach a global audience. This portal will be integrated with Expo 2020's digital platforms, including Expo 2020's website and app.

The initial window for companies to register their interest opens on 17 July, 2018 and closes on 30 July, 2018. Businesses that would like to receive a request for information (RFI) should register at [esource.expo2020dubai.ae](http://esource.expo2020dubai.ae), where they can also keep up to date with the latest commercial opportunities from Expo 2020 Dubai.



## UAE to lead the world in VAT innovation

*The country will soon make use of game changing technologies to lead the VAT innovation landscape*

A recent report by Global Innovation Index 2017 stated that UAE ranks 1st in MENA region in terms of innovation. The United Arab Emirates has always adopted an innovative methodology, noting that innovation has become a future necessity for the development of world nations. And with the

introduction of Value Added Tax (VAT) this year, UAE is all set to incorporate innovation across VAT legislations to be able to lead as a global VAT player.

“Innovation in the UAE is no more limited to boardrooms and meetings. It serves as a major pillar in advancing the country's economic development and is at the heart of good government policies aimed at making the UAE a leader in the innovation space. Furthermore, the country has aligned its practices to ensure that it is one of the most innovative nations



in the world by 2021. Starting January 2018, the UAE introduced VAT, and to ensure taxpayers were offered ease of convenience, The Federal Tax Authority (FTA) set up an e-Services portal on the Authority's website, which assisted businesses in the UAE to register for VAT in three easy steps with no longer than 15-20 minutes," said Vikas Panchal, Business Head at Tally Solution in the Middle East.

“While e-Services was one of first innovations introduced by the UAE for VAT implementation, it is certain that the country will soon make use of game changing technologies like block chain, crypto currency, artificial intelligence, data analytics, Internet of Things and robotics to lead the VAT innovation landscape,” added Vikas Panchal.

Additionally, infographics and illustrated

manuals will help improve businesses' understanding of VAT fundamentals and upgrade people's skills and technical resources to improve tax compliance and enhance services to taxpayers.

“Since the inception of VAT, UAE has been committed to guiding business to ensure they are fully compliant with VAT procedure and avoid administrative penalties. While innovating IT infrastructure will allow for easier filing and payment by businesses, it will also improve the ability to verify compliance using third-party data,” concluded Vikas Panchal.

Over the years, the UAE has made remarkable progress in leading Arab countries and elevating its global innovation ranking. Fuelled by these massive developments and upgrades, it won't be long when UAE

will revolutionise the financial services industry, particularly the tax sector with unique innovations, perfect to exceed customer expectations.



## Dubai Duty Free And C-Trip Sign Strategic Partnership

Dubai Duty Free has signed a strategic partnership with C-Trip to promote Dubai Duty Free to C-Trip's customers travelling to Dubai from China. The partnership agreement was signed at C-Trip's offices in Shanghai and the ceremony was attended by senior officials from both companies including Mr Ramesh Cidambi, Chief Operating Officer of Dubai Duty Free and Ms. Christine Zhang, Senior Vice President of C-Trip.com and CEO of C-Trip Global Shopping.

C-Trip is the leading Chinese online travel agency with over 300 million active members worldwide, and one out of every five tickets purchased by Chinese nationals for travel abroad is bought from C-Trip. Dubai Duty Free is the world's number one travel retailer in a single location with sales of US\$1.93 billion in 2017 and serving customers at the world's biggest airport for international passengers.

The agreement reflects the importance of the Chinese traveler to Dubai Duty Free as they account for nearly 15% of DDF sales while being around 4% of the passenger traffic at Dubai International Airport.

Customers of C-Trip will enjoy a 5% discount (on a wide range of items and terms and conditions apply) when shopping at Dubai Duty Free and this particular promotion will run until end of 2018.

Dubai Duty Free's partnership with C-Trip started during a meeting at the 'Dubai Week in China' event in October 2016. This event aimed to increase the cooperation between companies in Dubai and China for their mutual benefit.

Commenting on the partnership, Dubai Duty Free Executive Vice Chairman & CEO, Colm McLoughlin said, "Our team up with C-Trip has





been very successful, and we strongly believe that through this initiative we are able to interact directly with travelers before they fly and help them make informed purchasing decisions at Dubai Duty Free. “

Ramesh Cidambi, Chief Operating Officer of Dubai Duty Free said at the signing ceremony: “I am very pleased to be here in Shanghai at the C-Trip offices and sign this agreement. We believe that our strong partnership with C-Trip will benefit thousands of C-Trip customers that will travel to Dubai each year and shop at Dubai Duty Free”.

Representing C-Trip, Ms. Christine Zhang, Senior Vice President of C-Trip.com and CEO of C-Trip Global Shopping said: “We are pleased with our partnership with Dubai Duty Free and who

have provided C-Trip members with an excellent shopping experience in the past, and we are glad that our members will continue to enjoy these exciting facilities and offers brought upon by this partnership.”

Also present at the signing ceremony in Shanghai, China was Dubai Duty Free Vice President – HR Service Delivery, Mona Al Ali and Assistant Manager – Resourcing and Manpower Planning, Sunshine Bian together with C-Trip’s Michael Liu - Executive VP/ Global Shopping CEO, Scarlett Xing - Regional Business Director, Shuo Zhang – PR in Charge of C-Trip and Ruby Lan - Account Manager of DDF in C-Trip.

Dubai Duty Free looks forward to deeper integration between

its marketing plans and C-Trip’s reach with the Chinese customers to better service this important market over the next three years.



## SIG’s ‘Heat & Go’ hot drinks microwaveable carton

*The heat is on! Research has shown that consumers, in Asia in particular, are looking for hot drinks that can also be taken with them for on-the-go consumption. Consumers here enjoy the ‘warmth from within’ of hot beverages. To meet the need to heat RTD beverages, carton solutions expert SIG has developed leading microwaveability solution to aseptic carton packs: The new ‘Heat&Go’ pack is aluminum free and*

*can be heated in a microwave, either in a vending machine, store, café, home or office.*

According to research by GlobalData in 50 countries, demand for hot drinks is likely to increase by 15% in value, and by 22% in volume between 2014-2019. SIG's own research in China revealed that 72% of consumers are dissatisfied with current heating methods for on-the-go products and are looking for new methods of fast and convenient heating with their increasingly cash-rich and time-starved lifestyles.

Ali Kaylan, Vice President of Global Marketing at SIG, said: "Our new high-barrier aseptic carton 'Heat&Go' can be heated in the microwave up to 60°C, with a recommended

temperature of 50°C, by allowing brands and co-packers to launch innovative nutritional hot beverage products into new channels and categories."

'Heat&Go' offers protection to beverage products, and can be produced on existing SIG filling machines with a simple, one-time upgrade to enable it to run standard and aluminum-free material structures. By replacing the aluminum foil with a high-barrier film and a light blocking pigment, 'Heat&Go' protects the product from oxygen ingress, flavour

migration, light and water, and is perfectly suited for still drinks and low viscosity, sensitive, enhanced juice and liquid dairy beverages.

### Potential in Asia

Consumption figures for on-the-go microwaved hot drinks in target markets indicate great market potential.

Consumers enjoy a warm beverage at cold temperatures, as well as prior to going to sleep or for food digestion after meals. Research from Canadean has shown that on a global basis, 48% of consumers are concerned about their digestive health and



prefer hot drinks over cold drinks. Around 78% see hot drinks as being good for the stomach and 31% see them as an aid to digestion.

Research shows that around 64% of consumers are using food and drink to allow them to relax and indulge themselves with a warm drink, such as hot chocolate, as a well-deserved treat. Talking of hot drink occasions, research reveals that 76% of people surveyed like to have a hot drink in the morning and 42% before going to sleep at night.

The 'Heat&Go' carton is opening up new drinking occasions and targeting new consumer groups. It is an exciting leading technology from SIG, serving the Asian market in particular, where differentiation and innovation are key to attracting today's on-the-go consumer. As part of its Value Proposition, SIG aims to drive Product Innovation and Differentiation by delivering innovative product and packaging solutions which enable businesses to satisfy the ever-changing needs of an increasingly mobile society.



# Ports and Freezone

## SOHAR Signed a Deal with Nakheel Environmental and Industrial Solutions

*Contract signed for installation of Ambient Air Quality Monitoring Network at SOHAR*

SOHAR Port and Freezone in cooperation with SOHAR tenants signed a contract with the Omani company, Nakheel Environmental and Industrial Solutions, on Wednesday July 4th 2018 at Muscat office, to install, operate, and maintain an Ambient Air Quality Monitoring Network (AQMN) within SOHAR area as part of implementing Ministry of Environment and Climate Affairs (MECA) intention to enhance the environmental monitoring in SOHAR area. Mark Geilenkirchen, the CEO of SOHAR Port, signed the agreement on behalf of SOHAR while Nakheel was represented by its GM, Ali Al Hussaini. Installation of the AQMN will start immediately and the system is expected to be operational by quarter four of 2018.



Commenting on the reasoning behind the project, Mark Geilenkirchen said, “Good environmental management is an essential element to sustain the development at SOHAR, therefore the monitoring of the environmental impact on the surrounding area is very important. In addition, the establishment of AQMN is the actual beginning of the integrated environmental monitoring, which will contribute to protect the environment within and around SOHAR. We are proud to have an Omani company that is equipped with the required skills, technology, and expertise to provide us with such a solution.”

The AQMN project will consist of a combination of fixed and mobile stations positioned at critical locations surrounding the Port and Freezone. The location selected carefully using the result from air dispersion modelling by Lakes Environmental Software “AERMOD” which was conducted in coordination with MECA and SOHAR relevant tenants. The AQMN will measure, in real time, the ambient air quality surrounding SOHAR. The AQMN is one of the key projects that will help to ensure that the development of the Port and Freezone is sustainable and complying with the national and international environmental

standards.

The AQMN is part of a long term strategic program that commenced in 2017 and executed by the SOHAR Port and Freezone, in close cooperation with MECA; which aims to continuously enhance the environmental management in the area. This program focusses on environmental permitting, compliance of all Port and Freezone operations with Best International Practices and continuous monitoring of the impact of the operations on the environment including water, soil, and air.

Ahmed Bin Zaher Al Hinai, Director General of Environmental Affairs at MECA, said: “The Ministry is working in line with the requirements of each stage of the development and continues in its efforts aimed to improve and develop the environmental management in coordination with its partners in various fields. The AQMN project is to strengthen the environmental monitoring system in SOHAR, as it will provide an integrated data on ambient air quality which is directly connected to MECA monitoring system and will replace largely the ambient air monitoring stations installed by individual tenants, which are often installed within the premises of the tenants. He also

mentioned that MECA is continuing to disseminate and develop this model in coordination with other industrial areas within OMAN to achieve the principle of partnership in environmental monitoring with the private sectors. Finally, he appreciated the cooperation of SOHAR as well as SOHAR tenants to make this model a success”.

The project is a great example of Public Private Partnership because the project is supported and financed by SOHAR tenants and will be executed in close coordination with MECA.

“The development of the AQMN is great news for the local community surrounding SOHAR area, as it represents the continuation of the efforts being made by SOHAR in cooperation with MECA and SOHAR tenants to enhance the environmental monitoring in the area. Nakheel will work on installing fixed and mobile stations for monitoring of ambient air quality, using state-of-the-art technologies that are in line with United States Environmental Protection Agency standards. These technologies will also be connected to the Central Data Management System at SOHAR in order to instantly read, record, and analyse the data collected. Also, this system will be connected with MECA’s monitoring centre in order to enable MECA to check environmental status of SOHAR



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directly. I am proud to announce that the AQMN at SOHAR will be the first-of-its-kind in the Sultanate,” added by Ali Al Hussaini.

Nakheel Environmental & Industrial Solutions, is a company established in partnership with Enviro’ & Industrial Solutions ME, which aims to deliver the best, innovative, industry-leading and cost-effective Environmental and Air Quality Monitoring and Industrial Processes Optimisation Solutions in Oman and Qatar.



## DP World and EGA sign important agreement to support aluminium exports

*New 175,000-square metre facility in Jebel Ali Free Zone to connect to global markets*



**D**P World, UAE Region, the Middle East’s leading regional trade enabler, today signed an important Strategic Long Term Service Agreement with Emirates Global Aluminium (EGA), the largest industrial company in the United Arab Emirates outside oil and gas, aimed at supporting the UAE’s position as a major exporter of the metal.

The agreement extends the strategic partnership between the two companies, facilitating the storage and transportation of aluminium manufactured by EGA. As part of the agreement, EGA is leasing a dedicated storage area that is the largest the company has ever used at Jebel Ali Port and which will further ease the export of EGA’s metal worldwide.

EGA’s new yard is over 175,000 square metres, the

equivalent of more than 24 football fields. It has storage capacity for almost 60,000 tonnes of metal and up to 1,200 TEUs (twenty-foot equivalent container units).

The yard is strategically located within the port to ease the movement of EGA metal to ships for export.

DP World and EGA have worked together since the late 1970s, playing a major role in the economic diversification of the UAE.

Around 90% of EGA's metal is exported and its aluminium is the largest made in the UAE export after oil and gas, making the UAE the fifth-biggest aluminium producing nation.

EGA was the largest 'premium aluminium' producer in the world in 2017.

DP World Group Chairman and Chief Executive Officer, Sultan Ahmed Bin Sulayem, said: "Our agreement with Emirates Global Aluminium is an opportunity for two world-leading UAE companies to work together to support Dubai and the UAE's economy. It's another step towards strengthening our nation's diversifying economic base. Establishing and sustaining a robust supply chain is vital to achieving

this goal as envisioned by HH Sheikh Mohammed Bin Rashid Al Maktoum, Vice President and Prime Minister of the UAE and Ruler of Dubai.

"DP World and EGA have a 40-year history and our combined success is testament to the ingenuity and capabilities of Emirati enterprise. This new agreement opens the door to an enhanced level of collaboration. DP World will continue to innovate and develop trade solutions to add value to our partners and enable greater trade for all."

Abdulla Kalban, Managing Director & Chief Executive Officer of EGA, said: "Emirates Global Aluminium has customers in more than 60 countries, and our metal makes modern life possible. Proximity to the UAE's efficient ports is one of our global competitive advantages, and we are glad to extend our decades-long partnership with DP World at Jebel Ali Port.

"EGA and DP World are two champions of economic diversification in the UAE, and that makes our work together important not just for our companies but also for our nation."

EGA will benefit from DP World's range of customised services, catering to various types of its products that require specialised handling, including

washing, re-bundling, segregation, stuffing, and offloading, as well as one month's free storage.

Jebel Ali Port supports EGA's business with a network of over 140 direct ports of call and more than 80 weekly sailings – the best in the region. It also serves as hub to the most extensive trade network in the region, enabling trade across the Middle East, North Africa, East Africa and South Asia, and services to a market of over one billion people.

DP World, UAE Region recorded a 4% year-on-year increase in throughput to 15.4 million TEU in 2017 and handled 3.8 million TEU in the first quarter of 2018.



## Gulftainer Achieves Record Productivity at Sharjah Container Terminal

- *Registers 32.2 crane moves per hour through April 2018*
- *Port operator witnesses high demand for new state-of-the-art warehouse facility, Shed 3*

**G**ulftainer, the world's largest, privately owned, independent port operator based in the UAE, today announced that it had recorded gross crane productivity of 32.2 crane moves per hour at its flagship gateway terminal, Sharjah Container Terminal (SCT), in Port Khalid. The milestone feat achieved in April 2018, compares to the industry average of 25 crane moves per hour, and marks the highest productivity levels at SCT since its inception.

In addition, SCT registered a high volume of demand from customers for its new state-of-the-art warehouse facility in Port Khalid, named Shed 3. Inaugurated on 20 March 2018, the warehouse has already filled up to over one-third of its total capacity, with local businesses choosing it as a cost-effective and efficient alternative to other storage facilities in the area.

With well-provisioned storage space and advanced racking systems, Shed 3 replaces the existing Shed 2 space, which will be removed to facilitate the SCT capacity expansion through the extension of the rubber-tyred gantry (RTG) stacks.

Shed 3 is designed to store less than container

load (LCL) shipments and loose-loaded cargo and includes a designated area for the storage of hazardous goods, certified by the International Maritime Organization (IMO). The new warehouse is also located in proximity to the container terminal yards and berths, offering the convenience of destuffing within the facility, as well as on-site customs clearance. In addition, as an introductory offer, customers are currently being provided discounted storage benefits and attractive payment solutions.

The achievements at SCT follow the appointment of Emerson Buarque as the new Terminal Manager. Having recently relocated to SCT from Gulftainer’s Brazil

operations, Buarque has extensive experience in the international markets administration and general management domains. He has held various senior leadership positions in port operations in Brazil, Europe and Africa, and has won several national and international accolades in projects, operations and health and safety management. Buarque graduated from the Brazilian Merchant Marine Academy in Rio de Janeiro, and completed his post-graduate studies in Business Administration, Port Management and General Management, in Brazil and Europe.

For his part, Emerson Buarque said: “Achieving this milestone at SCT demonstrates our commitment



to consistently delivering best-in-class performance. It showcases our service reliability, faster vessel turn-around time, and potential to handle higher volumes and more vessel calls. SCT remains a key gateway for incoming and outgoing container traffic within the fast-growing trade sector in the UAE.”

He added: “Our employee wellness programmes such as Positive Pulse, which has been recognised by the MEED health and wellness awards, validates that investing in the well-being of employees has significant productivity benefits. The importance of continuous employee training programmes on productivity records such as this one cannot be emphasised enough.”



## DP World to Build and Operate New Logistics Hub in Mali

*Mali Logistics Hub to fuel trade in west Africa with simplified procedures and paperless transactions*



**G**lobal trade enabler DP World has signed a 20- year concession with an automatic 20-year extension with the Republic of Mali to build and operate a 1000-hectare modern logistics hub outside of Bamako, the capital and largest city of Mali. The multimodal logistics platform, Mali Logistics Hub (MLH), will have inland container depots (ICD) and Container Freight Stations (CFS) that will facilitate the import and export of goods.

The Mali Logistics Hub will be located on the main road corridor from Dakar, Senegal to Bamako and close to the Dakar - Bamako rail line and will



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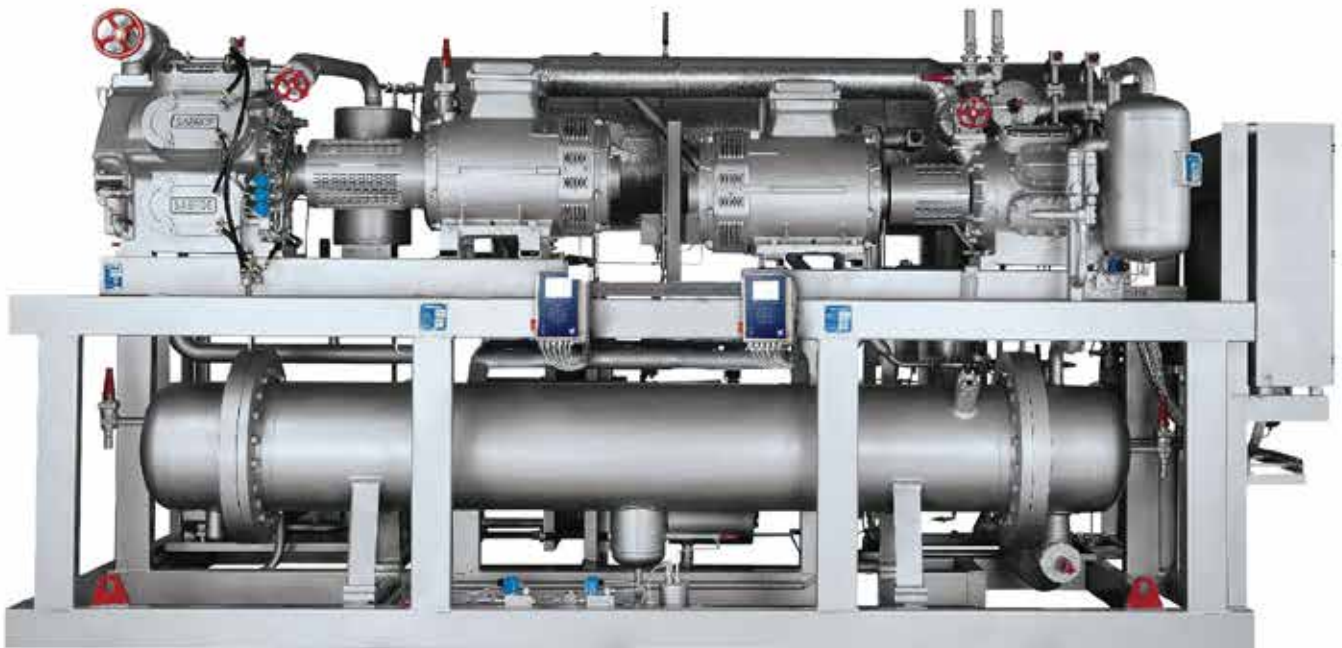
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will be capable of handling 300,000 TEU (twentyfoot equivalent unit), 4 million tons of bulk and general cargo. The first phase of the project, with an estimated initial investment of \$50 million, will include an inland container depot and container freight station facility that will support the growth of the Malian economy by streamlining the import and export of goods. Construction is expected to start in 2019 and is to take approximately 18 months to complete.

DP World will also provide the Republic of Mali with three locomotive trains to boost cargo & passenger traffic along the Bamako-Dakar rail system.

Furthermore, the Mali logistics hub will significantly reduce processing times for products entering the Malian market as part

of efforts to reduce obstacles to trade and economic development. DP World will also implement its online paperless facilitation platform to accelerate the movement of goods as part of the agreement.

The concession agreement was signed in Dubai on Monday by Suhail Al Banna, Chief executive Officer and Managing Director, DP World Middle East and Africa and Moulaye Ahmed Boubacar, Minister of Equipment and Transport, the Republic of Mali, in the attendance of Malian and DP World officials.

DP World Chairman and CEO Sultan Ahmed Bin Sulayem, said: “The Malian market is expected to grow over the next two decades and is driven by a robust economic and population growth. Thus, the Mali Logistics Hub is much needed and will provide the

country with a logistics platform that aims to facilitate the import and export of goods via the Port of Dakar, which is operated by DP World.

“DP World’s investment will significantly cut processing times for goods and thus facilitate trade. We are committed to enabling trade in the region and helping local businesses and people prosper, and look forward to working together.”

Republic of Mali Minister of Equipment and Transport Moulaye Ahmed Boubacar said: “We are excited to partner with DP World on this project. The Mali Logistics Hub will dramatically improve the cost and time of trade for Mali. The project will provide us with a first-class logistics facility comparable to global standards and will be the largest in terms of capacity.



# Technology

## Fressnapf Group expands logistics capacities in Krefeld

*Mali Logistics Hub to fuel trade in west Africa with simplified procedures and paperless transactions*

“We are confident that with DP World as a partner we will be able to meet the expectations of our people, traders and exporters to have access to more markets and to bring more efficiency and cost effectiveness to international trade. The project also gives the Republic of Mali the opportunity to be connected to global trade lanes, and to speed up access and transport in and out of the country.”



**P**et owners find “what animals love” at almost 1500 Fressnapf stores in eleven countries and from its pet supplies webshop. Given that storing collars, blankets, sanitary items and food requires intelligent and efficient management, as well as a lot of space, the Fressnapf Group has built a new automated small parts warehouse at its headquarters and logistics center in Krefeld. The LFS software suite from the Ehrhardt + Partner Group (EPG), combined with the LFS.wms warehouse management system

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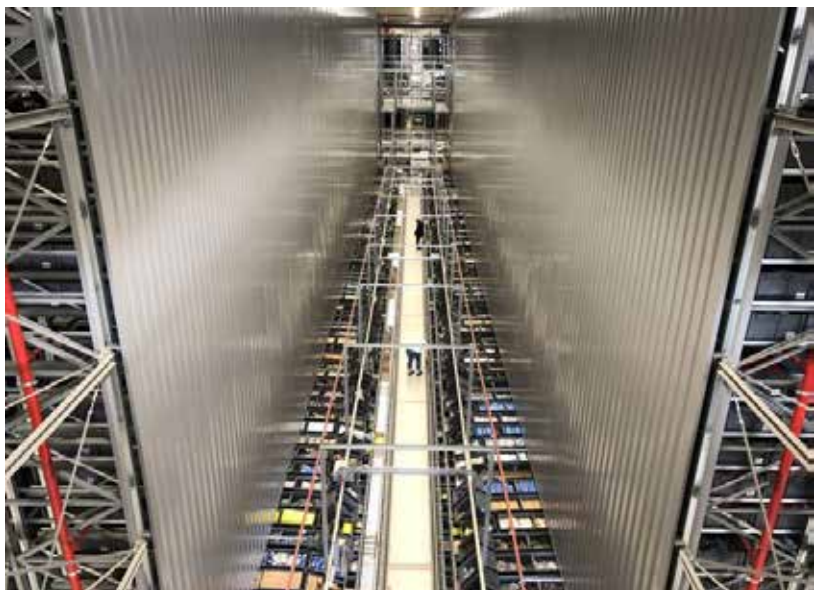
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and the LFS.mfc material flow controller, is responsible for technical management and control of the new warehouse. The LFS.tls transport control system and the Lydia® pick-by-voice system from topsystem have also been installed. Since changing over to automated processes, the specialist retailer has seen an increase in productivity per employee hour of around 265 percent for small parts.

Whether a new lead for Rex, a toy for Crumbles or premium food for Minx, turnover in the pet supplies market is growing. The trend is plain to see at the Fressnapf Group. The capacity of the manual small parts warehouse at the company's site in Krefeld, Germany, had reached its limit, so the Group has invested in an automated small parts warehouse with seven lanes and 43,000 bin locations (some double-depth) for approx. 80,000 storage bins and around 300 pallets. With great success. Since putting in automated processes to replace manual picking by portable data capture for small parts, the Fressnapf Group has seen an



increase in productivity per employee hour of around 265 percent.

## **Fressnapf Group favors LFS**

The approx. 4,000 items in the new automated small parts warehouse are managed by the LFS.wms warehouse management system from the Ehrhardt + Partner Group (EPG). The choice was simple, given the great experience the Fressnapf Group already had of the software for its manual warehousing. Also installed is the LFS.mfc material flow controller, which handles smart coordination of the entire material flow from and to the automated small parts warehouse.

The project included integrating a pallet conveyor system in goods incoming to transport empty pallets to a setup station. The goods are then separated into bins. In addition to the pallet conveyor system, LFS also controls two transverse shuttles, which return the pallets from the putaway lanes of the automated small parts warehouse to the applicable setup stations and return the empty pallets to an empty pallet stack. The filled bins are put away in the supply warehouse, pick warehouse or local reserve in the automated small parts warehouse using automated storage and retrieval units. Picking is done via a zone-to-zone system. Boxes are

automatically transported to various order-picking stations from the start of the job. In addition to 18 pick-by-light stations across three lanes, there are also two pick-to-tote stations, which are each served directly by four Schäfer Carousel Systems (SCS). Once the picking process is finished, LFS.wms instructs the system to transport the finished boxes for packaging automatically. The boxes are automatically put down, the tops are attached, they are then weighed and finally labeled. Once the boxes are output via one of 50 shipping lines, they are manually transferred to the loading station.

## **Farewell to the in-house solution**

EPG has also implemented the LFS.tls transport control system at the Krefeld logistics center to optimize the routes of forklift trucks through the warehouse and ensure that the vehicles have optimal load and utilization. In the large parts section, the Lydia® pick-by-voice solution from top system ensures that processes are more efficient. All the solutions are also accessed through the cloud, which is provided by EPG's subsidiary Ehrhardt + Partner Xtended. This means that the pet supplies retailer in future can focus all its attention on its core business.





## An innovative energy distribution system incorporates reliable Johnson Controls battery storage

Johnson Controls Distributed Energy Storage (DES) was recently invited by Bosch to provide battery storage for an innovative new electrical power distribution system. The Bosch Direct Current Building Scale Microgrid Platform (DCBMP) makes commercial and industrial facilities more efficient, reliable and resilient by intelligently connecting on-site renewable energy resources to municipal electrical loads.

The DCBMP grid, which was installed in an American Honda Motor Company distribution center in Chino, California, is the largest commercial building DC microgrid in the world. It incorporates the L2000 Containerized Distributed Energy Storage system, an advanced, versatile and flexible energy storage system from Johnson Controls that's driven by intelligent and adaptive controls.

DES combines Johnson Controls' expertise in both batteries and buildings to create advanced energy storage systems. With installations all over the world, it helps people use their buildings more efficiently every day.

The DCBMP system draws on solar energy to power the building lighting and to charge the Johnson Controls DES system. Any excess solar power is diverted to the municipal grid for credit. Whenever the grid goes down and loads are transferred to the DES system, the power remains steady.

Because the DCBMP uses DC power and has no need for power conversion devices, it's also 10% more energy efficient than comparable AC systems. That's enhanced by Johnson Controls DES, which is integrated into the larger system to optimize whole-building performance.

A recent demonstration of the DCBMP in Chino showcased the feasibility, resilience and energy efficiency of a commercial-scale DC building grid. Johnson Controls Distributed Energy Storage is proud to have participated in this project, which was funded by the California Energy Commission as part of the EPIC Program



## GE and Microsoft enter into their largest partnership to date, accelerating industrial IoT adoption for customers

*Expanded partnership will help industrial companies capture greater intelligence from IoT and asset data, boosts GE innovation across its business*

**G**E and Microsoft Corp. have announced an expanded partnership, bringing together operational technology and information technology to eliminate hurdles industrial companies face in advancing digital transformation projects. As part of the union, GE Digital plans to standardize its Predix solutions on Microsoft Azure and will deeply integrate the Predix portfolio with Azure's native cloud capabilities, including Azure IoT and Azure Data and Analytics. The parties will also co-sell and go-to-market together, offering end customers premier Industrial IoT (IIoT) solutions across verticals. In addition, GE will leverage Microsoft Azure across its business for additional IT workloads and productivity tools, including internal Predix-based deployments, to drive innovation across the company.

According to Gartner, companies have evolved from “talking about” to implementing IoT proofs of concept (POCs) and pilots. While POC projects tend to be easy to start, few enterprises have ramped up large-scale initiatives.\* The GE-Microsoft partnership helps industrial customers streamline their digital transformations by combining GE Digital’s leading IIoT solutions that ingest, store, analyze and act on data to drive greater insight with Microsoft’s vast cloud footprint, helping customers transform their operations at the enterprise level.

### **Advancing Industrial IoT Applications**

GE Digital’s Predix is the application development platform that equips industrial organizations with everything they need to rapidly

build, securely deploy and effectively run IIoT applications from edge to cloud, turning asset data into actionable insights. Leading industrial companies such as BP, Exelon, Schindler and Maersk are using GE Digital’s solutions – including flagship applications Predix Asset Performance Management and Predix ServiceMax – as well as thousands of Predix-based apps created by customers and partners to improve operations and efficiency of their assets. Tapping into the power of Azure will help accelerate adoption of the Predix portfolio. The partnership brings together GE Digital’s expertise in industrial data and applications with Microsoft’s enterprise cloud, helping customers speed deployment of industrial applications and achieve tangible outcomes faster, ultimately fueling growth and business

innovation.

### **Driving Innovation across GE**

GE also plans to leverage Azure across the company for a wide range of IT workloads and productivity tools, accelerating digital innovation and driving efficiencies. This partnership also enables the different GE businesses to tap into Microsoft’s advanced enterprise capabilities, which will support the petabytes of data managed by the Predix platform, such as GE’s monitoring and diagnostics centers, internal manufacturing and services programs.

Microsoft Azure has announced 54 regions across the globe, with 42 currently available – more than any other major cloud provider. Its cloud meets a broad set of international standards and compliance requirements to ensure customer solutions



can scale globally. This partnership also enhances the security layer within the Predix platform, which meets the specialized requirements of industries such as aviation, power and utilities. Leveraging Azure enables GE to expand its cloud footprint globally, helping the companies' mutual customers rapidly deploy IIoT applications.

The global IoT market is expected to be worth \$1.1 trillion in revenue by 2025 as market value shifts from connectivity to platforms, applications and services, according to new data from GSMA Intelligence.

*“Every industrial company will have to master digital to compete in the future, connecting machines and making them more intelligent to drive efficiency and productivity,”*

*said Bill Ruh, Chief Digital Officer, GE and CEO, GE Digital. “Our customers are asking for us to make a deeper connection between our two companies. Through this expanded partnership, Microsoft and GE are enabling customers around the world to harness the power of the Predix portfolio, including Predix Asset Performance Management, to unlock new capabilities to drive growth.”*

*“The industrial sector plays an important role in fueling economies around the world,” said Judson Althoff, Executive Vice President, Microsoft. “With this strategic partnership, GE and our mutual customers will benefit from a trusted platform with the flexibility and scalability to deliver unprecedented results and help advance their business potential.”*

As part of this expanded partnership, the companies will go-to-market together and also explore deeper integration of Predix IIoT solutions with Power BI, PowerApps and other third-party solutions, as well as integration with Microsoft Azure Stack to enable hybrid deployments across public and private clouds.



# Aviation

## Emirates SkyCargo bags important pharma recognition for the second year running



**E**mirates SkyCargo, the freight division of Emirates, has received the prestigious 2018 Carrier Award for Reliability and Excellence (CARE) by DHL Global Forwarding for the transportation of temperature sensitive pharmaceuticals. The award was received by Henrik Ambak, Emirates Senior Vice President, Cargo Operations Worldwide at the 18th Global Life Sciences & Healthcare Conference organised by DHL at Baveno, Italy.

The DHL CARE award recognises air cargo carriers who offer exceptional service,

quality, ground handling and innovative technologies and processes for pharmaceutical shipments. This is the second time in a row that Emirates SkyCargo has won the DHL CARE Award and the achievement reinforces Emirates SkyCargo's position as one of the global leaders in the air cargo industry for the transport of pharmaceuticals.

Over the last three years, Emirates SkyCargo has invested in the development of cutting edge infrastructure and a sophisticated suite of solutions for the secure transportation of temperature sensitive pharmaceuticals across its network of 160 destinations in six continents.

Emirates SkyCargo operates the world's largest GDP certified multi-airport hub in Dubai with over 8,600 square metres of combined handling space dedicated for pharmaceutical products at its two cargo terminals Emirates SkyCentral DXB and Emirates SkyCentral DWC. Emirates Pharma, the air cargo carrier's three-tiered specialised solution for the transport of pharmaceuticals, has been well received by

customers and volumes of pharmaceuticals transported by Emirates SkyCargo have grown by over 30% since the time of the launch.

The air cargo carrier has developed innovative equipment such as the Emirates Pharma Cool Dollies and the White Cover range of thermal blanket, built in collaboration with DuPont, to provide an enhanced level of thermal insulation for pharma cargo on the ramp.

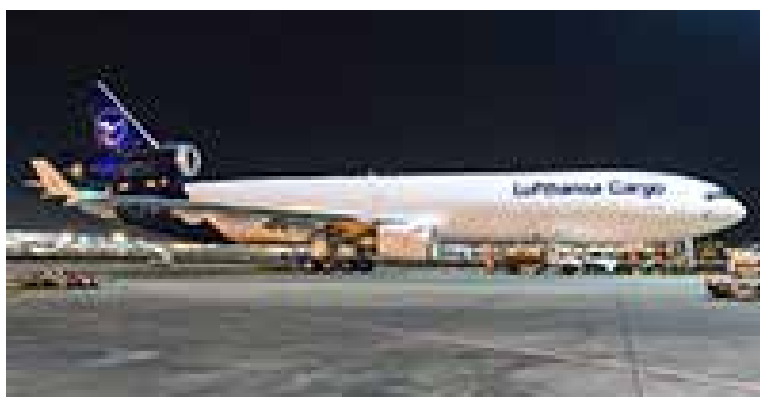
Emirates SkyCargo has gone the next step to provide an unbroken cool chain for temperature sensitive pharmaceuticals by introducing pharma corridors. Working with ground handling partners and other stakeholders across twelve stations, the air cargo carrier offers supplementary protection from origin to destination for pharmaceutical cargo.

Emirates SkyCargo will continue to work closely with its customers in the pharmaceutical industry to develop the next level of products and solutions for the timely and secure transportation of temperature sensitive pharmaceuticals.



## Instant, Online Air Cargo eBooking Unveiled In Major Lufthansa Cargo-Freightos Launch

*“Quantum leap in cargo booking”:  
Lufthansa Cargo and Freightos usher in eBooking digitization for cargo.*



**W**hile ecommerce sales drove a 9% growth in air freight demand in 2017, manual air freight management and sales continued to cost the industry billions annually in changing fees, untapped capacity, and manual labor. This contributes to the average air cargo transit time of six days, while the flight itself is just hours. That’s now changing, with digital connectivity introduced by Freightos WebCargo and Lufthansa Cargo’s application programming interface (API) services, enabling forwarders to instantly look up contracted rates, assess capacity, and book cargo on specific flights in real-time, via the world’s leading air cargo platform for forwarders.

Lufthansa Cargo and Freightos now enable customers to instantly view their

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contracted price online and secure air freight capacity. This will be expanded globally in coming months, beginning with a rollout in major European markets. Freightos air freight customers, like Röhlig Logistics, are already benefiting from improved visibility, instant booking, and increased data exchange accuracy. Global Airfreight Director of Röhlig Logistics Dirk Schneider explains: “The new functionality enables rapid quoting and booking of our shipments. Röhlig Logistics customers benefit as one of the first through improved information flow and handling of their consignments. We are happy that we joined the pilot and look forward to extending this service further within our network.”

In order to provide the optimal customer experience, Lufthansa

Cargo has prioritized technology initiatives, like APIs. “Through Lufthansa Cargo web service, we are driving the digitization of our industry to offer our customers and partners a convenient and fast digital interface to our products and services”, says Peter Gerber, CEO of Lufthansa Cargo.

Freightos WebCargo already has the world’s largest air cargo rate database and now enables real-time pricing, capacity and eBooking for the few airlines like Lufthansa Cargo with the necessary digital capabilities. If capacity is unavailable, the system also supports manual online ad hoc pricing. Together, this means faster air freight.

According to Zvi Schreiber, CEO of Freightos: “Everyone’s talking about air cargo digitization but for most it’s just talk. It’s fantastic to partner with a forward-looking airline like

Lufthansa Cargo for this quantum leap in cargo booking. The result of on-demand booking is that goods will move faster, with up to a day shaved off transit time, and tens of dollars saved per shipment.”



## **Etihad Aviation Group announces new structure**

**E**tihad Aviation Group today announced a new organizational structure and operating model, effective immediately, to deliver on its mandate as it embarks on the next phase of its transformation. The reorganisation is the next step in ensuring the group is fit for purpose to prosper as a people-focused business driven by innovation, safety and sustainability, supporting Abu Dhabi’s vision for the future.



- Robust organizational structure to deliver transformation of the group
- New leadership team announced: promotion of Mohammad Al Bulooki to Chief Operating Officer, appointment of Robin Kamark as Chief Commercial Officer, and Ibrahim Nassir as Chief Human Resources & Organizational Development Officer, as part of new seven-strong C-suite
- Almost half of the leadership team are UAE nationals

Under the new structure, the group will be reorganized into seven business divisions – Operations, Commercial, Maintenance, Repair & Overhaul (MRO), Human Resources, Finance, Support Services and Transformation, led by a new executive leadership team reporting to Group Chief Executive Officer (Group CEO), Tony Douglas, who

also assumes responsibility for Etihad Airways.

His Excellency Mohamed Mubarak Fadhel Al Mazrouei, Chairman of Etihad Aviation Group, said: “As we approach our 15-year anniversary, the reorganization and restructure of the group and leadership team will help us lay the foundations for Etihad to optimize its value as a world-leading group, streamline operations, and capitalize on opportunities, allowing the business to focus on improving its core operating performance.

“We recorded an improvement in our operating results for 2017 and are confident that we are back on track this year, strengthening our position group-wide after a period of consolidation, bolstering our presence in key global markets, and

continuing to support Abu Dhabi's growth in the aviation, trade and tourism sectors."

Peter Baumgartner will now serve as the Senior Strategic Advisor to Tony Douglas as part of the executive leadership team. Having led Etihad Airways as CEO since 2016, Mr. Baumgartner will advise at group level on global partnerships and innovation.

Mohammad Al Bulooki, Etihad Airways Executive Vice President Commercial, has been promoted to Chief Operating Officer, and will be responsible for core areas including network operations, flight and technical operations, fleet engineering, aviation security and safety, as well the Etihad Airport Services entity which manages ground and cargo handling, and catering. He is also responsible for the

airline's pilot and cabin crew community.

Robin Kamark has been appointed Chief Commercial Officer. Mr. Kamark, who joined Etihad Aviation Group in April 2017, will spearhead the overall commercial strategy of the airline, including cargo, sales and marketing, revenue management, customer service, network planning, and alliances. He is also charged with leading Etihad Airways' destination management arm, Hala. Ray Gammell will assume responsibility for airline equity partners.

Ibrahim Nassir has been appointed Chief Human Resources & Organizational Development Officer, and is responsible for a wide range of support functions including, among others, learning, organizational development, medical services, talent

acquisition, rewards, people services, and immigration. Mr. Nassir will also lead the group's Emiratisation programme.

The new group organizational structure also sees Abdul Khaliq Saeed become Chief Engineering Officer (MRO); Mark Powers, Chief Financial Officer; Mana Al Mulla, Chief Support Services Officer; and Akram Alami, Chief Transformation Officer.

General Counsel and Company Secretary, Henning zur Hausen; Senior Vice President Government & International Affairs, Ahmed Al Qubaisi; and Vice President Corporate Affairs, Amina Taher, continue in their respective positions, also reporting to the Group CEO.

Tony Douglas, Group CEO, Etihad Aviation Group, said: "We are



now well equipped to deliver our plans as a reinvigorated innovator brand, with an optimized and profitable network, technologically advanced fleet, and a strengthened position as the global airline of choice, run by a seasoned team of talented professionals. The fact that almost half of our leadership team are UAE nationals reflects our strong succession planning efforts and commitment to developing Emirati talent.

“We are already seeing positive results even during this early phase of our transformation. The eventual aim of this process is for Etihad to be in the best shape to ensure its long-term sustainability, enabling it to meet the challenges of an aviation industry in constant flux.

“Etihad is now positioned to continue supporting the mandate of our shareholder, and the growth and prominence of Abu Dhabi.”

Etihad’s transformation programme has delivered measurable results to date, with the core airline division recently reporting a 22 per cent improvement in core operating performance for 2017, driven by improved revenues of US\$ 6.1 billion and a 7.3 per cent reduction in unit costs.



## Air Freight Growth Continues to Grow

The International Air Transport Association (IATA) released data for global air freight markets showing that demand, measured in freight tonne kilometers (FTKs), rose 4.2% in May 2018, compared to the same period the year before. This was slightly down from the 5.2% (revised from 4.1%) growth in annual demand recorded in April 2018. Freight capacity, measured in available freight tonne kilometers (AFTKs), grew by 6.2% year-on-year in May 2018. This was the fourth month in a row that capacity growth outstripped demand growth.

After a weak start to 2018, demand for global air freight has now resumed a modest trend upwards. However, the rapid growth seen in 2017 is now over, with demand growing at a significantly slower pace in 2018. In IATA’s mid-year industry outlook, 2018 freight growth was revised downwards to 4.0% (from the previously forecasted 4.5% in December 2017)

There are three indications that growth will continue at a slower pace:

- The re-stocking cycle which required quick delivery to meet customer needs is over
- The new export orders component of the global manufacturing Purchasing Managers’ Index (PMI) is at a 21- month low



- Global trade appears to be softening as trade tensions increase

“We expect air cargo demand to grow by a modest 4.0% in 2018. That’s an uptick from a very weak start to the year. But headwinds are strengthening with growing friction among governments on trade. We still expect demand to grow, but those expectations are dampened with each new tariff introduced. Experience tells us that trade wars, in the long run, only produce losers,” said Alexandre de Juniac, IATA’s Director General and CEO.

### Regional Performance

All regions except Africa reported an increase in growth in May 2018. Asia-Pacific airlines saw freight demand increase in May 2018 to grow 4.9% compared to the same period last year. This was an increase over the 3.9% recorded the previous month. Capacity increased by 7.4%. As the largest freight-flying region, carrying close to 37% of global air freight, the risks from protectionist measures impacting the region are disproportionately high. That said, there are signs that demand is accelerating for international FTK’s.

**North American airlines’** freight volumes expanded 5.9% in April 2018 compared to the same period a year earlier. This was an increase in

demand from the 4.6% rate of growth recorded the previous month. Capacity increased by 5.4%. The recent momentum of the US economy and the US dollar has helped strengthen demand for air imports. Data from the US Census Bureau shows a 12% year-on-year increase in imports by air in April, compared to 2.4% growth in March.

**European airlines** posted a 2.3% increase in freight volumes in May 2018. This was a slowdown from the 3.5% rate of growth the previous month. Capacity increased 6.0%. Seasonally-adjusted volumes rose slightly over the past two months; however, the annualized rate of growth over the past six months remains low at only 1.5%.

**Middle Eastern carriers'** freight volumes grew 2.4% in May 2018. This was a significant deceleration in demand of over 6.9% the previous month. The decrease mainly reflects developments from a year ago rather than a substantive change in the current freight trend. Seasonally-adjusted freight volumes continue to trend upwards at a comparatively modest pace by the region's standards. This is consistent with signs of a broader moderation in global trade. Capacity increased 3.3%.

**Latin American airlines** experienced growth in demand of 11.4% in May 2018 - the largest increase of any

region for the third consecutive month. Capacity increased by 1.5%. The pick-up in demand over the last 18 months comes alongside signs of economic recovery in the region's largest economy, Brazil. Seasonally-adjusted international freight volumes surpassed the May 2014 peak this month.

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# Events

## The 8th India Warehousing Show ended on a high note cementing its position as a market leader

The 8th edition of India's truly global logistics show- India Warehousing Show 2018(IWS2018) concluded with flying colours. The show undoubtedly proved itself as the biggest and the most popular show on logistics, warehousing, automation, material handling and supply chain bringing together over 10, 976 unique visitors from June 21 to 23 at Pragati Maidan, New Delhi. The most innovative and latest products & solutions by leading companies, who were the exhibitors at the show, were unveiled and demonstrated attracting many eyeballs.

The morning of June 21st witnessed a grand opening of the much awaited, India Warehousing Show 2018 by industry veterans and eminent personalities. The show kick-started along with India Warehousing Summit- India's leading intra-logistics industry conference. For the first time, Reed Manch Exhibitions, the organisers of India Warehousing Show along with ESR, a leading pan-

Asia logistics real estate developer, owner and operator presented their maiden edition of Warehouse Excellence Awards. The awards were an initiative to recognise and appreciate companies that are constantly evolving themselves, upgrading their current facilities, technologies and redefining their processes. Through these accolades, the aim was to highlight & promote companies and their best practises in the industry.

### A spotlight on 2018 edition:

Show floor action: The largest ever show floor area of 11,000 sqm hosting 250+ Indian and international companies as exhibitors. The floor demonstrated and displayed all the five verticals of logistics such as warehousing infrastructure solutions, material handling, automation, packaging and supply chain under one umbrella. A number of new products were unveiled during the three days. Companies such as Jungheirich, SSI Schafer, Grey orange, Armstrong, ZirkelInfrac, Honeywell, SGS Fabrications



Works, Nido, Great Eastern, Pepperl Fuchs and many more conducted live demos and launched their new offerings at the show.

### **Open floor workshops:**

India Warehousing Show hosted two noteworthy workshops on June 22, 2018. The workshops revolved around topics such as 'Sustainability in Warehousing' and 'I have land & I want to open a warehouse'. The workshop on Sustainability in Warehousing highlighted ways to reduce the operational costs involved in warehousing by going green and sustainable. Apoorv Vij, Senior Manager-Technical Dev. GBCI, moderated it. The second

workshop on I have land and I want to open a warehouse was moderated by Arif Siddiqui, Managing Director, Coign Consulting, a renowned supply chain consultant. This workshop gave insights into how to start up a business in the warehousing sector, understand the crucial role of location in warehousing and related. A remarkable number of visitors converged at the time of these workshops making it one of the key highlights of the show.

### **India Warehousing Summit:**

India's most relevant and unique conference on the intra-logistics industry brought together over 193+ delegates. These delegates came



from various walks of not just the intralogistics industry but also from FMCG, retail, eCommerce, electronics, investment providers and many more verticals making the conference truly versatile and relevant for all. The conference also hosted over 52 key speakers who are industry experts and think tanks bringing their knowledge and expertise. The carefully curated agenda of this two-day conference was derived based on meticulous industry feedback and survey that the team carried out. Day 1 of the conference witnessed White Paper Launch by JLL India. The White Paper themed Indian Warehousing: The Evolutionary leap forward aiming to display India's position in the evolution of logistics. It gives a snapshot of current trend and market dynamics that will boost growth and pave the way for the future.

### **Business match making and exclusive VIP buyer**

### **programme**

With an aim to create a dedicated business matchmaking programme, GoConnect- is an online platform to pre-fix meetings with suppliers to bolster business relationships. There were over 782 pre-schedule appointments. In addition, an exclusive VIP buyer programme hosted decision makers from key companies as VIPs. The show welcomed over 650+ VIPs from prominent brands such as Hindustan CocaCola, Samsung Electronics, Walmart India, Dominos, Grofers, PepsiCo, Myntra, BlueDart, Honda, Yes Bank and many more.

### **Sponsorship and associations:**

Foundation Partner: Indospace,  
VIP Partner: Embassy, Conference Partner: Allcargo Logistics, Networking & Awards Partner: ESR, Warehouse Partner: Ascendas, Technology Partner: Armstrong,



Gold Partner: Gandhi, Connectivity Partner: Honeywell, Silver Partner: Kelley, ZirkelInfarca, Nido, Gati Limited, Official Supply Chain: Greyornage, Bronze: Carryfast, Delegate Kit Partner: DeeEss, Knowledge Partner: JLL, Panel session partner: Realistic Realtors and Sustainability Partner: GBCI. The Associations that supported us this year were AIDC Technologies Association of India (AIDCTAI), Supply Chain & Logistics Group (SCLG), Packaging Industry Association of India (PIAI), Consolidators Association of India (CAI), Indian Private Ports & Terminals Association (IPPTA), Container Freight Station Association of India (CFSAI), The Air Cargo Agents Association of India (ACAAI) and The Federation of Indian Export Organisations (FIEO).



28+ media tie-ups with formed giving extensive coverage and publicity.

We look forward to seeing you next year as well. Watch out to explore yet another power-packed edition of India Warehousing Show from June 20-22 at Pragati Maidan, New Delhi.





## SCLG – S.P. Jain Supply Chain Conclave









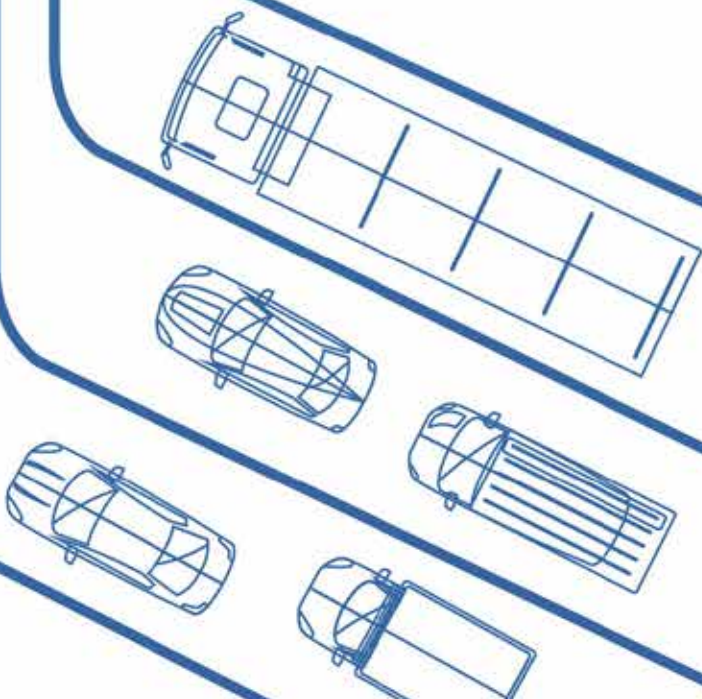




# 4<sup>th</sup> ANNUAL FLEET MANAGEMENT

Advancing vehicular tracking through smart integration

24th – 25th October 2018 | Pullman Bangkok Grande Sukhumvit, Thailand



Enabling trade  
around the  
**world.**



## Supply Chain Conclave, a SP Jain\_SCLG roundtable delivered extremely well

Host of speakers, panelists and participants came together in Dubai, Hotel Taj on 8th August 2018 to discuss digital supply chain maturity. I have received feedback from participants that the theme, presentation and panels have been well delivered. Through such roundtables with included discussion and deliberation, problem solving and decision making inside industry get significantly helped. In addition, growth of innovation for supply chain helps grow economy and also bring better speed for creation of economy. Thank you SP Jain Campus in Dubai, its professors and its communication experts in making this roundtable a success.



**Shashi Shekhar**  
Group Chairman & Founder, SCLG  
Chairman & Managing Partner, innovaXL  
twitter: @shashi\_SCLG



**Prof. Christopher Abraham**  
CEO & Head - Dubai Campus  
Sr Vice President - Institutional  
Development  
SP Jain School of Global Management



**Dr. Rajiv Aserkar**  
Professor & Head of Logistics  
and Supply Chain  
SP Jain School of Global Man-  
agement | Dubai • Singapore •  
Sydney



**Baljeet Nagi**  
Director - ERP-SCM Sales Devel-  
opment & Strategy  
Oracle, Dubai, UAE



**Kunal Gupta**  
Director - Supply Chain  
Bateel International LLC



# 3<sup>RD</sup> ANNUAL SAUDI FREIGHT & LOGISTICS 2018

22<sup>nd</sup> - 23<sup>rd</sup> October, 2018

Rosh Rayhaan by Rotana | Riyadh | Kingdom of Saudi Arabia



## About the conference:

As the Gulf region aims for a larger role in the global logistics market, which is estimated to be worth \$15.5 trillion by 2024. Saudi Arabia is upping its own logistics game and becoming a tough competitor to Dubai. According to reports, Saudi and UAE are considered the most attractive target market for logistics investment. In April 2016, Saudi Arabia announced its Vision 2030 and under this plan, the country will reduce its dependence on oil by 2020. Pending this Saudi Arabia will soon be a "global player" on the world's investment stage. We, at Bricsa Consulting, are bringing to you the 3rd Annual Saudi Freight & Logistics conference in Riyadh, Saudi Arabia which will be hosted on 22nd & 23rd October, 2018 and shall address the current opportunities as well as challenges in the freight-logistics-transportation sector in the Kingdom.

## Key Highlights

- Development initiatives in the region
- Establishing the Kingdom as key logistics hub
- Benchmark and hear from the best in the business
- Strategies related to ports, customs, freight and transportation sector
- Gaining valuable insights on freight transportation projects in the Kingdom

### Endorsers



### Media Partners

