

Built End-to-End

Increasing our Warehouses
Footprint

The Road to Acceleration

Tomorrow is already here

Food Logistics Valued

Playing a large role in food safety

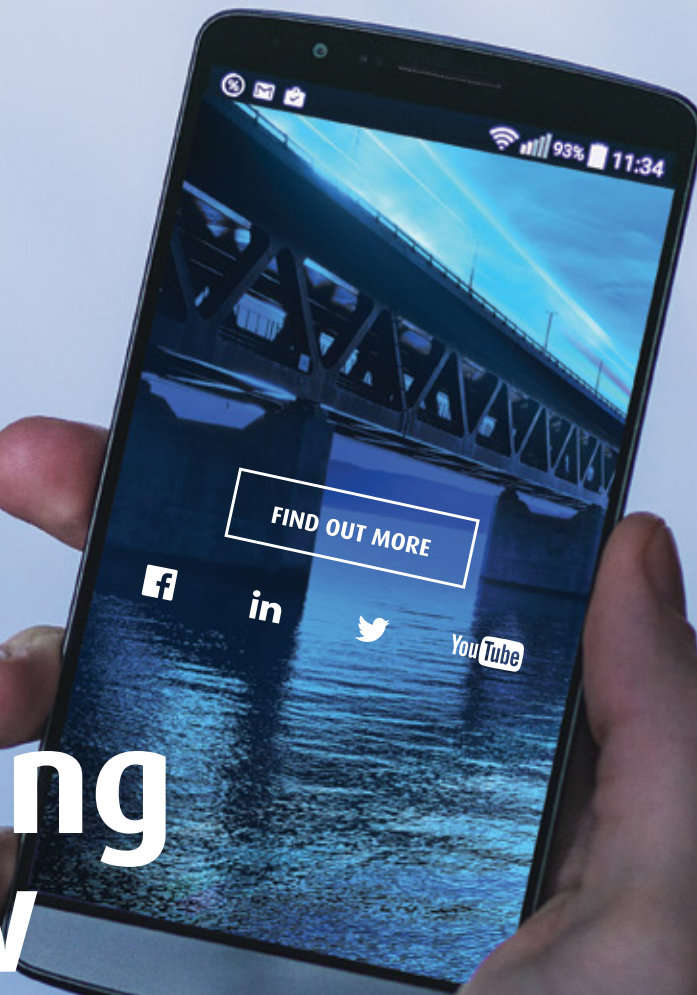


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Izaz Ahmed
Editor in Chief

IN MEMORY



MLC has played a major role in storage solutions for diverse products

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ACCELERATING TO TOMORROW

BAHEEJ BIQAWI

CEO NOTE

The first quarter of the year approaches its end and we are already making long strides in our positive path to success.

As our Chinese partners and suppliers celebrate the lunar year with joy, we are proud to benefit from the new acquisition by China Merchants Group of our long lasting partner, Sinotrans and CSC Group. The newly formed management asserted their commitment to the first JV Sinotrans has ever had aboard, which was formed by their predecessors. It is clear from this edition that our Chinese JV is growing stronger every year, from handling door to door cargo, to onshore project cargo services and managing a large warehousing facility in Jebel Ali.

At the same time, our operations around the region are in full swing, as we continue to leverage our diverse services, equipment and expert personnel to serve existing and new clients in various sectors. Speaking of our personnel, we welcome new team members who bring with them a wealth of knowledge.

Of course, it is not all-bright sunshine; the region is still facing a challenging time. As a result, we have launched 'Accelerate 2020' for a sustainable growth while we continue our structural reforms. Throughout this edition, our executive management will give you a taste of our future plans and how we are going to achieve them. To those boots on the ground, I personally understand the weight put on your shoulders to weather the storm and you have always lived up to the challenge. If it is any consolation, I invite you to read Mr. Scott Lee Stevenson, Educational Consultant (Mindset Specialist) as he give his views on how to take a personal lead in managing your stress.

We invite you to enjoy reading this month's features with a wide coverage of our activities in Saudi Arabia's eastern and western shores. Furthermore, our GCC General Manager, Mr. Oussama Abba, highlights some of the key developments in our plan to expand further into the GCC region, which we have been contributing to its growth and progression for decades to see it becomes a logistics hub and a trade crossroad between the East and the West.

On this note, we wish you a safe and stress-free spring season and to observe our safety monthly tips focused on your body, mind and soul.



In Vision



Brent Melvin
COO

The logistics industry plays a large role in food safety. Fingers are usually pointed in all directions when it comes to the responsibility and ownership of the product quality at various stages of the supply chain. Mr. Melvin, on the occasion of moderating the 8th Middle East Cold Chain Food Safety Conference this year shares the underlining issues in the food value chain.

From a traffic control point of view, regulation needs to start with minimum standards related to these trailers on arrival and first registration in the GCC. The import of second-hand equipment continues due to price benefits for the transporter. He suggests that follow-up controls need to be in place at annual re-registration to ensure suitability year on year. He proposes the inspection of warehouses rather than the conventional vehicle inspection.

There remains some key reasons for the symptoms of cold chain failure when it comes to transporting of perishable goods. It is common knowledge that reefer engines are switched off during the journey for long intervals allowing a rise and fall in temperature. There is; of course, telematics tools and data logger equipment available to mitigate such risk, but often telematics is not available with the transporter. While data loggers/measuring devices may allow a warehouse to reject cargo, they do not provide a real-time surveillance of the cold chain which may result in the rejected cargo being disposed of at great expense and wastage. For example, drivers are often not managed or observed throughout the journey.

Mr. Brent concludes by saying, "MLC imbeds such measures to ensure the product quality remains intact and waste is minimised. As we expand our footprint of warehouses in the region, we ensure that these facilities eliminate any room for errors end-to-end. We are performing the necessary due diligence of our warehouses and transportation operation and commit to such valuable cargo."

FOOD SAFETY VALUED

"The simple fact remains that there is a lack of concrete regulatory frame and control when it comes to transport and warehousing of food items. Poor equipment, lack of maintenance or trailers that have exceeded their useful life find their way to the Middle East and other non-regulated countries."

Smart buying is one of the short-term solutions available to manufacturers and distributors for perishable cargo. There is a large amount of 'ad hoc' transporters available with less than suitable equipments in the region used by brokers to provide transport solutions to companies which are looking to procure services at the cheapest rates available in the market. This behaviour drives demand for more and more of these operators. The net result is that professional operators who procure new and purpose build equipment for the regional climate; with full visibility tools and journey management, are becoming not competitive as a result.



China FOCUS

In this edition, we sit with Mr. Shao Hontago, SMME GM as he welcomes with a big smile following his return from his hometown in Beijing after the Chinese Lunar New Year - a celebration among all nationals, including every ethnic minority, such as the 21 million Muslims estimated to live in the country.

2017 lunar year fell on 28th January, as the year of the Rooster, according to the Chinese 12-year animal zodiac cycle. The main reasons of this festive time are to celebrate a year of hard work, have a good rest, relax with family, and to wish for a lucky and prosperous coming year.

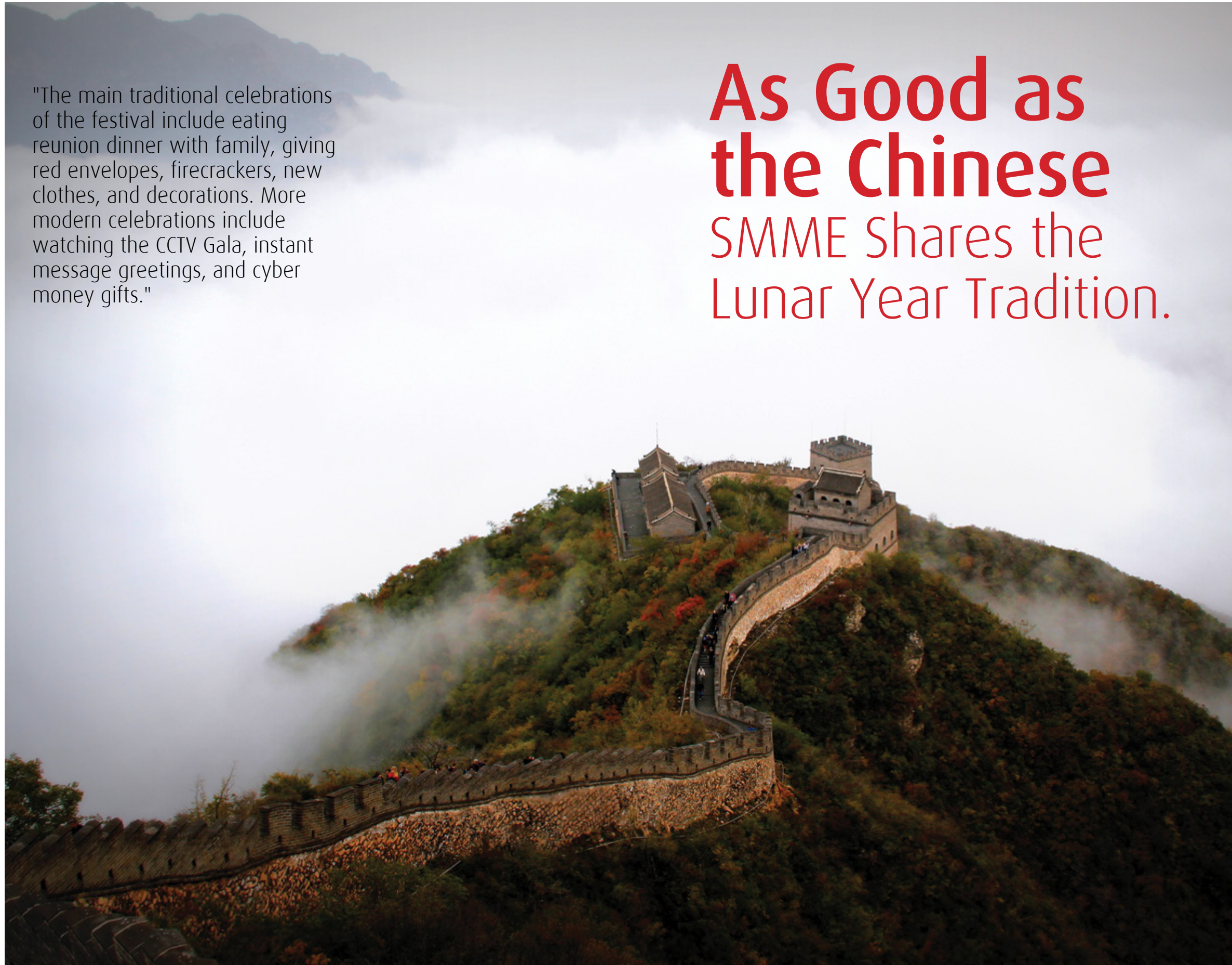
Mr. Shao gives specific details on the customs of food, gifts and firecrackers. He says, "Red envelopes with money inside are given to children and (retired) seniors. It is not customary to give red envelopes to (working) adults, except by employers." Another novelty is to set off firecrackers when the New Year clock strikes. The louder the firecrackers, the better and luckier it will be for business and farming in the coming year. Contrary to this, Chinese are superstitious of bad luck, as a result cleaning or washing hair in the first 3-days of the festive celebration will sweep/wash away good luck.

The New Year's Eve dinner is called "reunion dinner", and is believed to be the most important meal of the year. Big families of several generations sit around round tables and enjoy the food together. Eating fish is believed to bring a surplus of money and good luck in the coming year - the Chinese word for fish sounds like 'surplus'. Moreover, every street, building, and house where the lunar year is celebrated is decorated with red. Red is the main colour for the festival, as it is believed to be an auspicious colour. Red lanterns hang in streets; red couplets are pasted on doors; banks and official buildings are decorated with red pictures depicting images of prosperity.

As 2017 is the year of rooster, decorations related to roosters will be commonly seen. There are red rooster dolls for children and paintings with roosters.

"The main traditional celebrations of the festival include eating reunion dinner with family, giving red envelopes, firecrackers, new clothes, and decorations. More modern celebrations include watching the CCTV Gala, instant message greetings, and cyber money gifts."

As Good as the Chinese SMME Shares the Lunar Year Tradition.



News From Far East



Almajdouie and Sinotrans members in Beijing

CMG Acquires Sinotrans & CSC Holding

China Merchants Group (CMG) has acquired Sinotrans & CSC Holdings Co., which received the official approval from the state-owned Assets Supervision and Administration Commission of the State Council (SASAC) in December 2015.

Sinotrans has its first joint venture abroad with Almajdouie in 2008 establishing 2 companies in Jebel Ali (Maxxlogistics) and Dammam (Almajdouie-Sinotrans Middle East (SMME)). Mr. Dexing Song, GM of Sinotrans & CSC Group, stated "In becoming a wholly-owned subsidiary of CMG, the reorganisation aims to achieve economies of scale and synergies in particular in the areas of logistics, energy and bulk shipping, property development, ports and marine and offshore engineering between the two groups to speed up the development of an internationally competitive leading enterprise." He adds that the successful partnerships with MLC made in 2010 will continue to benefit from these deep reforms and institutional innovation at home.

Freight News

SMME signs a contract services agreement with China Petroleum Pipeline Bureau (CPP).

The Ras Tanura project will have a total volume of about 20,000 FT of break-bulk cargo and about 500 containers. SMME will be providing customs clearance, land transport, duty exemption of all consignments arriving at King Fahad International Airport in Dammam and delivered to the project site in Ras Tanura. At the same time, for cargo shipped from other countries, SMME is providing door-to-door services whereby SMME arranges for the cargo airfreight from the warehouse of a Finnish manufacturer then deliver it to the site after all customs procedures are completed at King Fahad International Airport in Dammam.



The 12/15-month project comprised 3 batches of under temp-imported cargo to Saudi Arabia. SMME team helped CPP to finalise all the procedures of temp-import certificate that ensured that the project cargo would arrive at the site timely.



CHRONIC STRESS LEAD FROM WITHIN

Stress has a devastating impact on your physical health, psychological wellbeing and the brains performance. This environment is the New Jungle to the brain! Our workplace and social life has witnessed a huge increase in the information it has to process.

You have probably heard of the bodies 'fight or flight' response to perceived threats. The brain is hard wired to react to stress that was originally meant to protect us from predators and other aggressors. The problem arises when the brain perceives a threat and reacts, but the threat is nothing more than an unwanted email, a negative relationship, lack of clarity on a task, professional performance worries, financial concerns, social and electronic media overload.

Are we doomed to just surviving this overwhelming amount of new information expectations?

Not at all! My work with corporate executives in this area is almost a mirror image of the work I do with World Champion elite athletes. I believe it helps the corporate executive to think of himself or herself as an elite athlete, therefore becoming proactive about their physical and psychological health. Having taken feedback from thousands of clients worldwide, they have found it particularly useful to understand the science of stress - the factual processes and the health consequences upon the body and mind.

The impact of chronic stress

Depression and anxiety, weight problems, auto immune diseases, skin conditions, reproductive issues, heart disease, digestive problems, sleep problems and cognitive and memory problems.

What can you do about it?

Well first of all, you need to know the areas that create constant and/or excessive stress for you. Stress reactions are completely personal. For example, one person loves driving to work and finds it a cathartic unwinding process; whereas another person becomes anxious and frustrated and maybe continually worry that they'll be late. One person sees conflict as an opportunity for growth and improved performance while another has physical and emotional pain at even the thought of it.



Scott Lee Stevenson
The Mindset Specialist
Contributing Writer

"I personally don't even think about managing stress! I think in terms of being aware of the various types of stress and then simply processing it, allowing the body and mind to constantly refresh, heal and grow even stronger."

Key factors to 'Boost' your ability to process stress

Emotional awareness: Having the emotional awareness to recognise when you're stressed and then being able to calm and soothe yourself can increase your tolerance to stress and help you bounce back from adversity. It is also a skill that can be learned at any age.

Relationships/support network: People with a strong network of friends and family are better able to tolerate and process stress.

Physical activity: Regular exercise can lift your mood, improve intelligence, strengthen the brain, as well as serve as a distraction.

Diet and nutrition: The food you eat can improve or worsen your mood. Eating a diet rich in fresh fruit and vegetables, high-quality protein and healthy fats (especially omega-3 fatty acids) can help you better cope with life's ups and downs.

Mindfulness Activities: Engaging in yoga, meditation, relaxing or walks in nature, acupressure tapping, positive visualisation, gentle martial arts, conscious breathing are just a few things that will help reduce stress.

GCC Coverage

The Road to Acceleration



One of our ongoing projects in Kuwait

Sky is the limit when it comes to our appetite for growth. Since MLC's inception, our founder has made visionary decisions that have led us to the current leadership position, backed with an inspiring culture that will always drive our strategic approach. Mr. Oussama Abba, GCC GM explains how MLC is reinforcing its position in the market by expanding within the MENA Region.

As Malcolm X once said, "Tomorrow is already here, and the future belongs to those who prepare it today." MLC did just that when launching our 'Accelerate 2020 Programme'. Expanding our footprint within the MENA region is key to our company's development and sustainability in an extremely competitive environment. As a result, we expect to be fully operational in all GCC Countries by the second quarter of this year. So far, we have completed the registration of our Bahrain office and currently in the process of completing Qatar and Oman registration. new strategies and indulging in diversified businesses.

"Our approach differs from one market to another. All modes of implementation are carefully chosen based upon markets' entry barriers, regulatory requirements and addressable market size by product and by segment."



Almajdouie and Alkazemi management team

Throughout the past half century, MLC accumulated immense experience and know-how that enabled us to provide tailored services across the various industries. We fulfil our customers' needs and expectations through our understanding of their supply chain models both locally and internationally. Therefore, we will capitalise on the same success factors within the rest of markets we plan to enter or reinforce our position. In the UAE, our JV, MaxxLogistics has been operating for nearly a decade and in Kuwait, we are in partnership with one of the most prominent local business, AlKazemi in the form of a JV; namely MK Logistics.

Up to date, we have appointed, Mr. Kaleemulla Shariff as the Country Manager for MK Logistics and Raihan Hussein as a Sales Manager in the UAE. Under the leadership of these veterans, we have successfully increased our contract value by 20% in Kuwait and we are generating additional volume for the UAE-Saudi Arabia trade route.

Mr. Abba explains that with the full organisational restructuring of MLC, we have developed an internal shared services platform and its key mandate is to ensure a solid standardisation approach across all business units.

This aims at generating synergies between internal functions, hence improving our operation efficiency and effectiveness and ultimately, maximising our company's profitability without compromising on quality delivered to our customers. This same platform is used for our implementation outside Saudi Arabia, and it includes a centralised Enterprise/ Corporate sales team, marketing communication, contracting and pricing, asset management, fleet management, customer service, SHEQ, market and business intelligence.



Oussama Abba
GM-GCC

On Site GE FIRST SHIPMENT

Waad Al Shamal Project

MLC's team has successfully handled the first movement of Heat Recovery Steam Generator (HRSG) Modules from Jubail to Waddi Alshamal Project in Turaif, Saudi Arabia. 20 out of 40 GE units were delivered, each weighing 195 tons. The move required close coordination, careful planning and meticulous handling.

MLC's team moved the long (2519 X 389 X 335 meters) by 1X14 axles trailers throughout the whole 1,300 KM journey from Jubail to Saudi Arabia's most northern city, Turaif. Such long distance required continuous supervision by our experts and careful planning in every step of the way. At the same time, all necessary documentations, including permissions were procured prior to the movement.

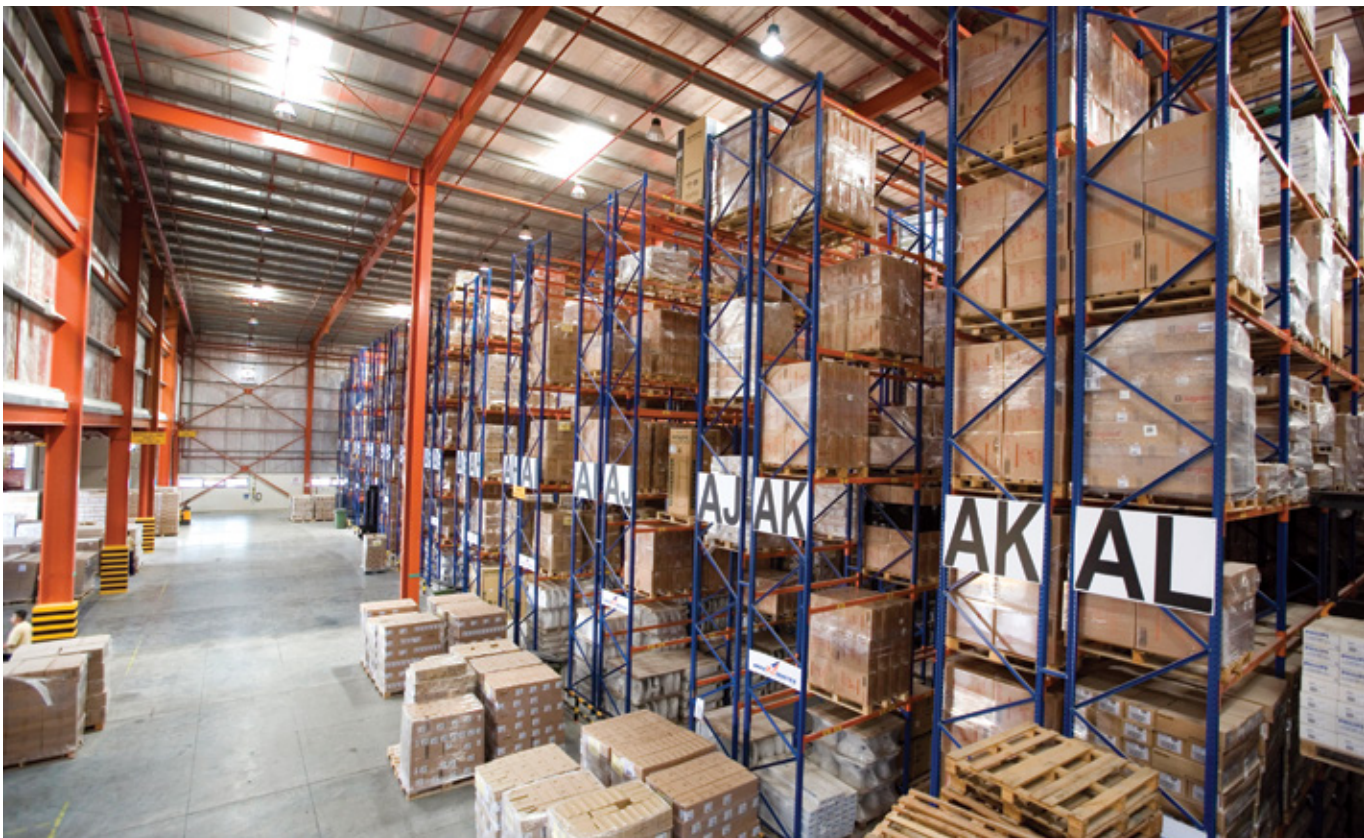
Covering 440 SQ KM in Saudi Arabia's Northern Frontier, Waad Al Shamaal will be a city of 100,000 and a mining complex with seven world-scale phosphate-processing plants.

Waad Al Shamaal is another in a continuing series of Saudi programs to harness, process, and monetise natural resources in a way that promotes economic development and diversity.



In Focus

Warehousing and Distribution



Our State-of-Art storage facilities in Jebel Ali

From Jebel Ali to Rabigh, MLC handles diverse products from hydrocarbon to FMCG as it operates open sky terminals and warehousing facilities across Saudi Arabia and the GCC region. Mr. Sami Al Zaben, GM Eastern Region outlines MLC's current position in the market in terms of warehousing and distributions and its '2020 Accelerate plan' in relation to such lucrative business.

Mr. Sami explains that warehousing extends to distribution, import and export related freight forwarding services, value-added activities, inland and cross-border transportation. For example, our 23,000 SQM warehouse in Jebel Ali is equipped with latest 3PL technology platform with complete end to end visibility.

MLC is expected to add an additional 30,000 SQM and 100,000 SQM warehouses by end of 2017 and 2018 respectively. This is in addition to the 500,000 SQM terminal and 10,000 SQM temperature controlled and ambient warehouses in Dammam and Riyadh respectively.

"We want to make sure that we are not only leveraging our diverse services but also streamlining our services from end-to-end. As a result, expanding in warehousing space makes the perfect fit with our existing 3PL and distribution services. MLC's end to end logistics service will speed the supply chain efficiency."



MLC builds long term relationships with FMCG clients

For more than 50-years, we have collaborated with plant operators and regulators to design, build and operate strategically located storage facilities for diverse products. For example, we are working with the Royal Commission of Jubail to design and build 320,000 SQM logistics complex. It will include massive warehousing offering as logistics hub to support the growing demands of the petrochemical industry.

We will continue to make sure that manufacturers and distributors across various industries rely on our capabilities of supporting industrial products (chemical and petrochemical), FMCGs, food items, electronic and electrical items, health and body care products, automotive parts and household items.



Insight Western Region

Cargo, Projects and More



Boots on the ground in some of our key projects

MLC's record-breaking performance in year 2016 is owed to the many activities on the Red Sea. In this edition, we meet with Mr. Yousef Saleh, GM Western Region in the spanking new office located in Jeddah.

Petrochemical products dominate the cargo market in the western shores with many major industrial and infrastructure developments are in the limelight. These vary from megacities, such as King Abdullah Economic City to one of the largest utility plants, such as the world's largest oil gasification power plant in Jazan (IGCC project). Mr. Yousef explains, "MLC's diverse portfolio is a key differentiator and allows us to serve the diverse activities in this thriving part of Saudi Arabia. Last year, MLC handled large quantities of polymer products on a monthly basis." In MLC's Yanbu Terminal, we handle project cargo, as well as containers and LORO ISO tanks. We provide value-added services, such as receiving, storage, stuffing and de-stuffing.

12%
Terminal handling increase

3/4 days
Reduction when using 'No Container Deposit'

Mr. Yousef forecasts a 12% increase of the total terminal handling, as compared to last year. He adds, "MLC never fails to introduce new Innovations in handling such large volume of cargo." He explains how we introduced 'Fix Deposits Amounts' -Almajdouie Guarantee Letters instead of payments as container deposits, in order to support cash flow. As a result, we have successfully negotiated with shipping lines for 'No Container Deposit' (NCD) terms to avoid this dilemma. These results not only impacted and supported cash flow directly, but also managed to reduce CC lead times by 3-4 days and made us avoid container deposit refund processes and follow-ups. I would like to share my appreciation for the efforts exerted by our team Mr. Mohammed Mahmoud, Mr. Imtiyazuddin Khan, Mr. Nasser Ahmed, Mr. Sayed Aqeel and others.



Chilled Water Tower delivered in Jazan.

Jeddah is home to Western Region Division

On the project cargo side, Mr. Falak Sher, projects senior supervisor sheds light on the type of cargo received in Jazan commercial port, such as a transformer weighing 450 tons and size (13 .2Lx 4.7W x 6.3H M). He explains how MLC's team moved the cargo to SHAIQAIQ site by barges covering the complete scope of RO/RO operation. MLC also offers freight forwarding services from its office in Jeddah and is planning to open a new customs clearance office in Jazan. Another project to highlight is the Chilled Water Tower for Air Products Plant weighing over 2.4 ton and size (1535Lx422WX460H CM) where MLC used 12-axle Cometo trailers.



Yousef Saleh
GM Western Region

Group News

Almajdouie Launches Arjaa Brand Identity

Arjaa Travel and Tourism has been in the tourism industry since 1980 with its name registered as Almajdouie Travel. It has catered to Saudi Arabia's Eastern Province both for retail and corporate services from its head office in Khobar. With branches in Dammam and Jubail, Almajdouie Travel gained enormous advantage for 4 decades of operating with the respectful Almajdouie family brand name by building on the values of its founder, Shaikh Ali Almajdouie. Arjaa started its expansion plans in Central and Western region, with the first branded office opened in Jeddah's high-end Tahliya Street.



People might be wondering why the name has to be changed. There is an Arabic saying, "if you need to fit in your identity, people should recognise you in front of your father, by saying he is so and so! Rather than he is the son of so and so." Hence, the management came up with the idea to re-brand the name and the process took place in mid of the year 2016. The idea behind the changes is to give a simple name to customers across the globe that is easy to remember and memorise. Therefore, an Arabic name, Arjaa was chosen due to its simple sound for customers from all walks of life. The meaning of Arjaa stands for 'destinations'.



A Korean based advertising company took charge of presenting few optional names with their relevant meanings that match the nature of business and subsequently designed the Logo. Finally, the brand was launched in May 2016 at the Movenpick in Khobar with the presence of nearly 500 participants from travel fraternity and the airline industry. The team also adopted the slogan 'WE KNOW THE WORLD' with its core vision to connect leisure and business travellers to destinations in the four corners of the world.



Mr. Aslam Pasha, GM Arjaa stated, "Arjaa's aim is to cater every possible need of a customer starting from airline tickets, hotel reservations, car rental, travel insurance, international driving license and visa assistance." Also, the travel agency assists customers with education packages, such language programmes for children and adults, as well as with medical travel in different parts of the world, such as Germany, Korea, India, Philippine etc. This is in addition to the typical excursions, such as skiing, mountain climbing, river rafting, wild safari, scuba diving etc.

Welcome Onboard



Mr. Rudy Sadi
GM MdR

Mr. Rudy Sadi joins Almajdouie de Rijke (MdR). He spent most of his career in the petrochemical industry for the operation departments of 2 of the leading suppliers of alumina-based chemicals, Alumina and Alcoa.

He started his career as a process engineer in the Alumina refinery and then held various positions ranging from manufacturing, project management and quality functions (Lean/6 Sigma - MBB). Mr. Rudy is convinced that the unique position of the Kingdom geographically, as a crossroad between east and west, as well as the abundant resources of hydro-carbon can result in a leading trade role in the world.

Since December last year, Mr. Rudy is heading MdR's operation, such as the start-up of the Sadara solid and liquid production facilities. He is keen to prepare MdR for future growth venturing into new projects while overcoming the challenging time the region is witnessing. Some of these immediate challenges are short-term recruitment of competent staffs, labour law and procedures, as well as increasing the marketing of MdR's activities in the GCC. He proposes to resolve these issues by adopting a multi-skilled staff concept in order to allow flexible deployment, as well as seek partners in the region and increase the business development team.



Mr. Khaled Abdo Gawish
Jubail Terminal Manager

Mr. Khaled has been appointed as Jubail Terminal Manager, giving him the responsibility of one of MLC's key terminal operation.

He holds a masters degree in logistics and international transport from the Arab Academy for Science and Technology. Over the past 14 years, he has become a competent operation manager with a track record of managing logistics, transportation, terminal, stevedoring and port operations. He has worked at Ship & Crew and then at the Alexandria Sugar Co. (The Savola Group) for 11 years and 3 years respectively in Egypt.

Mr. Khaled hopes to play a key role in strengthening our terminal capabilities, building on MLC's long history and leading position in the market. He is already active in conducting studies and evaluations to improve efficiency, procedures and policies.

Industry Experts Opinion

Cash Flow Management



Mahmoud Ajam
Collection Manager

There is always focus on the sales team and who has bought in the biggest deal, but what about those who convert promises into hard cash? Without good credit control by account receivables management, companies run the risk of cash flow dying up and starving the business. We all know of businesses that survive without turning a profit, but nothing remains of those who lose control of their cash flow. Of course, these are exactly the sorts of orders that present us with unacceptable credit risk and cash flow nightmares. So how do they do it? What turns the hard work of sales and marketing and output of the wider company into cash at the end of the day?

Relationships

Like the best sales people, accounts receivables department balance hard financial sensibilities against long-term relationships. Setting fair and transparent payment terms and following up late payments in a polite, but progressive manner all contribute to building connection and trust between clients and accounts receivables department. Good relationships take time and effort to develop, but are invaluable. In this respect, the accounts receivables department is often an extension of account management and an ambassador for the brand.

Invoicing

Invoicing is at the heart of the accounts receivable process. We always rely on invoicing being sent to the right place in a timely and accurate manner. With electronic invoicing and automated invoice generation (Oracle system), billing is becoming more efficient and accurate. This greater efficiency enables the accounts-receivable team to switch focus from manually preparing and sending invoices and copies, to mitigating against bad debt.

"It is not sold until it is paid for"

It is time to speak up on behalf of the silent heroes found in any business: the mighty and tireless credit professionals.

Statements of accounts and their role in collection

Statements draw attention to invoices requiring payment. As invoicing becomes increasingly electronic, we are able to make a reference to electronic invoicing documents held on a server. This enables account receivables management to track what has been received, opened, or acknowledge their invoices. This audit trail provides the ability to proactively manage exceptions and ensure payments are followed through to obtain the payment sooner.

Sometimes statement of account is not enough, so account receivables management has to dig out and follow up on the customers, identifying why customers are late on payment. Then Account receivables management has to be involved and get support from each department (operation level, sales, commercial and CRM), to ensure meeting the company's financial health.

Jazan Latest Oversize Cargo Project

7 units were received in Jazan port by CSI/SEPCO for the latest project in Jazan Economic City.

The units had 2 different dimensions of 1260 × 392 × 406 mm and 1286 × 373 × 391 mm and weigh 342 and 256 tons respectively.

SEPCO signed an EPC contract with Saudi Aramco for Jazan 3850 MW IGCC project, which is currently the world's largest oil gasification power plant.

The project is located near a refinery in Jazan Economic City, and will be fueled by gasification syngas from the refinery's residual oil. 2400MW generation capacity will be provided to external users and the remainder will be used by the refinery.



Further Informed Eastern Region Operation Update

MLC's activities in the Eastern shores of Saudi Arabia are in full swing. Mr. Sami Al Zaben, GM Eastern Region, gave an update on the latest mobilised projects as well as the plan to further improve operational efficiency by adopting ERP by the 2nd quarter of the year.

MLC offers 70 and 75 fleets to some of the recent contracts for the transportation of Molten Sulphur. These fleets, in addition to 45 Hoopers were fabricated by Almajdouie Steel Industries (MSI). On the other hand, the ramp up operation for major petrochemical producers had already started where we are providing transportation, terminal handling and customs clearance for all of their containerised cargo.



Mr. Al Zaben foresees growth in the non-Oil sector, such as retail and wholesale trade, manufacturing, construction, mining, petrochemical, healthcare and tourism. He emphasises that in order for us to provide value to our clients, we have to mould our solutions to enrich operational efficiency, where time constraint for mobilisation is usually the most challenging part of the cargo movement. MLC adopts the latest ERP System and is continuously improving its functions and applications to cover its wide range of diverse clients from various industries.



Safe Operation In Kuwait



MK Logistics moved 'Absorber' column from the laydown to the GF for the Clean Fuel Project in Kuwait, using 12 axle (k25) trailers. Movement started at 10 pm as per given permissions from the security & traffic authorities and reached the job site at 11 pm. After being parked overnight, we moved again from the gate at sunlight to reach the foundation at 9 am whereby the column was lifted by a crane and placed on the foundation by 10 am.

Fleet Update
MLC adds 5 new low-bed trailers. The 4-axle gooseneck model was proudly designed and fabricated by Almajdouie Steel Industry in Saudi Arabia.



First Line Managers Development Workshop



MLC organised a 'First Line Managers Development' workshop on 20-21 January 2017.

The series were focused on developing the presentation skills of managers to help them to take their individual presentation skills from 'merely good' to great. By bringing together information from a wide range of people, the aim was to cover a whole range of areas. Whether you are an experienced presenter, or just starting out, there should be ideas here to help individuals to improve.

The value of knowledge sharing to an organisation is well known; yet much of the knowledge within an organisation remains unshared. MLC believes that knowledge sharing is critical to the success of an organisation. It enhances team performance and provides an organisation with a sustainable competitive advantage. It's a great example of teamwork, sharing lessons and cross selling between departments, etc.

We believe in empowering employees and investing in developing their capabilities and we would like to share with you some of the messages of the attendees.



"Keep your presentation simple and focus on your core message. Human beings are programmed to respond to stories. If you can use stories in your presentation, your audience is more likely to engage and remember your points afterwards."

Ghassan Tohmeh
Strategy Manager



"It's important to have passion and connect with the audience. Our presentations need to be built around what our audience is looking for to support their business."

Maqbool Alghamdi
Customs Clearance Manager

Upcoming Events



8-9 March 2017

**Telematics Conference
Middle East & Africa
Dubai, UAE**

We are pleased to invite you to Telematics Conference Middle East & Africa on 8-9 March 2017.

The 3rd edition will take place at the Conrad Hotel in Dubai, UAE. The conference will bring together all key stakeholders, experts and R&D companies in the field of telematics. Mr. Brent Melvin will be among the panel guests.



12-13 March 2017

**Smarter Fleet Operations
Conference
Dubai, UAE**

It is our pleasure to invite you to attend Smarter Fleet Operations Conference on 12-13 March 2017 in Dubai, UAE.

Mr. Yousef Saleh, Transportation GM, will be presenting a tyre management programme to help reduce your fleet operation and maintenance. Tyre management concept covers methodology, best practices, lessons learnt, KPIs and potential cost saving.



5th April 2017

**Food Chain
Dubai, UAE**

We are gladly participating at the 8th Middle East Food Chain Safety Conference that will take place in Dubai on 5 April 2017.

STRATEGIC KNOWLEDGE PARTNER
Mr. Brent Melvin, Growth and Innovation Manager chairs the panels, as part of MLC's strategic knowledge partnership to the conference.

This edition will focus on two very important links of the cold chain - transport refrigeration, and large-to- medium sized cold storage warehouses.



24-26 April 2017

**Breakbulk Europe
Antwerp, Belgium**

We are pleased to invite our esteemed clients to our stand at Breakbulk Europe on 24-26 April 2017 in Antwerp, Belgium.
STAND NO. 131H4

As one of the 400 exhibitors at the world's top-level logistics providers in specialised services, we hope to connect you over the 2-days exhibition.

This is the largest exhibition and educational forum in the world addressing the needs of traditional break-bulk and project cargo logistics professionals.



Body

Diet and nutrition
Eat fresh & healthy food
Breathe calmly, with your diaphragm
Sleeping 7 to 8 hours a day



Mind

Practice what you learn
Learn more skills
Practice Yoga & Meditation
Acknowledge your source of stress



Soul

Stay positive & calm
Stay committed to your plan
Never give up



Social

Keep organised
Build strong network
Feeling secured



logistics|further



Creating Positive Path

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