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IN MEMORY



Since its earliest days the Almajdouie Logistics team has been like a warm, close-knit family.
This spirit of collaboration and teamwork still endures today at Almajdouie Logistics.

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BAHEEJ AL BIQAWI

CEO NOTE

Vision Comes Into Focus

A rapidly evolving market, shifting customer demands, emerging technologies, and a regional focus on diversification are just some of the challenges facing Saudi Arabia's logistics industry as we prepare for 2018.

Fortunately, we are well-poised to face these challenges head on, and are making strategic plans to capitalise on the resulting growth opportunities.

This month's edition includes a report by our COO, Brent Melvin on supply chain issues and the impact that talent management plays here at Almajdouie Logistics. Our dedication and continued investment in developing our employees across our portfolio is a great example of the determined family spirit our company is known for.

We highlight the huge strides Saudi Arabia is making to diversify its economy as we move closer towards the Vision 2030 of developing the Kingdom as a global trade and logistics hub and, more recently, a tourism destination.

The Safe Always culture is deeply embedded in what we do at Almajdouie Logistics and, as such, we have a special report that sheds light on our record-breaking safety achievements to date. We recently celebrated 4 million safe man-hours for our Yansab project and a remarkable 10 million safe man-hours for Almajdouie De Rijke Ltd Co. (MDR). These achievements are a direct result of our

numerous workshops, seminars and daily practical applications. Our goal is to ensure our dedicated workforce, customers and subcontractors can achieve their objectives in a timely fashion without hindrances.

One of the key factors of our success in the region is that we are keen to build a strong connection with our clients and industry peers by participating in major events such as the Leaders in Logistics Summit, which we are sponsoring this year. Taking place on November 8 at Grosvenor House, Dubai, UAE, the Summit will call upon the region's foremost logistics and supply chain experts to discuss pertinent issues affecting the industry. We are also the Gold Partner of the 2017 Saudi Supply Chain Conference in Riyadh, which will explore topics such as the role of Supply Chain Management developments in reaching the Kingdom's Vision 2030 and other issues pertinent to the future of KSA and GCC.

There's still plenty of time left in 2017 and we look forward to achieving even greater feats with our plethora of ongoing projects.

Enjoy reading.



TOP 50 POWER LIST

Almajdouie Logistics CEO Ranked 6th Regionally

Logistics Middle East Magazine has ranked Almajdouie Logistics CEO, Mr Baheej Al Biqawi as the 6th most influential logistics executive in the Middle East.

Mr Al Biqawi is no stranger to the list, having scooped one of the coveted top spots last year too. Of the achievement, he says, "I would like to thank our team and partners for their continuous support and trust in our company. This ranking is not personal, it is a team recognition for our relentless efforts to deliver quality service to our customers. These proud moments make us determined to continue to grow and prosper without losing sight of our vision which is to be one of the leading logistics companies in the region."

The Logistics Middle East Magazine ranking is the latest in a long list of accolades that reflects the company's impressive growth and commitment to quality.

This year alone, Almajdouie Logistics bagged the '2017 Domestic Logistics Service Provider of the Year', 'KSA Supplier of the Year' from Frost & Sullivan; was named 'Supplier of the Year' in the GCC-wide and national category at the MEED Quality Awards for Projects and scooped 'Bespoke Logistics Project of the Year' at the Logistics Middle East Awards.

These achievements are in line with our long-term strategic vision, which involves working with our partners to deliver greater value to clients. We thank our colleagues, clients and suppliers for their trust and commitment," Mr Al Biqawi adds.

In Vision



TALENT IN DEMAND

Organisations are dependent on capable, motivated professionals to design, operate and manage their business. In today's ever changing global landscape, sourcing suitable talent has never been more important.

Talent management is an integrated organisational workforce process designed to attract, develop, motivate and retain productive, engaged employees. Many experts agree that this is something all companies should focus on.

Brent Melvin, COO of Almajdouie Logistics acknowledges that talent management serves a vital function. He says, "Talent management is the window for engaging employees to take responsibility for their own work area, at the same time as understanding their individual impact on the organisation as a whole, helping them to understand the big picture."

Almajdouie Logistics is always on the lookout for the best talent and prides itself on the quality, dedication and hard work of its more than 4,000 employees. With a strong culture of promoting from within and wide scope for career advancement, the company is recognised as an employer of choice in the region."

Talent Supply Chain Management (TSCM) is another important area to consider. It is a progressive approach to Human Capital Management that monitors internal and external labour and talent trends in order to optimise efforts to acquire, develop and retain talent through multiple channels. Essentially, its workforce analytics meets integrated talent management with a heavy dose of contingent workforce management.

Kelly OCG - the outsourcing and consulting branch of Kelly Services - has shown promise using TSCM by targeting some key areas, namely - diverse sourcing strategies & staffing models, alignment across HR, operations, procurement, and effective workforce planning & analytics.

As presented in Kelly OCG's model for TSCM, there are five categories of talent: Temporary staff, Independent contractors, Service providers, Alumni/Retirees/Interns and Full-time employees. Each have a place in the modern talent supply chain, but finding the right person for the right job requires considerable acumen.

According to Brandon Hall Group's recent State of Talent Acquisition Analyst report, however, 64% of organisations are operating without a high-level strategy in place to guide their hiring decisions and initiatives. Nearly a quarter of organisations aren't planning for talent needs of any kind. Kyle Lagunas, Talent Acquisition Analyst at Brandon Hall Group, says, "Lacking both renders any effort to build a steady supply of talent making it next to impossible,"

"Employees with a desire to learn and develop are an important asset to any organisation," Mr Melvin says, "Through effective sourcing both internally and externally, Almajdouie Logistics has developed a talented and eclectic team of professionals to be proud of. At the same time, we are putting considerable investment into developing our people across the company's portfolio. We are recruiting new management - comprised of the industry's finest leaders - who have innovation and operational efficiency at the top of their agenda."

IN SAFETY

Achieving 10 Million Safe Man-Hours



Having an effective safety programme in place is one of the best decisions any company can make - it's good for workers and also for the bottom line.

Almajdouie Logistics takes great pride in its sterling safety record and recently celebrated 4 million safe man-hours for its Yansab project and a remarkable 10 million safe man-hours for Almajdouie De Rijke Ltd Co. (MDR).

In 2015, the company reduced its number of motor vehicle accidents by 25% compared to 2014. We trained more than 2,200 employees, drivers and subcontractors on different subjects during safety week campaigns from 2014 to 2016 and the impressive safe man-hours achievement is a direct result of such initiatives.

Amador Brinkman, Safety, Health, Environment and Quality (SHEQ) Manager at Almajdouie De Rijke Ltd Co. explains, "Through an extensive series of workshops, campaigns, assessments and evaluations Almajdouie Logistics has set a benchmark for others to aspire. It was no easy task, considering the company has various projects spread across the region."

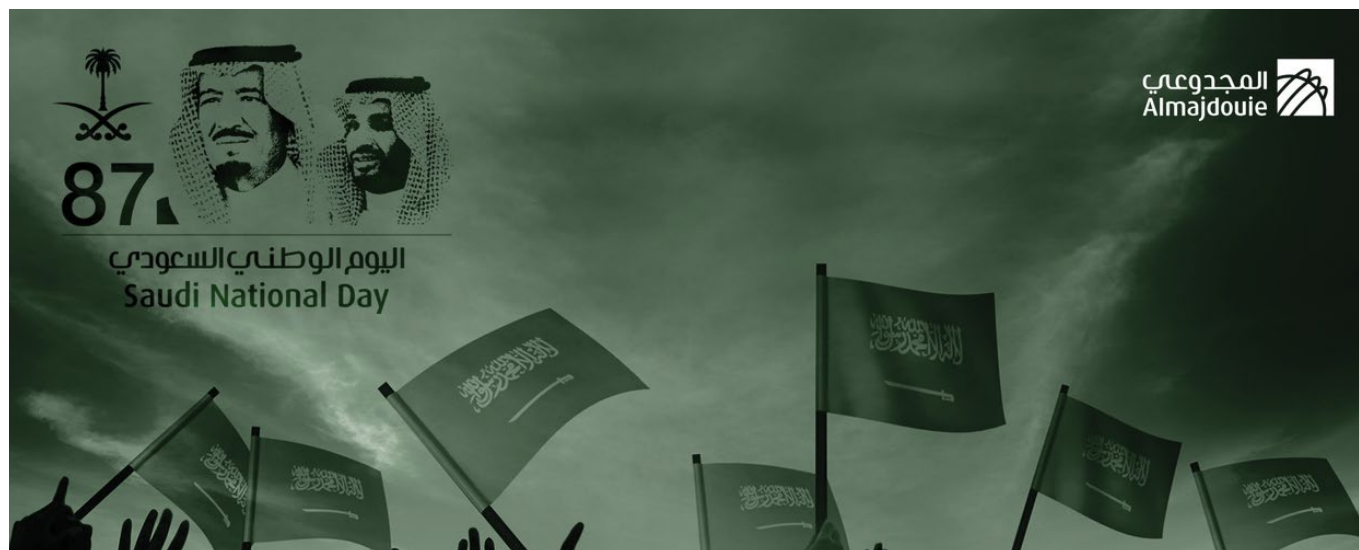
Not content to rest on its laurels, Almajdouie Logistics successfully conducted four Sustainability & Quality Assessments (Gulf SQAS) during 2015-2017 at our main sites namely - Tusdeer terminal in Jeddah, transport terminals in Yanbu and Jubail, and warehousing facilities at one of the major projects in the region, Sadara.

When Sadara Chemical Company outsourced its Packaging Center activity for solids & liquids handling to MDR in 2013, both companies knew it would be a huge undertaking.

Brinkman explains, "It is the largest petrochemical facility ever built in a single phase, and a project of that size requires enormous effort. By early 2017, MDR achieved a record-breaking 1.5 million safe man-hours with no unplanned events to report - a true testament of the safety protocols MDR puts in place and the diligence of the workers who follow them."

In recent months Almajdouie Logistics' Western region SHEQ Management Team conducted another safety awareness campaign. Its main objectives were to encourage employees to report near-misses, unsafe conditions and voice recommendations for improvements.

Since Almajdouie Logistics' inception, safety has been a major pillar of the growth strategy. When it comes to clients, we proactively look for ways to exceed their expectations and in doing so, paying close attention to safety is part and parcel of the process.



SAUDI ARABIA NATIONAL DAY

An Impressive Progression

Saudi Arabia's 87th National Day marks the first anniversary of the Vision 2030. Things have progressed quickly over the year and there are a number of ongoing initiatives that will put the Kingdom under the global spotlight.

The country has revealed several exciting projects that will grow its tourism sector at an unprecedented rate, including a resort destination on its unspoiled Red Sea coastline, and a state-of-the-art entertainment city in Al Qidya, located south-west of Riyadh.

Almajdouie Logistics is looking forward to being involved in many of the logistics operations related to these massive projects.

These developments mark a new chapter in Saudi Arabia's rich history and exemplify the huge strides the country is taking towards reducing its dependence on oil and developing its service sectors.

The Red Sea Project, which is a luxury resort, stretches across 200-kilometres and 50 natural islands between the cities of Umluj and Al-Wajh. It boasts historic and natural landmarks such as the ruins of Madain Saleh and a nature reserve brimming with flora and fauna.

Adventure enthusiasts will be able to navigate between the inactive volcanoes located next to the project area, and divers can explore the abundant coral reefs in the surrounding waters.

Construction is set to begin in 2019 with the first part of the project scheduled for completion by 2022. Besides attracting tourists and contributing an estimated 15 billion riyals to the Kingdom's GDP, it will create 35,000 new jobs. Meanwhile, the entertainment city project is the first of its kind and spans a massive 334,000 sq/km. It will feature sports, cultural and recreational facilities, along with a safari and an eagerly awaited Six Flags Theme Park.

The city will break ground in 2018 and is scheduled to open in 2022. It will undoubtedly draw huge crowds to Saudi Arabia from across the region and globally, bolstering the country's burgeoning tourism scene.

As one of the most successful logistics & supply chain companies in the GCC, Saudi-based Almajdouie Logistics has been a longstanding contributor to the economy for over 50 years. The company boasts a workforce of more than 6,000 employees that cater to clients from a broad range of industries including O&G, petrochemical, utilities, and FMCG.

The ongoing developments are multifaceted and require a great deal of expertise to complete. Effective logistical planning is important for any construction project as it can provide massive benefits in efficiency and productivity, which in return significantly reduces the overall cost of the project. Furthermore, on-site logistical planning means that all materials are stored appropriately and are easy to locate.

FROM THE GROUP

Almajdouie Group Meets SCTNH President, HRH Prince Sultan Bin Salman Bin Abdulaziz



Abdullah Almajdouie, Group President of Almajdouie Holding Co., and the Company's Investment Team, met with His Royal Highness Prince Sultan bin Salman bin Abdul Aziz, President of the Saudi Commission for Tourism and National Heritage (SCTNH), at SCTNH Headquarters in Riyadh to discuss the ongoing tourism projects taking place in Al Baha province.

During the meeting, HRH Prince Sultan was given a presentation by the team on the latest developments in Al Baha province and presented studies on other small and medium-sized enterprise projects in the Baha region.

The presentation covered studies and projects commissioned by The Business Tourism Co. (TBTC), an International South African Consultancy Firm, which has worked to develop the tourism sectors in many parts of the world, including Africa, Asia, and South America. This project will be the first of its kind for TBTC in the Middle East and marks a milestone for all involved.

TBTC and Almajdouie Group, in coordination with SCTNH's Office in Al Baha, have tackled the development in several stages. From the research and evaluation of potential sites, to developing a tourism action plan, no detail had been overlooked.

There has been a surge of interest in Al Baha by holidaymakers from both Saudi and abroad thanks to its beautiful nature, pleasant climate, and varied topography. Consequently, with several projects in the pipeline, its appeal is certain to grow.

"It's always a great pleasure to meet with HRH Prince Sultan and discuss the exciting projects in the Al Baha Province. His tireless efforts to revitalise the concept of Saudi Arabian tourism and promote our heritage are highly commendable. The award he recently received from the UN World Tourism organisation is a testament of the impact he has made and will, undoubtedly, continue to make in the future," says Abdullah Almajdouie.

He also reiterated that Saudi Arabia is undergoing a remarkable transformation as we move closer towards the Vision 2030 to reduce our dependence on oil and develop our service sectors. Projects such as this will set new standards across the GCC and Almajdouie Group is proud to be a part of it. By developing the Kingdom's tourism sector, we are not only diversifying the economy, but we are also generating new jobs for young generations and putting the whole country under the global spotlight.

GREENBRIER

Visit To Almajdouie Office



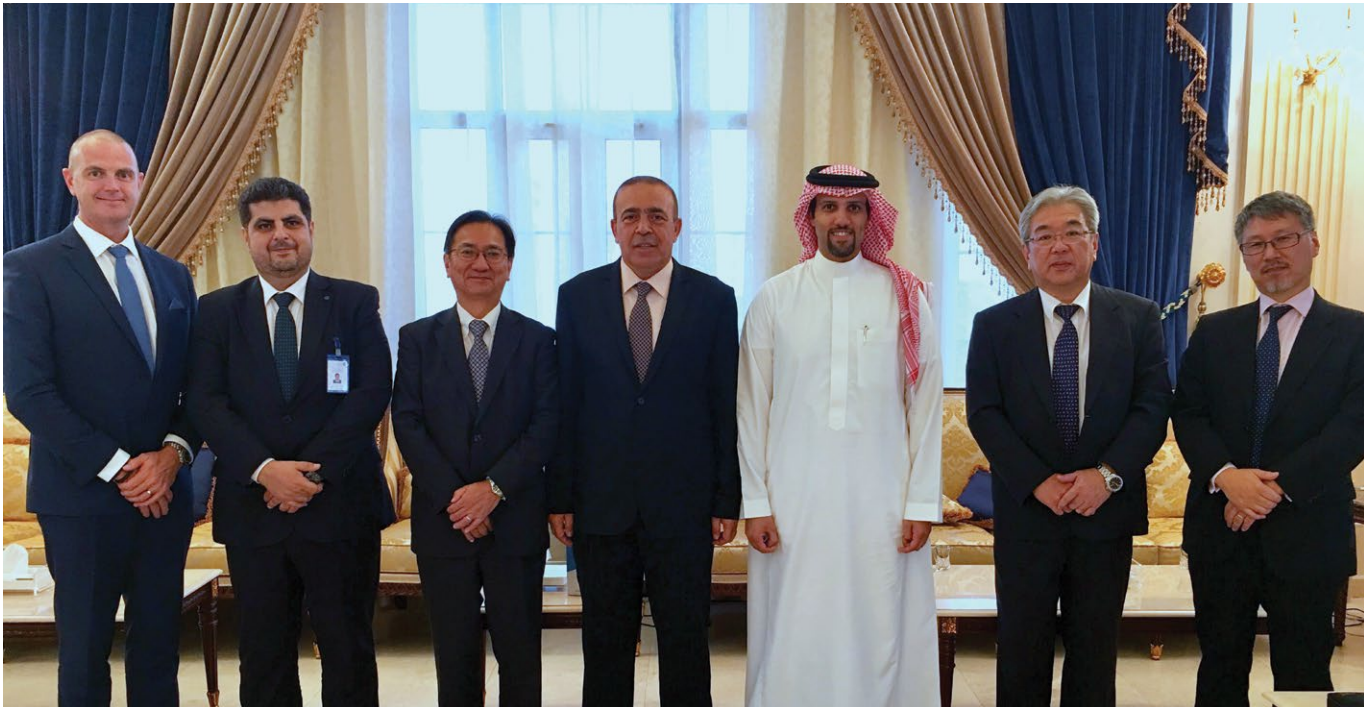
On September 28, 2017, Senior Officials and Top Management from Almajdouie and Greenbrier, the leading international supplier of equipment and services to freight rail transportation markets, met at Almajdouie's Head Office in Dammam to discuss potential collaboration.

Almajdouie Group President, Abdullah Almajdouie and Greenbrier Chief Executive Officer and Chairman of Board of Directors, William A. Furman attended the meeting. The Greenbrier delegation was given a tour of Almajdouie facilities including the state-of-the-art logistics terminal after the meeting.



JV FOCUS

Sumitomo Visit



Top Management from Sumitomo Warehousing Company (Japan) visited Almajdouie's Headquarters in Dammam on September 11, 2017, to discuss the latest developments about our joint venture - Rabigh Petrochemical Logistics (RPL).

RPL COO/GM - Ryo Matsuda, Sumitomo General Manager of International Projects Department - Ichiro Hattori, and Sumitomo Managing Executive Officer - Jun Nomoto were greeted by a delegation from Almajdouie Logistics.

Based in Rabigh, RPL is a leading logistics provider of integrated supply chain management. It offers integrated logistics solutions to the petrochemicals industry by combining technical knowledge of polymer handling with transportation solutions.

GCC UPDATES

New Water Centre (NWC)

MK Logistics, Kuwait moved a Generator, Air Compressor & Air Dryer from Rabigh (Western KSA) to the ongoing NWC project in Abdali, Northern Kuwait.

The door-door job was secured from SEL Logistics, (an affiliate of GS construction, Korea). The equipment was loaded onto trailers and carefully secured for the 1,500kms journey, which included export customs clearance at Khafji border in KSA and import customs clearance in Sulaibiya, Kuwait.

The NWC project includes the construction of a network of balance tanks that will receive effluent water from various gathering centres, storage tanks, flow lines, the installation of pumps and safety systems.

Clean Fuel Project (CFP)

MK Logistics has safely delivered nine cranes (two 70 tonnes, four 50 tonnes, and three 30 tonnes capacity) for our valued client, SK Engineering.

The equipment was moved from Wasit Gas Plant, KSA, to KNPC's Clean Fuel Project (CFP) plant in Kuwait.

MK Logistics provided a number of services, including de-registering the cranes at KSA's Traffic Department, import and export customs clearance, and transportation. Prior to the movement, the cranes obtained No Objection Certificates and were given temporary number plates by the local authorities.

Customs clearance was a challenge, especially import at Sulaibiya Kuwait, where inspection and valuation of the used equipment had to be carried out. Thanks to the expertise of GMTC (MKL's local partner) customs clearance formalities were completed to SK Engineering's satisfaction.

The safe delivery of the equipment has inspired confidence in our services and the company now plans to bring similar equipment to CFP from Jazan, KSA.

MK Logistics has been involved with Kuwait's Clean Fuel Project since 2015 and has moved a volume of 672,000ft from the Shuaiba and Shuwaikh Ports to KNPC's Green Field and Brown Field project sites.



PROJECT HIGHLIGHT

Project Logistics Firmly On-track



Almajdouie Logistics has delivered the first shipment of 13 wagons and two engines for the eagerly anticipated Haramain High Speed Rail Project.

Our team transported the cargo from Jeddah Islamic Port to Rabigh Work Station-II, covering a distance of approximately 110km. In total, a volume of 7,584CBM will be handled until the first quarter of 2018.

The process required meticulous planning and careful attention to detail. The wagons needed to be moved with long trailers to avoid overhanging and at a low height so they could pass under bridges.

Almajdouie Logistics takes great pride in delivering tailor-made solutions to our customers. As such, we used our new low-bed trailers, which were specially designed for the railway project.

Our client, GEFCO, expressed appreciation for the innovative way we handled the first shipment.

Heavy Lift General Manager, Rafael Vicens, says: "Talga - one of the biggest train manufacturers in Spain - hired GEFCO and Almajdouie Logistics for this project, based on our outstanding reputation in the GCC.

This delivery was no easy task and there were a number of challenges along the way. I would like to thank my heavy lift team, our customs clearance team, and our colleagues at the Jeddah Office - without their combined efforts this accomplishment would not have been possible."

The Haramain High Speed Rail Line is a 450km network connecting the Kingdom's two holy cities of Makkah and Medina via stations at the redeveloped airport in Jeddah and at King Abdullah Economic City (KAEC), near Rabigh. It has been designed to reach speeds of up to 360kmph.

The railway is expected to supercharge KAEC's growth as a premium residential, commercial and lifestyle destination.

PROJECT FOCUS

New Hoppers Improve Efficiency



Almajdouie Logistics is involved in a number of ongoing activities in the Eastern Province, Saudi Arabia. Project Manager Abdul Nasser Yasir Al Zoabi discusses the latest developments from the Jubail Fertiliser Project and how new equipment is helping to streamline operations.

Abdul Nasser says, "The bulk of the work revolves around handling materials rather than transportation", and stresses the importance of closely monitoring the volume of materials during loading and offloading at the site warehouses.

There were some challenges during the early stages of the project, particularly for the drivers. We have a sizable fleet of vehicles so safety awareness is vital, especially in restricted sites with high security levels. The drivers were given a refresher on the importance of safety protocols and, afterwards, they had a chance to highlight their concerns."

"We have to carefully manage the inventory in a way that does not exceed the capacity of the warehouse or the production site, which would disrupt the process of shipping and exporting," He explains.



Abdul Nasser Yasir
Project Manager

We also have a dedicated safety team available assigned at all the plants, as well as a patrolling officer, monitoring all daily activities related to safety awareness.

In addition, the campaign stressed the importance of time management. Later there was a significant improvement and the team was able to quickly and confidently transfer the largest possible volume of materials without interruption.

Abdul Nasser believes that frequent communication with the client is imperative and, as a result, there are now daily follow-ups for all matters related to material transfer and safety concerns.

At the start of the project there were a number of issues stemming from the use of old steel hoppers. Almajdouie Steel Industries fabricated 45 new aluminium hoppers to handle the urea materials, which have improved both efficiency and safety.

Abdul Nasser says, "The target of transferring 15,000MT required 49 old hoppers but with the new fleet, this number will be reduced by 15-20%. Additionally, It will also ensure that the plants operation, loading and offloading process runs smoothly.

Furthermore, the tarpaulin and discharge system is 100 per cent automatic in the aluminium models which has saved significant time during single trips and markedly increased the daily transfer rate.



Abdul Nasser says, "That while the project is a challenge, it is one that he takes great pride in. He explains: I would like to thank the management in the first stage for all the support, my team for all their hard work, and, of course, the client for the immense collaborative effort."

Any new project will present challenges and there will always be obstacles to overcome. With our experience, guidance, strong focus on teamwork and tailor-made solutions, we aim to help our partners flourish.

Communication is the key to success for any project from the stakeholders to the boots on the ground. Maintaining an open dialogue is something we pride ourselves in at Almajdouie Logistics.

FURTHER INFORMED:

Marking A Middle East Milestone

MDR has successfully completed the first commercial production, packaging and shipping of Toluene Diisocyanate (TDI) - a liquid chemical widely used for the production of coatings, adhesives, sealants, flexible foams and other industrial products.

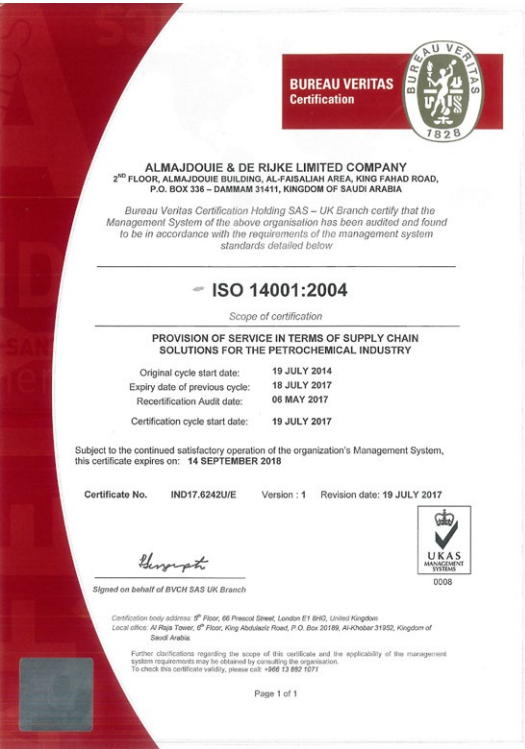
This is the first time TDI has ever been produced or packed in the Middle East. The process took place at Sadara Chemical Company's Complex in Jubail Industrial City II, and marks the full commercial operation of all its facilities.

The TDI division consists of three integrated units that will produce Dinitrotoluene (DNT), Toluenediamine (TDA), and TDI.

MDR provides the on-site logistics services for all of Sadara's 26 plants and the company is proud to announce this achievement. This milestone has been followed by the whole world, as the demand for TDI is now higher than ever.

Sadara CEO, Ziad Al-Labban, said, "Sadara has come a long way in the last six years - from the signing of the original agreement between our shareholders - Saudi Aramco and The Dow Chemical Company - to Sadara's official inauguration last November by the Custodian of the Two Holy Mosques, King Salman bin Abdulaziz Al-Saud, to today's commercial operation of all plants at the Sadara Complex.

The petrochemical and chemical products from Sadara will further spur the Kingdom's industrial growth across multiple sectors including automotive, construction, manufacturing, pharmaceuticals and consumer goods."



FURTHER INFORMED:

Western Region Team Organises Spark Programme For Employees

Almajdouie Logistics' Western Region Team organised a Spark idea motivation programme aimed at promoting engagement with employees to improve productivity and efficiency.

The event, which was held at different venues and days in both Yanbu and Jeddah, included discussions titled 'How to Improve Spark Performance with a Remarkable Boost in Idea Submissions, Implementations, and Savings', motivational speeches, and prize giveaways.

In attendance was Almajdouie Logistics General Manager, Western Region, Yousef Saleh, who thanked Spark Head, Muhammad Aqeel and all the employees for their amazing work. Sadia Warehouse Manager, Zulfiqar Ahmed, Sigma Warehouse Manager, Arshad Khan, and Xerox Warehouse Manager, Abdul Rahman Al-Sheikh were also in attendance.

The programme highlights Almajdouie Logistics' emphasis on maintaining a close working relationship with its partners, as it aims to create an enjoyable work environment and foster mutual agreement between people even during implementation of plans and changes to achieve success.

Launched in 2003, Spark is a programme that aims to promote an innovative and creative culture among all employees. So far, more than 6,000 employees have participated in the award-winning programme, with 84,000 ideas submitted and 7,000 ideas implemented.



New Mercedes-Benz Lineup Bolsters Almajdouie Logistics Fleet

A new range of Mercedes-Benz low bed trucks have been added to the fleet of Almajdouie Logistics. The new 3341 model trucks, which have semi-automatic transmission and boast 400 HP with 6x4 drive, will be mainly used for newly fabricated low bed trailers, helping achieve the objectives of the various government projects in the Eastern and Western Regions.

FROM OVERSEAS

Expanding Global Reach



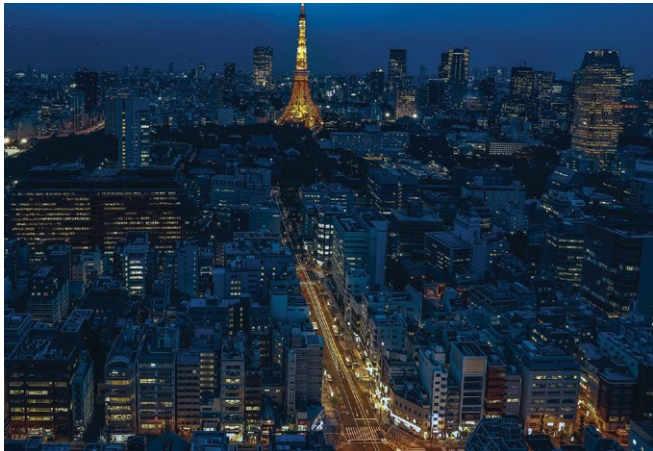
Almajdouie Logistics is a multifaceted organisation with a strong presence regionally and beyond. Hiroyoshi Takahashi, Managing Director of Almajdouie Logistics Japan Co. Ltd, discusses the latest developments from the company's Japan arm and how it is helping to grow our global reach.

The Japan Office opened in 2015 with the aim of securing project logistics business in the GCC for Japanese EPC contractors and it counts JGC, TEC, Chiyoda, MHPS, MHI, Hitachi, MES and MELCO amongst its clients.

Its main target market is project cargo handling including heavy lifts for the GCC's oil and gas industry, but it is also involved in a number of power station projects.

Over the years, the Japan Office has been involved in several notable projects. One of the biggest was Phase 1 of the Petro Rabigh Project, a huge refining and petrochemical complex that included input from JGC, MES, MHI, Hitachi, and Sumitomo.

More recently, as a result of a slowing oil and gas market, the office is expanding its freight forwarding and containerised cargo services - an area in which Almajdouie Logistics has extensive experience.



Takahashi explains, "Although the GCC market is slowing down at the moment, we have used this as an opportunity to capitalise on a number of Japanese EPC projects in other Asian markets, such as Indonesia, India, Malaysia and the Philippines. We believe we can offer a valuable service to customers and further expand the company's global reach."

The Japan Office plays a crucial role, keeping channels of communication open with clients. Hiroyoshi Takahashi says, "If they make an enquiry, a quotation will be done at our Head Office in Dammam and we back it up during negotiations."

The office also provides Japanese freight forwarders with relevant information about the GCC. In Saudi Arabia, for example, there are many new regulations such as the introduction of VAT, which have not been mentioned in Japanese newspapers."

By combining local knowledge with overseas talent, we aim to exceed the expectations of our valued customers in Japan and the GCC.

logisticsfurther
ONE TEAM ONE DREAM



Meet One Of Us

Name: Leonardo Jr Badilan Budayao
Nationality: Philippines
Job Title: Workshop Supervisor
Team Member Since: 2005

Leonardo has worked his way up the ranks since joining the company as a mechanical technician. His positive attitude, strong work ethic and desire to improve makes him the ideal person to ensure that maintenance is done on time and the fleet runs smoothly.

"The service centre plays a vital role for the company. Overseeing the maintenance of the fleet is a big responsibility so it's important that engineers and supervisors cooperate and communicate properly. It's part of my job to ensure this happens so that operations and vehicles run efficiently."

logisticsfurther
ONE TEAM ONE DREAM



Meet One Of Us

Name: Mohamed Bahar Abulgasim
Nationality: Bangladesh
Job Title: Mechanic
Team Member Since: 1996

Mohamed has worked with Almajdouie Logistics for more than 20 years and says the team feels like one big family. During his career, he has held various roles in different departments. He started out in the oil section of the Dammam workshop then moved to Jeddah to work in the radiator and engine department. He currently works at the Logistics Service Centre - Jeddah.

"I've spent most of my life at Almajdouie Logistics, it's a stable company and I'm happy to be part of the team. I'm proud to be a mechanic in this crucial facility and have always felt like my efforts are valued by my peers and managers."

Welcome On Board



Wael Fathi Boughoula
Contracts Manager

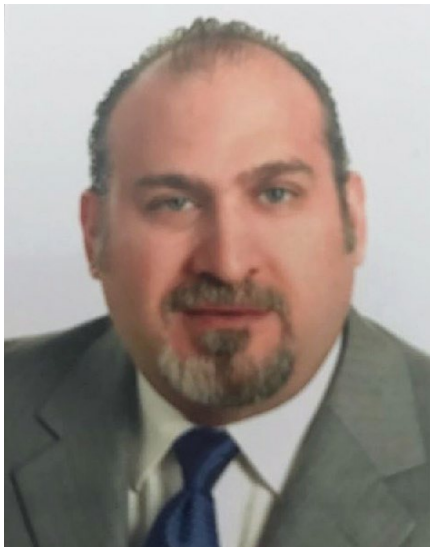
With a decade of experience working in global supply chain management, commerce, procurement, supply operations, supplier relationship management and contract management, Wael brings an extensive skill set to Almajdouie Logistics.

As the new Contracts Manager, his responsibilities include costing projects, bid follow up and standardisation, as well as establishing and reviewing the company's contracts. He began his career in his native Tunisia as a procurement & logistics officer with a local company EPPM specialised in engineering procurement and project management oil & gas sector.

After five years in the energy sector, he moved to BESIX as an Expediting Manager - responsible for all subcontracting work and import operations for the construction of King Abdullah Sports City.

This provided a stepping-stone to his next role as Head of Procurement Operations for Al Muhaidib Contracting Company, where he worked until July this year for ARAMCO's Projects.

He says his experience in a multitude of roles enables him to support various departments across Almajdouie Logistics. His aim is to help improve the quality of our services and expand our presence in the region.



Husam Ramzi Shakhshir
Central Region Manager, Logistics

When Husam joined the company three months ago, he set himself a goal to increase our market share in the Central Province. This is no small feat in a challenging market with fierce competition, so forming a solid strategy was imperative. One option, he says, is to establish different sales, operations and warehouse teams in the Riyadh Office.

Husam believes it is more important than ever to ensure these teams are made up of highly qualified candidates. Furthermore, they should be able to work harmoniously with a strong focus on achieving projected targets.

Husam's previous experience includes managerial roles in sales, freight products and freight operations. By utilising a mix of micro-and macro-management, he hopes to oversee operations effectively.

In his leisure time, Husam enjoys spending time with his children and keeping up with current affairs.



Abdulaziz Almusallam
Sales Support Manager

Utilising his extensive background in customer relationship management and sales & marketing, Abdulaziz hopes to identify clients needs and exceed their expectations. Over the years he has held a variety of sales and customer service roles with STC and was an Account Manager with Orange Business Service.

He holds an MBA in Supply Chain Management from Appalachian State University, North Carolina, US, and spent a year as a business lecturer at King Faisal University and Niagara College.

The responsibilities of his new role include building and maintaining strong, long-lasting customer relationships, coordinating with customers and cross-functional internal teams, and ensuring the timely and successful delivery of logistics solutions.



Lal Muhammad Khan
Regional Manager, Western Region
Sinotrans Almajdouie Middle East (SMME)

With a career that spans 27 years, Lal brings an invaluable set of skills to SMME. Having started his career in 1991 as a Shipping Assistant in his native Pakistan, his experience includes handling all port operations, vessels boarding, crew handling, arrival and departure arrangements of vessels, discharge monitoring, as well as other duties essential to the field of geologistics, agility logistics and warehousing.

At SMME his responsibilities will include initiating and setting up units, managing the customs clearance process, providing brokerage services, and promoting sales activities. He will also be responsible for managing overall client relationships, identifying and approaching potential clientele for freight forwarding, projects, customs clearance and brokerage services.

Lal is excited about the new opportunities and challenges that come with his new position, and we wish him every success in his journey.

UPCOMING EVENTS:

Leaders in Logistics Summit

8th November, 2017, UAE

We are pleased to announce a strategic partnership with the eighth annual Leaders in Logistics Summit, to be held on November 8 at Grosvenor House, Dubai, UAE.

One of the key factors of Almajdouie Logistics' success in the region is that we are keen to build a strong connection with our clients and industry peers by participating in major events, such as this.

The Summit will call upon the region's foremost logistics and supply chain experts to discuss pertinent issues affecting the industry. It provides an ideal platform for supply chain professionals to step back and reflect on how to tackle key operational challenges, meet expectations and drive efficiency in their organisations.

Saudi Supply Chain Conference

13-14 November, 2017, Saudi Arabia

Almajdouie Logistics is the Gold Partner for the Saudi Supply Chain Conference which will be held at the Faisaliah Hotel in Riyadh. The conference will focus on topics such as the role of Supply Chain Management developments in reaching the Kingdom's Vision 2030, the future of warehouses, women in logistics, emerging trends in the KSA and the Middle East, among others. Almajdouie Logistics Chief Operating Officer, Brent Melvin, and Almajdouie De Rijke Ltd Co. General Manager, Rudy Sadi will be the keynote speakers at the event.

Sino Conference

13-16 November, 2017, China

Almajdouie Logistics staff members will attend the 14th Annual Sino-International Freight Forwards Conference which will be held in Shanghai, China. Each year, the Sino-International Freight Forwards Conference provides increasing opportunities for independent forwarders to discover new business opportunities and develop long-term partnerships in the world's most dynamic logistics market. Open to all independent freight forwarders from around the globe, as well as an impressive range of logistics vendors and industry-related companies, it is the largest and most influential fully-open networking event in the world.



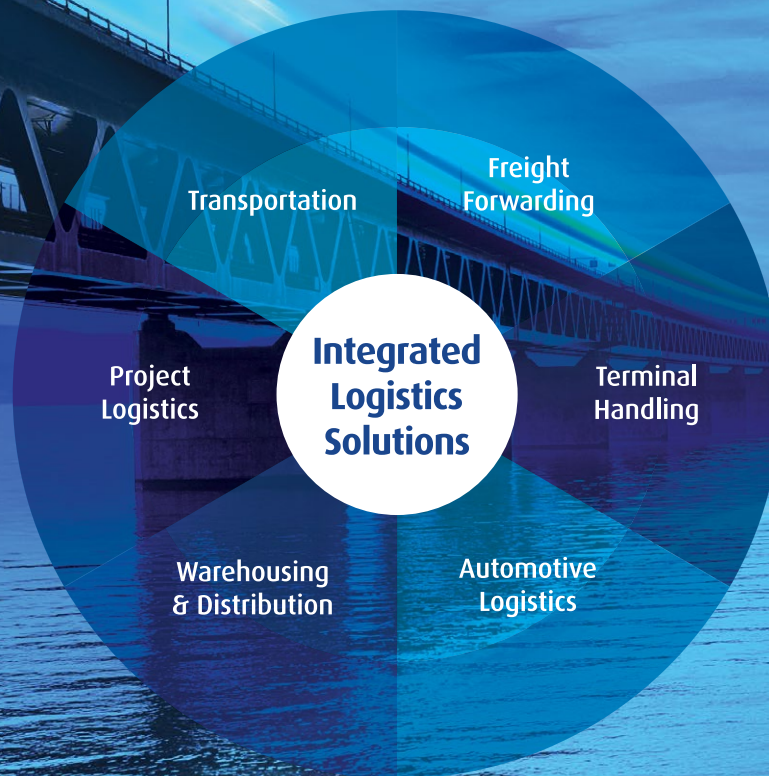

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Explore our award-winning solutions

For over five decades, Almajdouie Logistics has been providing end-to-end bespoke solutions to the major industries operating in our region. Through one of the largest fleets and facilities in GCC, supported by over 4,000 dedicated team members, and a global network, we provide our customers with an innovative, flexible and reliable service to support their businesses.

Together, we reach new heights in logistics.

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