

## **FURTHER INFORMED: FROST AND SULLIVAN AWARD**

**IN FOCUS:** MODERN WAREHOUSING

## **RESPONSIBLE CARE AWARD**



المملكة العربية السعودية  
KINGDOM OF SAUDI ARABIA

# **FORWARD**

**Premium service is our promise**



88

مملكة العربية السعودية  
KINGDOM OF SAUDI ARABIA

Almajdouie Logistics celebrated the 88th Happy National Day with the rest of the Kingdom



03	<b>CEO NOTE</b> Expansion And Opportunity	13	<b>MILESTONES &amp; ACHIEVEMENTS</b> Retirement Milestone For Ely Coyoca. Celebrating World Civil Defence Day. CEO Baheej Al Biqawi Receives ITP Ranking Award. Strategic Agreement Signed With Egytrans. Celebrating Three Years Of Success In A Row. Almajdouie Attends Overseas Sinotrans Orientation Programme 2018.
04	<b>IN VISION</b> Freight Forwarding Drives Logistics Growth	17	<b>PROJECTS</b> Fadhili Power Plant
05	<b>IN FOCUS</b> Spotlight On Modern Warehousing	18	<b>INNOVATION</b> Employees Excellence & Internship
06	<b>IN SAFETY</b> Injury Prevention Campaign Success	21	<b>MEET ONE OF US</b> One Team One Dream
07	<b>JV FOCUS</b> Celebrating 10 Years Of Partnership And Success	22	<b>SAFETY TIPS OF THE MONTH</b> Heat Stress Awareness Guide
09	<b>FROM THE GROUP</b> The Importance Of Contract Management		
10	<b>FURTHER INFORMED</b> Breakbulk News		
11	<b>AWARDS</b> Responsible care & M&R. Exceptional Commitment to Safety.		



IN MEMORY Almajdouie Logistics terminal handling activities in the early days





BAHEEJ AL BIQAWI

**One of Almajdouie Logistics' greatest strengths is its ability to take challenging times and turn them into opportunities. We have begun to see the results of a strategy we put into motion two years ago, including horizontal and vertical changes in our services, our geographical expansion, and our increased operational presence.**

Today, I can proudly say that we are present operationally in all GCC countries, our freight forwarding network has expanded to many parts of the world, and there has been a big change in terms of our business process reengineering. In addition, we are planning to add new services that will cement our status as one of the region's leading logistics service providers.

## EXPANSION AND OPPORTUNITY

As highlighted in this month's In Safety article, we are launching our Hazard Identification and Risk Control Campaign to emphasise the importance of taking proper corrective and preventive measures in the workplace. Initiatives such as this reflect our unwavering commitment to the safety of our employees, the environment, our clients, and their properties.

Having growth from one side and reengineering on the other, all while maintaining our customer and partner base during current market conditions is no easy task. Fortunately, our company has a solid foundation and the determination to excel where others may falter. We will continue forging ahead with our growth strategies, which will enable us to provide more services in a greater number of locations and for a larger base of customers.

One of our most important goals is our digital transformation, through which we aim to develop our capacity and capabilities. We have already begun to implement a number of changes, including deploying a new warehouse management system, Infor SCE. Our vision for digitisation involves improving the overall customer experience, saving our clients' time and money, and ensuring that the quality associated with the Almajdouie name improves with every shipment.

Although the year is still young, we have proudly received numerous prestigious awards, including the Frost & Sullivan KSA Logistics Service Provider of the Year Award, which we won for the third year in a row. We also received the first-ever Responsible Care Award for Logistics Service Providers from the Gulf Petrochemicals and Chemicals Association (GPCA), which is a milestone achievement. Furthermore, we received the Royal Society for the Prevention of Accidents (RoSPA) Bronze International Industrial Award 2018 for our commitment to raising the standards of health and safety management.

I hope you enjoy reading this latest edition of our newsletter, which contains exciting news and updates about our recent activities.



**Saudi Arabia has one of the fastest growing logistics markets in the world. The Kingdom-wide industrial and retail expansion, which is taking place alongside numerous other infrastructural developments, has lead to an increase in export and import transactions. As a result, a significant portion of revenue in the logistics sector is generated from freight forwarding.**

Most freight forwarding companies outsource services to finalise the cycle of import or export. Some use trucking companies to pick up/deliver goods to clients and others pay customs brokerage firms to clear shipments from ports. However, when companies outsource both services it can increase the overall cost for clients.

As a complete end-to-end logistics service provider, Almajdouie Logistics offers a wide range of freight forwarding services encompassing sea, air, and land transportation, as well as multimodal options such as sea-land and air-land. Furthermore, we own and operate an expansive fleet of trucks and have our own customs brokers at major ports across the Kingdom, which means our clients benefit from cost optimisation and an efficient process with accurate updates.

As the Kingdom's logistics activity continues to gain momentum, the government is taking significant steps to ensure its continued growth. It has already invested billions to develop the country's logistics infrastructure and is working to improve export, import, and customs clearance processes, which will make doing business with Saudi Arabia easier. In addition, it has also amended some rules to expedite the time it takes to clear shipments from ports.

Technological advances and globalisation are the key drivers for growth in the Kingdom's logistics industry, which is driven by consumer demand.

Saudi Arabia is making huge strides towards its Vision 2030. By the end of 2017, a strategic plan was set into motion that will position the country as a global hub for logistics services that connects three continents. In line with this, the Kingdom plans to move up the ranks from 49th to 25th on the international logistic service performance indicator.

Having the right infrastructure in place to support these ambitious goals is key. Almajdouie Logistics is already preparing to meet the increased demand through the ongoing expansion of our warehousing and terminal facilities. We are also further developing our customer base in the FMCG, energy, and manufacturing sectors.





Technology is the driving force behind modern warehousing. Advancements in automation, Warehouse Management Systems (WMS), and cloud storage are all helping to streamline operations. Implementing the right technologies at the right time, and ensuring that employees are properly trained in how to use them are the keys to supply chain success. Almajdouie Logistics CEO Baheej Al Biqwai shares his thoughts on modern warehousing.

Modern warehousing solutions are technology-enabled spaces, which connect seamlessly with the rest of the supply chain. As such, a modern warehouse is a critical piece in the transportation network, allowing the streamlined flow of goods along the supply chain.

The primary benefit is speed - modern warehouses offer businesses the opportunity to pivot quickly and keep up with rapidly changing global trends. The global best-in-class practice is to onboard new warehouse tenants in under 45 days and, in the case of e-commerce, get to first ship in 60-90 days.

Technology also creates more efficiencies. In parts of the world where technology has yet to penetrate, millions of cubic feet of capacity are under-utilised and being managed by the most basic of applications. Technology will allow warehouse operators to act as simple storage facilities, or sophisticated fulfilment centres for high throughput volumes, inbound or outbound, via simple configurations that can be input within minutes.

The expenses associated with initial set up are a drawback; however, this can be offset by high transaction volumes. Recent trends show that some global players are slashing the onboarding time and going after smaller tenants that have special needs for branding or fulfilment service level agreements

As a leading logistics services provider in KSA and the region, Almajdouie Logistics is familiar with a variety of warehouse management systems, from small business software to large enterprise offerings with all around custom solutions. We believe that modern warehousing should become commodity software which runs in the cloud, supports multi-tenancy, real-time supply chain (not just warehousing), and generates insights that can impact product flows locally, regionally or even globally.

As part of our strategy to improve flexibility and scalability, Almajdouie Logistics has deployed Infor's SCE warehouse management system. The new system will enable us to make faster and better-informed decisions, improve our customer service, increase throughput, and maximise efficiency.

Technology also enables our workforce to be safer and more productive. As we continue to grow our business, we take pride in our safety record and the safety training we provide our workforce with, which goes hand in hand with our up to date ISO safety certificates. Our safety practices place emphasis on ergonomics, level of effort and fatigue management, safety rules for handling different products, ongoing daily training, maintaining proportionate staffing ratios of safety officers to warehouse associates, and implementing programmes that makes every associate a safety ambassador.



## INJURY PREVENTION CAMPAIGN SUCCESS

**Almajdouie De Rijke Logistics (M&R) and Sadara recently held an Environment, Health and Safety campaign under the theme injury prevention. The week-long event, which took place at Sadara's M&R-operated Packaging Centre, aimed to help staff identify 'line of fire' workplace hazards.**

Recent studies have identified pinch points and hand injuries as some of the most concerning safety issues. With the aim of helping to prevent these types of injuries, the campaign included training sessions, safety talks, a risk assessment contest, and a management review.

M&R Project Manager, Bart Darcis, said: "The campaign benefited the entire organisation because it helped us to understand, both theoretically and in practical terms, where 'line of fire' hazards may be found. Safety is a shared responsibility and, as such, we encourage all employees to report unsafe conditions, to be vigilant of potential hazards, and voice recommendations for improvements.

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Site Logistics Senior Manager, Aiman Baslamah, said: "This campaign, which was the first of its kind, served as a benchmark for other Sadara facilities. Site management plans to hold a second safety improvement campaign in the fourth quarter of 2018.

Safe Work Permit Issuer, Fahad Riaz; SSHEQ Coordinator, Alvin Ascunson; and Rework Activity Team Leader, Majeed Niyas, won the risk assessment contest by submitting the best 'line of fire' workplace hazards. They received certificates of appreciation from M&R and Sadara management.

The team of Environmental Health and Safety trainers used the Sadara P.A.C.E. method for the campaign, which involves: Making it personal, Asking open-ended questions, Creating an environment where people ask questions, and Escalating issues. SSHEQ Manager, Amador Brinkman, observed: "If accidents are predictable they are preventable. Safety is the highest priority for Almajdouie Logistics and we will continue looking for new ways to enhance the strong safety culture within our organisation."





CELEBRATING 10 YEARS OF PARTNERSHIP AND SUCCESS

Rabigh Petrochemical Logistics (RPL), a joint venture company between Almajdouie Logistics of Saudi Arabia and The Sumitomo Warehouse Company of Japan, recently held a special celebration to mark its 10th Anniversary. The event highlighted RPL's many impressive achievements and included speeches, video presentations, and cultural entertainment.

For 10 years, the company has provided integrated supply chain management and on-site logistics services to the petrochemical industry by combining technical knowledge of polymer handling with transportation solutions.

Almajdouie Logistics CEO, Baheej Al Biqawi, said: "The company was established in 2007 to provide logistics services to Petro Rabigh, and in just 10 short years, we have come a long way. I recall Almajdouie Logistics and The Sumitomo Warehouse Company working night and day to fully understand the project

before confidently joining hands to form RPL. Our aim was to create a leading company that could cater to the requirements of the growing petrochemical industry. I can confidently say we have achieved that goal. I would like to thank our entire team from top to bottom for creating such a supportive culture within the organisation. This not only helps each individual to progress, it makes the workplace feel more like a family environment."

RPL has 560 energetic employees of 15 different nationalities and an impressive 38% Saudisation. Furthermore, a remarkable 20% of the entire workforce has completed 10 years of service with the company.

The Sumitomo Warehouse Company President and CEO, Takanori Ono, said: "I would like to thank our valued client, Petro Rabigh, for placing its trust in RPL, and Almajdouie Logistics for 10 years of successful partnership. I'm very proud of our RPL staff for their hard work. I believe the most important elements are finding the right partner and building a strong relationship based on trust. We did not need much time to make a partnership agreement with Almajdouie because I was instantly attracted by the company's professionalism and open-minded mentality upon meeting with the Chairman, Sheikh Ali Almajdouie, and Abdullah Almajdouie, Group President."



رابغ للإمدادات البتروكيماوية RPL  
RABIGH PETROCHEMICAL LOGISTICS

RPL's relationship with Petro Rabigh is built on teamwork, professional respect, and mutual understanding. During the milestone celebration, both companies noted that communication and collaboration continue to play important roles in their shared success.

Petro Rabigh PDD Manager, Mr Abdullah Saif, said: "I would like to thank RPL for its significant contributions to our success over the past 10 years. We sincerely appreciate the dedication, professionalism, and strong spirit of collaboration we share. We look forward to celebrating the next chapter in our history, together."

Almajdouie Group President, Abdullah Almajdouie, said: "RPL is a single project company, which means the client receives our full and undivided focus. This has lead to a greater understanding of the project and created a unique bond between our companies.

Over the past decade, Almajdouie and The Sumitomo Warehouse Company have built a strong partnership through trust, hard work, commitment, and care. I'm incredibly proud to celebrate RPL's 10th anniversary, and I am confident that we can reach even greater heights in the years to come."

Safety is a top priority for RPL and it recently reached 3 million safe man-hours, operating without any lost-time injuries. This impressive accomplishment is a testament to the quality of the safety processes in place and the diligence of the employees that follow them.

RPL General Manager, Ryo Matsuda, said: "This achievement is a great example of our vigilance towards safety. It wouldn't have been possible without the tireless efforts of everyone involved, or the strong team spirit and collaboration we share with our valued client. RPL and Petro Rabigh will continue to work closely to ensure the workplace is productive, professional, and safe for everyone."



# THE IMPORTANCE OF CONTRACT MANAGEMENT

Contracts are an essential part of any business transaction. These legally binding documents explain in detail exactly what is required of each party and how negative situations will be resolved. As such, Almajdouie Logistics places great emphasis on effective contract management to ensure all requirements are executed as agreed and to the satisfaction of both parties.

Contract management is the process of efficiently managing contract creation, execution, and analysis in order to maximise financial and operational performance and minimise risk. Almajdouie Logistics' contract management team works closely with customers and business partners to make sure the expected business benefits and value for money are being realised.

Almajdouie Logistics recently held a contract development workshop for its contract management team. In addition to contract management principles, the workshop focused on relationship management, since building strong relationships and establishing a mutual understanding of each party's requirements is equally valuable for business development.



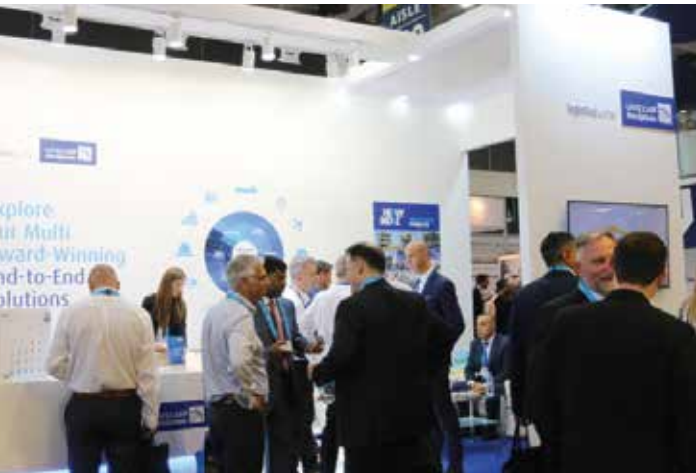
Contract Analyst, Ather Ali Khan, observed: "Increases in contract volumes and complexity, globalisation, networking, digitisation, and new regulations have helped to highlight the importance and benefits of effective contract management. Management of contracts, particularly partnerships, requires flexibility on both sides and a willingness to adapt the terms of the contract to reflect changing circumstances.

"The Almajdouie Logistics contract management department works diligently to manage and maintain agreements with the highest levels of consistency, accountability, and cost-effectiveness to ensure that our services exceed customers' expectations.



## ALMAJDOUIE LOGISTICS PARTICIPATES AT BREAKBULK EUROPE

Almajdouie Logistics showcased its extensive expertise in heavy transport, barging, and cargo installation at Breakbulk Europe, the world's largest exhibition and conference for the project cargo and breakbulk industry. The event, which took place from May 29-31 in Bremen, Germany, brought together more than 500 exhibitors and sponsors, and over 10,000 visitors from across the continent and beyond.



It featured a number of workshops, micro-seminars, and engaging panel discussions with leading breakbulk and project cargo experts, and provided a great opportunity for our team members to network and exchange best practice ideas.

On the sidelines of the event, Almajdouie Logistics CEO, Baheej Al Biqawi, and Heavy Lift General Manager, Rafael Vicens, gave exclusive interviews. Vicens explained the importance of Saudi Arabia's growing renewable energy sector, how it ties into the country's Vision 2030, and Almajdouie Logistics' involvement in the construction of new infrastructure.

Participating in such leading global events demonstrates our commitment to the project cargo market, reflects of our expertise in this field, and helps us to consolidate our connections with customers and peers.







**HISTORIC RESPONSIBLE CARE AWARD FOR MDR**

Almajdouie De Rijke Logistics (MDR) received the first-ever Responsible Care Award for Logistics Service Providers during the 2nd Gulf Petrochemicals and Chemicals Association (GPCA) Responsible Care Conference, which took place recently in Dubai. This milestone achievement reflects the effectiveness of our Occupational Health, Safety, Environmental, and Quality practices and demonstrates our commitment to continuously improve them.

MDR General Manager, Rudy Sadi, said: "This achievement would not be possible without the hard work, dedication, and involvement of every single individual in our organisation. Their commitment to safety is the driving force behind our EHS performance and business excellence. We are grateful to all of our team members for maintaining such high standards on a daily basis, which helps us to better serve our customers and the needs of the community."

On behalf of the GPCA Responsible Care Committee, Sabic VP of Global Environment, Health, Safety and Security, Khaled Al-Kharboush, presented the award to SSHEQ Manager, Amador Brinkman; Sadara Project Manager, Bart Darcis; and Yansab Project Manager, Imtiaz Masoud.

GPCA represents the downstream hydrocarbon industry in the Arabian Gulf. The association voices the common interests of more than 250 member companies from the chemical and allied industries, accounting for over 95% of chemical output in the Arabian Gulf region. Committed to providing a regional platform for stakeholders from across the industry, GPCA manages six working committees - Plastics, Supply Chain, Fertilisers, International Trade, Research and Innovation, and Responsible Care.

Responsible Care is the chemical manufacturing industry's environmental, health, safety and security performance initiative. For the past 30 years, Responsible Care has helped American Chemistry Council (ACC) member companies significantly enhance their performance and improve the health and safety of their employees, the communities in which they operate, and the environment as a whole.



**MDR RECOGNISED FOR EXCEPTIONAL COMMITMENT TO SAFETY**



MDR proudly received the Royal Society for the Prevention of Accidents (RoSPA) Bronze International Industrial Award for 2018 during a presentation ceremony at Exhibition Centre London (Excel) on June 19.

Almajdouie Logistics Senior SSHEQ Manager, Amador Brinkman, accepted the award on behalf of MDR from RoSPA Chairman, Michael D. Parker CBE. The internationally renowned RoSPA Health and Safety Awards recognise organisations that have demonstrated an exceptional commitment to raising the standards of health and safety management.

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### RETIREMENT MILESTONE FOR ELY COYOCA

At Almajdouie Logistics, we value the hard work and dedication of our long-serving colleagues and proudly recognise their contributions to our success. As such, we recently held a farewell celebration for Ely Coyoca, who retired after 40 years with the company.



### CELEBRATING WORLD CIVIL DEFENCE DAY

Almajdouie Logistics proudly sponsored the World Civil Defence Day celebration in Yanbu. Pictured: Yanbu Administration Manager, Omar Hussain Al Mehdhar, receives a token of appreciation on behalf of Almajdouie Logistics from Yanbu Civil Defence Colonel Dr. Samer Obeid Al Saadi.

### CEO BAHEEJ AL BIQAWI RANKED 5TH IN ITP'S TOP 50 POWER LIST

Almajdouie Logistics is delighted that Logistics Middle East has ranked our CEO, Baheej Al Biqawi, as the 5th most influential logistics executive in the Middle East. Mr Al Biqawi frequently appears on prominent power lists and scooped one of the ITP publications coveted top spots last year too, ranking 6th.

Rankings such as this reflect Almajdouie Logistics efforts as a whole and are a true testament to the diversity of our services and the unity of our team. Mr Al Biqawi was also honoured with the Lifetime Achievement Award at the ITP Logistics Middle East Awards 2018, which was held recently in Dubai.



### STRATEGIC AGREEMENT SIGNED WITH EGYTRANS

Almajdouie Logistics has signed a strategic agreement with Egytrans (Egyptian Transport and Commercial Services Company). We look forward to further developing trade between Saudi Arabia and Egypt.





## CELEBRATING THREE YEARS OF SUCCESS IN A ROW

Almajdouie Logistics has won the Frost & Sullivan KSA Logistics Service Provider of the Year Award for the third year in a row. Our CEO, Baheej Al Biqawi received the award on the company's behalf at the Middle East Best Practices Awards Banquet, which took place recently in Dubai.

Al Biqawi said: "We are incredibly proud to have won this award for the third consecutive year. It is a great honour, which reflects the diversity of our services and the unity of our team. I would like to thank all our stakeholders and employees for their hard work and dedication, without which this achievement would not have been possible.



"This recognition inspires us to work even harder and encourages us to find new ways of exceeding our customers' expectations. We appreciate the efforts of Frost & Sullivan for conducting these awards, which help the entire logistics industry to grow by recognising quality and setting a benchmark for success."

The Frost & Sullivan awards recognise companies driven by visionary growth, innovation, and leadership that will catalyse and transform industries in the near future. The winners were selected for their exceptional accomplishments and superior performance in technological innovation, customer service, and strategic product development.



## ALMAJDOUIE LOGISTICS ATTENDS OVERSEAS SINOTRANS ORIENTATION PROGRAMME 2018

Almajdouie Logistics Project Manager, Abdullah Al Zawad, attended the Overseas Sinotrans Orientation Programme 2018, which was held in China this April. It gave participants from around the world the opportunity to brainstorm, develop their skills, and gain a broader understanding of the global logistics industry.

The programme included educational lectures and on-site visits to various Sinotrans warehouses, terminals, and ports. While touring the facilities, programme participants had the opportunity to observe some of the company's ongoing logistics operations.

Al Zawad said: "The whole experience was very rewarding, both personally and professionally. People from all over the world participated in the programme, which helped us to understand global logistics from different perspectives. Throughout the programme, I gained more confidence in my capabilities, which will definitely enhance my work at Almajdouie Logistics and improve my interactions with customers."

Sinotrans Almajdouie Middle East General Manager, Hongtao Shao, said: "The Sinotrans network is developing rapidly, and management wants to ensure that employees, especially potential overseas business unit managers, understand the company's vision. The programme, which took place in Beijing and Shanghai, provided an ideal opportunity for participants to gain insight into how the company operates in its home market."

Almajdouie Logistics' participation in the programme demonstrates its commitment to its joint venture partnerships. It also reflects the company's continuous investment in employee development.





ALMAJDOUIE LOGISTICS  
TRANSPORTS OVERSIZED  
LOAD FOR FADHILI  
POWER PLANT

Transporting oversized loads presents its own unique set of challenges, which Almajdouie Logistics is no stranger to. In this case, transporting a large boiler from Jubail industrial port to the Fadhili power plant required fine coordination by the Almajdouie team as fences, gates, light poles, and even power lines had to be moved to accommodate the cargo.



Overall the load measured 14.97 x 14.07 x 17.70 metres (L x W x H), including the height of the trailer, which presented significant logistical challenges. Two 18-axle lines were used side by side to carry the boiler. The first step was to bypass port's 13-metre high conveyor belt by partially removing fencing and the port gate. The second challenge was to avoid the 11-metre high 380 KVA Marafiq power lines, which could not be turned off because it would disrupt Marafiq's water production.

A plan was drawn up by the LHL engineering department, and two gates were removed at the Sadara plant to accommodate the load.

The next challenge was the width of the old Kuwait road, which is 7 metres, whereas our trailer was 7.5 metres wide with a minimum requirement of 9 metres to management the movement. A civil contractor was hired by LHL to complete this task, and Ministry of Transport approvals were secured, as a total of 63 light poles needed to be removed in the Jubail industrial area. Furthermore, power lines had to be shut down and lifted by SEC in five different locations along the route.

The entire operation was completed ahead of schedule, in just 13 days instead of the estimated 17 days, and the boiler was delivered safely without incident.

EMPLOYEES RECOGNISED  
FOR INNOVATION  
EXCELLENCE

Almajdouie employees who participated in the company's Spark Programme during 2017 were recognised for their efforts at this year's Almajdouie Annual Day celebration. The event, which was held on May 7, featured a Spark Awards segment where Spark Patron, Omar Almajdouie, and CEO-Investment, Ibrahim Almajdouie, were the chief guests. They personally presented the awards to employees who submitted the best ideas.

MdR Training Coordinator, Asif Khan, and MdR Admin Coordinator, Shaikh Shavali, won the Spark Best Saving Idea Contest 2017. They were rewarded for their cost-saving idea and efforts with a brand new Changan CS75 crossover vehicle.

Spark Divisional Manager, Eyad Hamzah Arafah, accepted the Best Spark Division award on behalf of Almajdouie Logistics' Asset Management Department (AMD); AMD Spark Head, Haitham Sidqi Al-Khateeb was awarded as Spark Head of Best Spark Division; Corporate Information Technology Department Spark Head, Japhet Buan Carino and MdR Spark Head, Husnain Ilyas were awarded Best Spark Heads; and Almajdouie Logistics - Western Region Spark idea submitter, Makandar Samiulla won the prize for Best Spark Idea.

Following the award presentations, the Spark team thanked Almajdouie Group's top management, Department Managers, First Line Managers, Spark Heads, Spark members, and employees for their continuous support towards the programme.

The Almajdouie Spark Programme promotes a culture of innovation within the organisation. It encourages employees at all levels to share their ideas for reducing costs, saving resources and time, improving services, increasing safety, and improving the workplace environment. Almajdouie launched the programme in 2003 and approximately 6,000 employees take part each year. This has resulted in 88,478 unique idea submissions, as of December 2017.





STUDENTS COMPLETE INTERNSHIP AT ALMAJDOUIE LOGISTICS

As part of Almajdouie Logistics' corporate sustainability initiatives, the company offers internship opportunities for local students to gain hands-on experience of the job market and polish their skills. In this way, we support the local community and Kingdom's Saudisation goals.

Every year, a number of local students avail the internship opportunities at Almajdouie Logistics. Fawaz Abdulla Al-Rashdi and Saeed Yahya Khobrani are two interns who have just finished a 7-month internship with the company. They are students at King Fahd University of Petroleum and Minerals, one of the oldest and most selective universities in the country, and are interested in business development, innovation, change management, strategic management, and supply chain management.

From the very beginning, they were impressed with the company's HR department, which completed all recruitment formalities within just two weeks and was always on hand to answer any questions and offer assistance when required.

In addition, they commended Almajdouie Logistics for its cultural diversity and open organisational structure, which meant they could benefit from the experience of a variety of different individuals from different backgrounds and departments. Both interns agreed that working for one of the leading logistics service providers in KSA has enhanced their skill set and will make them much more valuable employees as they embark on their professional journeys, and they have recommended Almajdouie Logistics to their peers for future internships.

Speaking about his internship, Fawaz said: "These past 7 months have been a journey of growth and learning for me as I have built friendships with people from different departments and expanded my network. During my training, I developed various skills such as communication and collaboration, negotiation, project management, time management, business intelligence, planning and analysis, problem-solving, customer service, client engagement, critical thinking, and more.



The people at Almajdouie Logistics were supportive in all respects. In particular, I would like to thank Abdulaziz Al Musallam, Izaz Ahmed, Oussama Abba, Saud Al Hazmi, Awad Al Shammari, Omar Haddad, and Thamer Al Thawadi for their extraordinary support during this period."

Saeed did work rotation in customs clearance, freight forwarding, customer relationship management, and transportation during his internship. He said: "I gained experience handling a variety of different tasks during my time with the company and learned how to use the EMIS and Oracle systems. I worked closely with my supervisor on the Maaden project and also became familiar with the shipping department as I replaced a staff member who was on leave.

Such hands-on experience will prove very valuable in the future, and I am grateful for being given the opportunity. In particular, I would like to thank HR Manager Abdullah Al-Ghamdi, who offered me the internship; Maqbool Al-Ghamdi, the clearance and shipping manager who gave me confidence during the training in his department; Brent Melvin, whom I met on the first day of training and who gave me valuable tips and advice; Izaz Ahmed, for all the support and guidance and follow-up with us during and after the completion of training; and finally a special thanks to Louay Ardi, who was my mentor and supporter and from whom I learned a lot during my time in the transport department."

Today's students are tomorrow's leaders, which is why Almajdouie Logistics is committed to motivating them. Through its various initiatives, campaigns, and programmes, the company supports students and helps guide them towards their chosen career paths.

STREAMLINING EFFICIENCY WITH NEW WAREHOUSE MANAGEMENT SYSTEM



As part of our strategy to improve flexibility and scalability, Almajdouie Logistics has deployed Infor's SCE warehouse management system. The operating service platform helps to integrate our systems, giving a unified user experience, and organisation-wide access to real-time information

Almajdouie Logistics has more than 4,000 employees and over 2 million sqm of terminal and storage facilities across the GCC, which move an average of 1.6 million tonnes of goods annually. To increase operational efficiency, we sought an integrated warehouse management system that could support our current and future requirements. After a thorough and detailed evaluation, we decided to adopt Infor SCE.

Almajdouie Logistics Chief Operations Officer, Brent Melvin, said: "Our customers' businesses demand that we keep pace with emerging value-added services. We can provide them with complete visibility about their inventory, enabling them to reduce freight costs, optimise service levels, and improve overall operational efficiency. With Infor SCE, we are now able to make faster and better-informed decisions, improving our customer service, increasing throughput, all while reducing the costs of running our operations."

Infor Vice President of Sales for Saudi Arabia, Alaa Hewedi, said: "Almajdouie Logistics' ambitions to expand its footprint in the region are matched by Infor's drive to deliver finely-tuned industry-specific capabilities to its customers. We are committed to helping this logistics leader carve out new markets through continued innovation, and partnering with them on their growth and digital strategy."

MdR AND SADARA MARK MILESTONE ACHIEVEMENT

MdR and Sadara held a special celebration to mark the safe and successful execution of the last product loading of Toluene Di Isocyanate (TDI) at the Liquid Handling Centre and King Fahd Industrial Port (KFIP). This achievement signalled completion of the commissioning and start-up of all supply chain assets at KFIP the MdR-operated Packaging Centre.



At the recognition ceremony, Walid Zabeery, VP of Business & Services, and Jim Steiner, then-director of Supply Chain, congratulated the Supply Chain team for completing a 'great journey' from Sadara's first product, polyethylene, to its last, TDI.

The first product journey began in December 2015. Steiner observed: "Over the intervening two years since the first product launch, all the teams in Supply Chain, along with all the support functions and strategic third parties, worked very hard to commission the plastics and liquid products one after another, until the last product, TDI, was first produced, in 2017."

At the ceremony, Supply Chain recognised the efforts of its teams (Site Logistics Operations, Liquid Handling Operations, Solid Handling Operations, Trade Compliance & Customer Service, Logistics Services, Business Planning, Production Scheduling); the teams of support functions (Engineering, Security, Maintenance, Isocyanates, Quality, EH&S, C&SU, MRO, Reliability, Procurement); and strategic third parties (MdR, Sabtank, Globe Logistics) for their roles in achieving the milestone.



logisticsfurther

ONE TEAM ONE DREAM



**Name:** Makandar Samiulla

**Nationality:** Indian

**Job Title:** Invoicing Head for Yanpet Project

**Team Member Since:** 2001

Makandar is an active participant and a firm advocate of the Almajdouie Spark Programme. His idea to change the operational methodology for resealing containers has helped the company to cut costs, avoid unnecessary labour, maximise terminal space, and streamline export procedures.

"Over the years, the company has given me plenty of opportunities to enhance my skills, realise my potential, and apply my creativity. I feel incredibly proud that my Spark idea was chosen and I'm thrilled that it has improved our services, increased our efficiency, and strengthened our working relationship with our partners.

"I'd like to extend my sincere thanks to Almajdouie Logistics for always encouraging innovative thinking and for creating an environment where employees feel comfortable submitting ideas and sharing opinions. I urge all my colleagues to participate in the Almajdouie Spark Programme, which is a great platform for personal development and building leadership skills."

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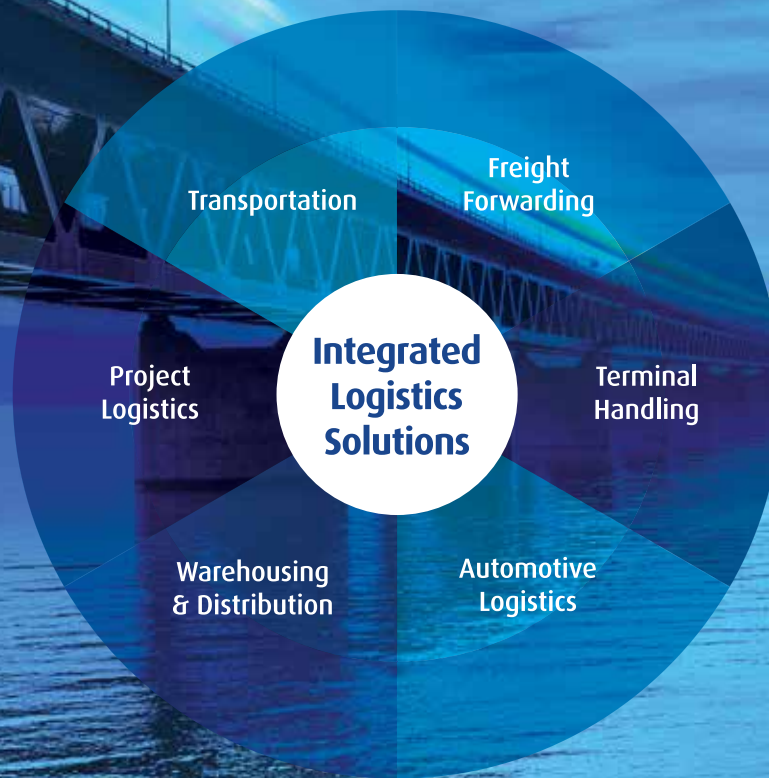
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