

# What's Next?

**Delivered on time & safely**

**Post Railway Era**

GCC's multimodal transportation future

**TIR Ratification**

Saudi Arabia's accession to a world convention

**Spark Innovation**

More than numbers



# What's Next?

logisticsfurther



WINNERS  
TODAY & TOMORROW.

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Izaz Ahmed  
Editor in Chief

## IN MEMORY



Almajdouie Logistics has played a major role in the hauling of Saudi Aramco's extensive pipelines, as early as the Tans-Arabian Pipelines (TAP).

## CONTENT

- 3 CEO Note**  
Mr. Baheej Al Biqawi
- 4 GCC Railway Future**  
Dr. Turhan Bilgili
- 5 In Vision**  
Growing Safely  
Mr. Brent Melvin
- 7 JV Focus: MK Logistics**  
Mr. Kaleemulla on Kuwait Growth
- 8 Sadara Safety-record Celebration**  
MDR & Sadara Rejoice
- RPL Safety Record**  
Man-hours Update
- Yamama Cement Signing**
- 9 From the Press**  
Petrochemical Industry On The Move - The Role Of LSPs
- 11 On Site: Dammam to Jazan by Sea**  
Closed Cooling Water Expansion Drums
- 13 In Focus: Projects Cargo Coverage**  
Beyond Portfolio
- 15 Industry Experts Opinion**  
TIR Ratification
- 16 Group News**  
Spark-More Than A Number
- 17 Further Informed**  
Safety Role Model
- Welcome On board**  
Heavy Lift General Manager
- 18 Safety Tip of the Month**  
Fire Safety At Home



## Excelling in performance

BAHEEJ AL BIQAWI

### CEO NOTE

We are delighted once again to be awarded 'Supplier of the Year' by MEED at their 17th Edition of the MEED Quality Awards. This is testament to our quality driven operations and culture of safety within Almajdouie Logistics. While we witness rising costs and tighter regulations in global project cargo logistics, Almajdouie Logistics is adapting to the challenges to continue to provide the highest levels of service and safety for our customers.

Almajdouie Logistics is encouraged by the accession of The Kingdom of Saudi Arabia to the TIR Convention. This holds a positive outlook for road transport in the region, as transit across the GCC plays an important function in the movement of goods around the region. We are committed to continuing our performance excellence, despite the economic challenges in the region. Our pipeline of project cargo opportunities speaks volumes about how we are moving forward.

It was a pleasure meeting our team at Breakbulk Antwerp 2017! We look forward to a lasting relationship. We have handled a variety of interesting projects from all corners of the globe in the past few months, including the transfer of a plane by road over 1300 KM's.

Almajdouie Logistics continues to develop our footprint in the GCC with new offices, facilities and warehouses to support our customer's demands across a variety of industry sectors as we roll out our expansion plans.



Dr. Turhan Bilgili  
Academic Manager

**Saudi rail system is projected to be an integral part of the multimodal transportation system that will keep people and business moving in the Kingdom. The system will be providing efficient transportation of both freight and passengers, and is critical in maintaining national and regional economy, environment and quality of life. Traffic congestion on major cities continues to grow, which makes availability of intercity rail services increasingly important to Saudi transportation system.**

The Kingdom's existing network (except the North-south and Haramain railways under test operations) which consists of some 1,400 Km primarily linking Riyadh with the port of Dammam, is managed by the publicly owned Saudi Railways Organisation (SRO) founded in 1966. More recently, as the government looked to rapidly expand rail infrastructure, a second publicly owned railway company, the Saudi Railway Company (SAR), was established.

Realising the country's vision will require addressing at least three key constraints. First, the need for investment in the development and maintenance of the physical infrastructure, and second, limited participation of the private sector in the development and financing of transport infrastructure. Third, the insufficient public sector capacity to deliver the required transport services due to financial turbulences. Addressing these constraints will catalyze the development of modern transport infrastructure and services, contributing to a reduction in the cost of doing business and thus increasing the country's competitiveness.

## GCC RAILWAY FUTURE

### Vision 2020 roadmap for economic development

Having widely-known that Saudi Arabia's significant potential by its presence in several of the largest emerging market trade routes, Saudi Arabia is embarking on a number of ambitious rail projects all across the country. The idea behind them is to interconnect the Kingdom's cities, ports, and industrial and economic cities domestically and internationally. The Kingdom's transport policy is informed by the MOT's National Transport Strategy of 2002, which detailed a number of recommendations for improving infrastructure. More lately, the government has committed an estimated \$190bn on infrastructure improvements most of which (\$141bn) will be spent on multimodal land transport including public transport networks for the Kingdom's five major cities (Riyadh, Jeddah, Makkah, Medina and Dammam) and three large intercity rail projects: the North-south and Haramain railways, and a third landbridge project to link Jeddah with Riyadh (and hence bridge the two Saudi coasts, owing to the pre-existing connections between Riyadh and Dammam).

### The impact of growing railway projects

Both SRO and SAR are currently managing large-scale rail construction projects: for the SAR, the 2750-km north-south railway between Riyadh and Al Hadetha on the Jordanian border (with a spur connecting the bauxite mines of Al Baitha with the port of Ras Al Khair); and for SRO, the 450-km Haramain High-speed Rail Project, which will connect Makkah and Medina via Jeddah and King Abdullah Economic City (KAEC) in Rabigh. The combined investment in these two projects is roughly \$20bn. Consequently, with the Saudi government awarding contracts worth billions for the design and construction of its rail and metro networks and, with numerous business opportunities being created for the technology, rolling stocks, construction and building materials sectors, this sector is leveraging a prestigious and timely opportunities and challenges for entrepreneurs.

## In Vision



**Brent Melvin**  
COO

Accidents cost money, disrupt reliable operations. They can also result in massive damage, loss of life and threaten the very existence of an organisation. Safety incidents can induce an enormous loss of capital and affect business continuity and its reputation. Mr. Melvin, on the occasion of Almajdouie Logistics participation at the 12th Breakbulk Europe Exhibition & Conference this year shares the underlining growth gained by investing in Safety.

He explains, "Managing a safety process is one of the most challenging aspects of achieving safe and reliable operations for any company working in the logistics/supply chain industries. For this, we have designed a robust safety management system, which integrates eleven elements to cope with the local and the international safety standards that will allow Almajdouie Logistics to offer reliable, risk-free and safe operations for both customers and Almajdouie Logistics employees."

Mr. Melvin concludes by saying, "Since our beginning, safety is always considered as a major pillar of Almajdouie Logistics growth strategy when it comes to our clients. Almajdouie Logistics proactively looks for ways to exceed its customers' expectations and pays considerable consideration to satisfy their needs."

**"Almajdouie Logistics knows its responsibility of operating an extensive fleet and the impacts they can cause if unforeseen events occur on the road."**

# GROWING SAFELY

During the years, we have recorded many safety achievements and secured many projects. In 2015, we have reduced the number of accidents (MVA) by 25% compared to 2014. We trained more than 2,200 employees, drivers and subcontractors on different safety subjects through our safety week campaigns in 2014 to 2016. As a result, we have celebrated the achievement of 3 million safe man-hours in 2015 for our ongoing activities in YANPET. Furthermore, we have conducted 3 successful SQAS assessments during 2015-2017 in our main sites for Tusdeer terminal in Jeddah, as well as our terminals in Yanbu and Jubail.

Mr. Melvin adds, "We have many safety challenges, but the most critical one in our opinion is communication in multi-language as we have many staff and drivers from diverse ethnic backgrounds and when we are conveying our safety messages, we go the distance by explaining it in their own language." Almajdouie Logistics knows the responsibility associated with operating an extensive fleet and the impact they can cause if unforeseen events occur on the road. We are promoting the 'safe always' culture and to do that we are concentrating on qualifying our employees and subcontractors by given extra attention to the safety training that will enable us and our stakeholders to align our values to build the desired safety culture both at work and when at home.



# JV Focus: MK Logistics

## Fast-track Developments in Kuwait



**Mr. Kaleemulla Shariff**  
Country Manager, MK Logistics



Projects in the transport, gas, and construction industries dominated 2016 awards. They included a new passenger terminal at Kuwait International Airport, roadwork-related infrastructure, hospital and universities for new townships. These projects will address the major development needs of the country, especially those related to building energy and housing capacities, and providing healthcare. Mr. Kaleemulla Shariff, Country Manager explains how Almajdouie Logistics is reinforcing its position in Kuwait since its start in 2009.

Since its establishment, MK Logistics executed two mega projects of Sabiya and CFP projects, each with a volume of 350,000 FT and 750,000 FT respectively. Our services include heavy lift transportation, barge operation with more than 80 super heavy units and 6,000 containers. This renowned projects of CFP is still ongoing and MK Logistics is proud of its safe delivery of the 85% of the cargo to date. This is despite the obstacles of Kuwait roads identified during surveys. In addition, with the resources of the local partner (AlKazemi), we obtained the necessary permissions to move on time and safely.

Looking at this year projection, according to Meed Projects, more than KD6.2 billion worth of contracts will be in the bidding phase in the second and third quarters. The Kuwaiti government is looking to diversify its energy supply by introducing gas-based power and water plants, such as Kuwait's second largest IWPP, Al Zour North 2 power and water desalination plant project, which worth KD806 million (two contracts). Moreover, in the next 2 years, the gas-based Al Zour North 3 and 4 power plants are expected to be awarded.

Since 2015, Almajdouie Logistics has vigorously made a name for itself in Kuwait by operating its own full fledged office, mobilised a full team under the command of Mr. Kaleemulla Shariff as the Country Manager increasing its contract value by 20% in Kuwait. Almajdouie Logistics follows suits in UAE, Bahrain, Qatar and Oman with similar set ups.

**"The joint venture between Almajdouie and AlKazemi is unique in itself, Almajdouie being an asset owned company with extensive expertise in project logistics, products distribution, on-site logistics, terminal handling and warehousing, whereas AlKazemi's expertise lies in shipping and liner agencies, trading, contracting, hotel and Catering. Together, we are able to offer a comprehensive package to the market."**

# Safety-Record Celebration



## Sadara and MdR Celebrate Successful Partnership

On the 24th of January 2017 in the Intercontinental hotel in Jubail city KSA, Almajdouie & de Rijke limited company management team under leading of Mr. Abdullah ibn Ali Almajdouie invited the Sadara CEO Mr. Zaid S. Al-Labban and his management and operational teams to celebrate the successful partnership and achievements of 2016 and the safe start-up of the solids packaging lines, warehouses and bulk liquids loading and container storage yard without any unplanned events to report.

The 2013 awarded onsite-logistics contract of Sadara solid and liquid packaging center awarded to Almajdouie & de Rijke (MdR) saw a record-breaking of 1.5 million safe Man-hours in early 2017. Mr. Ziad S. Al-Labban, Sadara CEO and Abdullah A. Almajdouie, MdR Chairman expressed their appreciation for the efforts exerted by both teams to make the partnership successful.

The contract between Sadara and MDR is the talk of the industry today; since it is the biggest project ever build in one phase announced from the oil rich region. The event unveiled the fact that MdR has been capable to face the challenges, right from personnel, infrastructure planning and safety of employees, plant and equipment. One of the key factors of such success story is the safe culture embedded in every day task.

The gathering of two industrial giants was a sign of the strength of both entities and the values shared at every level of the two organizations. Teams from both ends enjoyed sports activities and networking followed by a diner, in which participants were able to exchange different thoughts and ideas for personal and business improvement and development.

# Yamama Cement New Contract



Almajdouie Logistics signed new contract for handling logistics services for upcoming new Yamama cement plant at Alkharj. Contract was signed between Hansa Meyer global from Germany & Almajdouie.

Our scope includes customs clearance, general trucking, heavy haulage from Dammam and Jubail Ports to Saudi Arabia's Yamama Cement Company. The cement company signed a 4.2 billion Saudi Riyals (\$1.12 billion) contract with Germany's ThyssenKrupp Industrial Solutions to build a new cement plant. The new plant will be built over 39 months 100 kilometers outside of Riyadh, with daily production capacity of 20,000 tons.

## New Safety Record RPL's 1.5 Million Man-hours

RPL continues to grow and flourish to do its best to protect its employees and the environment. In order to continue our safety records, a safety campaign was conducted in RPL sites.

The objectives of this campaign was to increase safety culture among employees, including risk prevention of traffic and equipment. RPL has accomplished several changes as lesson learnt to assure that incidents will never again occurred so as to create a much safe workplace.



# From the Press

## Petrochemical Industry on the move - the role of LSPs

**Rudy Sadi** - General Manager  
Almajdouie De Rijke Logistics (Mdr)



### Rudy Sadi, General Manager, Almajdouie De Rijke Logistics (Mdr) explains how LSPs in the GCC are developing their strategy for emerging industries and changing economical and environmental conditions in the region.

Being at the centre of trade between East and West, Saudi Arabia and the GCC with its massive hydrocarbon resources has the potential to become a global player in the world. Nowadays with companies like Sadara Chemicals, the GCC is widening its product portfolio, as well as increasing its specialties and commodities supply from Western countries to the Middle East.

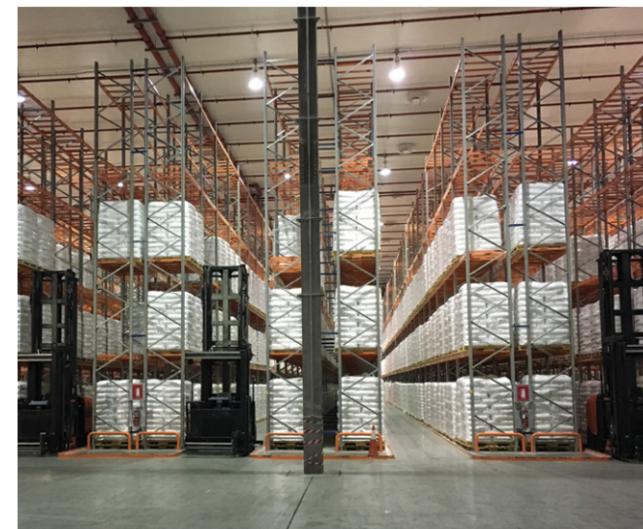
The presence of raw materials fueled by the aspiration of the region to increase the hydrocarbon value chain has resulted in major investments across the industry. Saudi Arabia's Vision-2030 will also accelerate direct foreign investment, enabling companies like Saudi Aramco to opt for initial public offerings (IPOs). In the area of renewables, with solar and wind being a widely available natural source, the GCC region could take a leading role and so far many initiatives have been launched as part of Vision 2030.



It would be interesting to look at how logistics service providers (LSPs) in the GCC are developing their strategy for emerging industries and changing economical and environmental conditions in the region. The European logistics industry conducted a study, which shows that with the petrochemical industry becoming stagnant, there is a direct impact on the LSP industry. On the contrary, the expansions in the petrochemical industry shall result in growth for the LSPs as well. Is the LSP branch in the GCC adapted to these trends? What contribution can they make to maximise value to the entire supply chain?

Generally, there are three areas where LSPs can contribute: (a) improve horizontal and vertical integration along the supply chain to improve efficiency; (b) continue development of sustainable logistics strategies; and c) ensure continuous improvement in supply chain safety and security.

With the leadership of the Gulf Petrochemicals and Chemicals Association (GPCA) as an overarching network organisation for the region, its committees and various working groups, such as supply chain and responsible care, many initiatives that have been started under the visionary leadership of the founders has paid off, indeed.



### Within Saudi Arabia, Almajdouie Logistics played a leading role in developing bespoke logistics and supply chain solutions to the petrochemical industry.

Over the past 50 years, Almajdouie Logistics is a pioneer in transferring the technical know-how of the industry leaders from Europe and Asia in the form of joint ventures, such as Almajdouie De Rijke Logistics (Mdr). The result is: leveraging the knowledge and expertise of De Rijke from Netherlands with the specific petrochemical know-how of Almajdouie Logistics in providing integrated solutions.

The solutions that can be offered in terms of integrated services for the downstream manufacturing supply chain system are endless. LSPs can add value while at the same time take away the non-core activities of producers if an LSP is the key-interface between the goods manufacturer and the end-customers, by connecting and optimising the two ends. Rudy Sadi explains, "The interface cost is a measure of motion (product from A to B), waiting time (warehouse, terminal, port) and inventories. The ability of LSPs to minimise the interface cost will determine the value adding for the entire chain." The trend in the industry for LSPs to increase contribution to the value chain.

How can LSPs like Almajdouie de Rijke (Mdr) contribute to this trend? First, contrary to Europe, value add services provided by LSPs contribute to a much lesser extent to the entire supply chain in the region. Two reasons for that are: the level of outsourcing to 3PLs on logistics is less matured and the type of services is fragmented into transport or warehousing or freight forwarding, which on its own, less value adding. Streamlining and optimisation remain the responsibility of the manufacturer at site, resulting in less scope for LSPs in this region. Definitely, it has to do with maturity level in terms of competency building.



In Almajdouie's opinion, LSPs are ready to take on a greater part of the supply chain role in terms of value-add services, associated with getting the products out to end customers or bringing in services that are not considered core-activity of manufacturers. The key word is improving supply chain efficiency in terms of 'How Fast' can one deliver the product, at 'What Cost' without compromising Safety? It is very important to understand customers' need in this context by drilling down into the 'customer wants' and identifying the CTQ's (Critical to Quality). Little attention is often given to customer's KPI's from the design stage and understanding of the underlying processes, as well as the linkage to the internal KPI's of the LSP.

In the example of Sadara Chemicals, Mdr has been engaged from the early design stage by providing valuable advices on how to optimise the supply chain. Secondly, the in-house knowledge and expertise in the area of pull system (make to order) was utilised in close cooperation with the client, meriting a win-win scenario for both parties. Mdr has started recently a workshop with key-staff to further optimise its approach to 'on-site logistics' by adopting 'Lean Logistics Services' through the introduction of pull system (make to order) inspired by Toyota's previous work.

Mr. Sadi concludes: "We believe that rather than sub-optimising parts of the supply chain, an advanced optimisation approach will yield a more sustainable and profitable results for both client and logistics service providers. Hence, the value added logistics services can be increased and made sustainable."

# On Site

## DAMMAM TO JAZAN BY SEA

Almajdouie Logistics team goes extra mile providing door-to-door service to LPL for Jazan IGCC (integrated gasification combined-cycle) power plant. In March 2017, our team successfully moved the latest units from Dammam to Jubail by road and from Jubail to Jazan by sea. The three closed cooling water expansion drums weighing 144 tons each were offloaded in Almajdouie terminal in Jubail and then onto a vessel from Jubail industrial port to Jazan project site.

**Client:** LPL  
**Cargo:** Closed cooling water expansion drum  
**Weight:** 144 tons  
**Packages:** 3 units  
**Size:** (L)29M x (W)7.08M x (H)7.92M

Almajdouie Logistics The Jazan IGCC complex's gasification unit will have a capacity to convert vacuum residue produced in the adjacent Jazan refinery into 2.11 million normal cu m/hr of syngas that will be evenly used to produce purified hydrogen for the refinery and to fuel the IGCC plant. The Jazan Refinery and Terminal project is expected to support the future development of Jazan Economic City.



# In FOCUS

## Projects Cargo Coverage Beyond Portfolio

### LONGEST CARGO

83m Long Deisopentimizer Column (V103-137) moved in Kuwait.

83m (L) x 8.62m (W) x 9.87m (H) x 536 tons



### HEAVIEST CARGO

352 tons unit for the world's largest oil gasification power plant in Jazan, Saudi Arabia.

12.86m (L) x 3.73m (W) x 3.91m (H) x 352 tons



### MOST DISTANCE COVERED

1,300 Km from Jubail to Waad Alshamal project in Turaif, Saudi Arabia.

25.19m (L) x 3.89m (W) x 3.35m (H) x 195 tons



### MOST REMOTE LOCATION

84 Km Roll-off operations on the Upper Zakum (UZ750) island surface facilities in Abu Dhabi, UAE.



**In 2016, we moved over 1 million-freight ton cargo as heavy as Saudi Aramco's largest land oil rig and as far in the sea as ADNOC's Upper Zakum (UZ750) island surface facilities in Abu Dhabi. This reflects how we continue to diversify our service offering within the project logistics services demonstrating our ability to engineer complex heavy lift solutions in diverse territories (from land to offshore), tailor made 'solution-specific logistics' to diversified sectors.**

In this edition, we share some of our latest projects from the construction, oil and gas and other sectors, from generators and cranes to pipe racking and heavy machinery. Over 50-years, we have been recognised as projects logistics leader as we make the impossible happens.

We will continue to make sure that manufacturers and distributors across various industries rely on our capabilities of supporting the move of their heavy and abnormal cargo to their final destination in industrial sites.

**"From the beginning we gain respect of cargo owners by contributing to capital projects that drove the region's economy. As a result, we cemented a strong position in the region as a trusted partner in the logistics industry and we are recognised for our safe and innovative approach to the market and customers needs."**

Almajdouie Logistics supports major EPCs for some capital projects in Jazan, such as the Naphtha and Aromatics Complex by JGC Corporation, crude distillation and vacuum unit by SK Engineering and Utilities & Common-Area by Tecnicas Reunidas. Our scope varies from handling cargo, customs clearance and transportation of materials from Jeddah and Jazan seaport to site location and heavy units from local fabrication shops across Saudi Arabia.

In order to support shear requirements of our EPCs and end users, we invested in new fleet of K25 brand 72 axle lines of Scheuerle Germany. This investment incorporates split lines, straight drive and power boosters along with advanced power pack engine headers models. It also added 3 PPUs for SPMT's fleet.

The investment comprised professional training sessions for our crew and operations staff by SCHEUERLE qualified trainers. They delivered hands-on training for safe operates axles efficient mediums, ensuring optimum performance, both on-road and off-road.

Moreover, we had our first live Oracle Transportation Management (OTM), a niche solution under the Oracle Value Chain Execution umbrella. Over 30 employees were trained in 3 phases, undergoing Discussion & Solution, Capacity Requirements Planning and User Access Training, working project by project to ensure ample understanding of business requirements basics.

# Industry Experts Opinion

TIR Ratification

**Rani Wehbe**  
IRU, Senior Adviser  
for the Middle East



## Saudi Arabia's decision to accede to TIR will boost trade across the region

Due to its strategic location, the Kingdom of Saudi Arabia is the critical link between the Gulf Cooperation Council countries and the wider Middle Eastern region. The country's accession to TIR, with its benefits of seamless cross-border connectivity, will therefore open new road corridors along the spine of the Arabian Gulf transforming the trade potential of the region.

Transports Internationaux Routiers (TIR) or International Road Transport (ITE) is an international transit customs system which is based on a UN Convention. The IRU is mandated by the UNECE since 1949 to manage the TIR system, which is key to facilitating and securing trade and international transport. At present, there are 70 contracting parties to the TIR convention with China having acceded to this convention last year.

### Recognising the barriers undermining easy movement and smooth transport across borders

The TIR system is the only global customs transit system that offers a global guarantee of up to EUR 100,000 per truck or container covering customs duties and taxes. The TIR system is based on the one-time customs controls principle where goods are generally checked once in the country of departure and the same customs controls are recognized at the borders / customs offices of the transit countries which are contracting parties to the TIR convention until the goods reach the customs office of the country of final destination.

### Reducing administrative and financial burdens

TIR also dramatically reduces administrative and financial burdens with one international guarantee for a transport operator, replacing costly guarantees in each country of transit. Customs authorities also benefit from the international guarantee, covering the risk of non-payment of customs duties and taxes.

"Improving the efficiency and speed of crossing borders drives more business and investments in Saudi Arabia, in addition to creating jobs for Saudi nationals while supporting Saudi exports in reaching regional and international markets more effectively, competitively and predictably."

### Securing

TIR system is highly secured with stringent technical requirements for the load compartments and the advanced electronic tools of the TIR system, notably the TIR Electronic Pre declaration and Real Time Safe TIR. This can provide Saudi Customs information in advance before the trucks or containers reach the Saudi borders or ports, such as the composition of the goods, the driver's name, and other important information, creating significant time- and cost-saving opportunities for crossing Saudi borders and the other borders of the TIR contracting parties, whether it is the European Union, Central or South Eastern Asia, the Middle East or other regions.

## Group News SPARK Programme More Than Numbers

More than 6,000 Employees wholeheartedly are contributing their will, wish, love, care, passion and ideas to Spark programme, which started in 2003. SPARK has a strong vision to promote an innovative and creative culture among all employees. It enables employees ensure employees' participation in the growth of our business and inspire them to be part of our ever-changing business. Last September, Spark bagged 7 innovation excellence awards from the prestigious IDEAS AMERICA, in addition to being 'No. 1 Innovative Company' by Saudi Innovation Index 2010. Additionally, Mr. Manoj Philip, Spark administrator has won the 'Best Suggestion Program Administrator Award' from Dubai Quality Group.

**SAR 56 Million**  
Saving

**84,000 Ideas**  
Submitted

**7,000 Ideas**  
Implemented

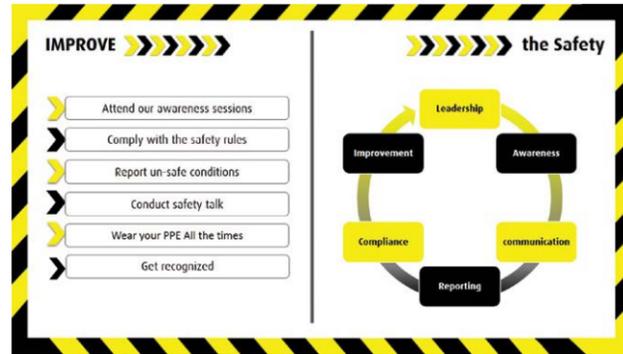
**7 Innovation**  
Excellence Awards

Spark is a catalyst for submitting creative and innovative ideas and acts as a common platform of resources and interaction between employees. Structured under the supervision of Almajdouie Group President and Spark Patron, Spark Corporate Committee is the governing body. The Committee is formed with a Committee Head, 2 Committee Members and the Senior Spark Program Officer. The Divisional Spark Committee will coordinate the activities within the divisions. This committee includes Spark Divisional Manager, Spark Head, First Line Managers, Supervisors and the Spark Members.



To ease the ideas' entry, Spark developed sophisticated software available on intranet and internet. The new software has so many advanced features, such as areas to announce idea campaigns, contests, voting, comment & like and earn points. This is in addition to submitting ideas as video, audio and photos. The software is mobile responsive, supporting multi languages, SSO (Single Sign On) for users, including dash board management and general reports, as well as, SMS & email integration and area for events and public relation and social networks and other links.

# Further Informed Safety Role Model



Since Almajdouie Logistics's last SQAS Assessment in Jeddah and Yanbu, the requirements were passed successfully; however, improving the work environment and sustaining best practices remain top priorities for our future developments. As a result, Almajdouie Logistics SHEQ team led by Mr. Osama Abu Shrieha, Quality Superintendent adopted a simple model to enhance Almajdouie Logistics workplaces safety and building a safe culture.

The team identified 6 elements with the ultimate goal of implementing safety practices in our daily work and to prevent any undesired events, which might cause loss, injury or damage. The model encourages everyone to become a role model in safety. It is a follow-up action to the 3-days SQAS assessment, which included the participation of many employees from different SBU's within Almajdouie Logistics's western region sites and offices.

SQAS is a common assessment to be implemented in all GCC countries, supervised by the Gulf Petrochemicals and Chemicals Association (GPCA). The main aim is to evaluate the environmental, health, safety, security and quality performance of Logistics Service Providers (LSP's) in a uniform manner. The assessor from Bureau Veritas inspected, audited and assessed Almajdouie Logistics performance for various scopes, such as company policies and procedures, management systems, HR, procurement, transportation/storage services, SHEQ SOPs, sub-contracting terms and conditions.

Mr. Osama thanked the team effort by his SHEQ and other SBU's members; namely Ziad Al Hazmi, Syed Layaq Ali, Mohamed Sameem and Suliman Mohammad.

# Welcome Onboard



**Rafael Vicens**  
GM Heavy Lift

Mr. Rafael Vicens joins Almajdouie Logistics as General Manager for Logistics Heavy Lift. He brings with him over 12 years of experience in the field of Civil Engineering and Heavy Transportation/Lifting.

Hiring new employees is a big deal - to welcome a new family member and serve our clients' needs, we choose our employees carefully. Mr. Rafael holds several Master Degrees, which include; an Executive Master Degree in Business Administration from London Business School, UK; Master of Science in Civil Engineering from Polytechnic University of Madrid in Spain and Master of Environmental, Health & Safety from Alcala de Henares University, Spain. He's a certified Project Manager Professional (PMP) and he completed an Executive Program in Behavioral Economics and Decision Making from Columbia Business School, New York, USA.

Reporting directly to Almajdouie Logistics CEO, Mr. Rafael will be conducting his role per the approved policies and procedures for heavy lifting, heavy transportation, contracts negotiation and project management.

## safe always Fire safety at home



### Smoke

Install smoke alarms on every level of your home



### Escape

Devise an escape plan and practice it with your family



### Assembly

Choose a meeting area outside the house, such as the end of the driveway



### Emergency

Know your local emergency number and note it on your refrigerator/ telephone



# 2017 NATIONAL WINNER

CONGRATULATIONS TEAM!

# 'Supplier of the Year'



"This award is a reflection of our strong position in the region as a trusted partner in the logistics industry. It also highlights our recognition for innovation and our response to the market and customers' needs, while also adding tangible value to shareholders and employees."

Baheej Al Biqawi, CEO