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# UAE

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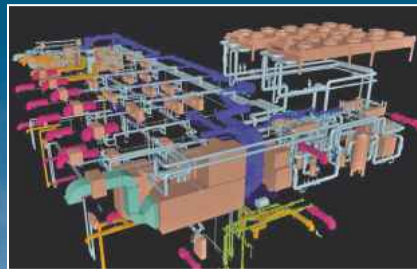
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## IMO role hoists hub status

**In a latest Flag State Performance Table, the UAE is ranked among the world's Top 15 flags based on various maritime indicators, classifications and major performance levels.**

This has further strengthened the UAE's position for our re-candidacy for Category B membership of the IMO Council,' says H.E. Dr Abdullah bin Mohammed Balheif Al Nuaimi, (pictured), Minister of Infrastructure Development and chairman of the Federal Transport Authority – Land and Maritime (FTA).

UAE became the first Arab nation to be elected to the IMO Council under Category B - which consists of 10 states with the largest interest in international shipping - for a two-year term in December 2017.

'Among the strategic benefits of the UAE's continued presence in the IMO's Council are the creation of an attractive economic environment for marine projects in the country at all levels,' the Minister continues. 'After all, the maritime transport sector has a significant level of importance for us, just behind the oil sector.'

Al Nuaimi praises the evolution of UAE maritime institutions in areas such as regulation; introduction of modern technology and innovation; and developments in safety standards, protection of the marine environment and security, including cyber safety of ships and the efficient management of maritime assets.

The FTA itself has been working hard to make the UAE a regional centre to assist in building marine capacities, hiring additional experts and providing specialist training, the minister adds. 'We joined a number of important international maritime conventions and protocols and attended all meetings of the IMO,' including sub-committees and working groups.



The number of UAE ports approved by WHO (World Health Organisation) Regulations has also increased from eight to 12 of late, and the number of IMO-approved port reception facilities for all types of ship waste and wastewater from 10 to 18 countrywide.

Other key projects implemented at national level during the past year or so have included completion of drafting of the Maritime Law Modernisation, and introduction of a comprehensive integrated plan for auditing maritime ports in the UAE, on security and protection of the marine environment.

In addition, the Federal Transport Authority has taken a laudable, high-profile stand on the issue of the abandonment of seafarers. The aim, says Al Nuaimi, is to 'provide the best living conditions for crews of national or foreign vessels visiting UAE waters,' and follows the signing of a Memorandum of Understanding between the FTA and the ITF (International Transport Workers' Federation) at IMO headquarters in May 2018.

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## DMCA focuses on value-add business opportunities

**R**egulatory body Dubai Maritime City Authority keeps a keen eye on advances in safety, technology and environmental awareness, always with a view to how it can add value to the trade and business opportunities that the local maritime cluster has to offer.

To this end it has created a Dubai Maritime Virtual Cluster (DMVC) which it describes as a Smart Knowledge and Research platform aimed at promoting the emirate's integrated portfolio of maritime services.

Amer Ali, DMCA's executive director, says the platform works as a tool to assist collaboration within the UAE by 'promoting innovation, R&D, training and best practices within the local industry' - which he says currently comprises more than 7,400 companies operating some 13,000 maritime activities.

Interactive features include a comprehensive information and knowledge portal; a virtual maritime centre for innovation, R&D and training; and a maritime sector index.

DMVC also acts as 'a decision-maker's tool for potential investors,' Ali adds, forming a 'one-stop shop where they can learn everything about the cornerstones of the

emirate's maritime infrastructure' – not just the DMCA but also DP World, Drydocks World, Dubai Maritime City, Emirates Maritime Arbitration Centre and the Free Zone.

In the same spirit DMCA has set up a Quattro Helix initiative to promote innovation between government, academics, the private sector and R&D institutions in Dubai.

'If you want a sustainable brand you need to have all the main players come together,' says Ali. What really makes the emirate stand out is the 'software' of its people, he adds, pointing to Dubai's unique cultural diversity of more than 200 different nationalities.

With an eye to the future DMCA has also set up an Innovation Quay (IQ) as a testbed for disruptive technologies and accelerator of innovative start-ups, thereby helping the country prepare for a post-oil future. In addition, together with classification society DNV GL, it runs an Innovation Centre designed to foster forward-thinking initiatives in Dubai.

Besides commercial shipping the Authority oversees the marine leisure market with a particular emphasis on licensing



*Amer Ali, Executive Director, DMCA*

and certification in order to align safety standards with highest international norms, as outlined in the Dubai Maritime Sector Strategy. The UAE acts as home to a burgeoning fleet of superyachts, currently the 8th largest of any country in the world.

The DMCA is also principal organiser of UAE Maritime Week, which becomes an annual event for the first time with this year's edition (September 22-26). There it will again host its successful Global Maritime Agenda conference to highlight topical industry issues, while next year it will run a Global Maritime Summit designed to bring in maritime expertise from across the world to the emirate, coinciding with Expo 2020 Dubai. ●



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## DP World continues expansion of Jebel Ali



HE Sultan Ahmed Bin Sulayem



Mohammed Al Muallem

**The year of Expo 2020 is almost here, and Dubai's ports giant and global trade enabler, DP World, is gearing up to handle the additional load that is bound to come to its premier container handling facility in the UAE, Jebel Ali.**

'The ports business in the UAE has been generally outperforming expectations, despite the difficult conditions for container shipping worldwide,' says DP World's group chairman and chief executive, Sultan Ahmed Bin Sulayem. 'Jebel Ali's focus on origin and destination cargo has helped us overcome tough times in international trade.'

Having already raised the capacity of the port from 18m teu to 19.3m teu in 2017, DP World is putting in place projects that will further increase the capacity to 23m teu in time for next year's Expo. Last year Jebel Ali handled some 15m teu.

Globally the group's traffic volumes are slightly down so far this year because of

factors such as tariff wars, and in the UAE traffic declined 8.8% year-on-year to 3.5m teu in the first quarter, mainly due to the loss of low-margin throughput in favour of profitable cargo. Bin Sulayem predicted improved throughput for the second half of the year.

Mohammed Al Muallem, ceo and md of DP World, UAE Region, added that 'There have been several mergers and consolidations among shipping lines in recent times, but we have been able to accommodate all the new alliances at specific terminals without causing them any inconvenience. The revised arrangements that we put in place have been met with approval by all the shipping alliances.'

Jebel Ali's new Terminal 4 (T4) was due to open in its own right this year but instead will be used initially for spillover traffic from Terminal 1 (T1) which is closed down for refurbishment and automation.

Fully automated T3 is also to have its capacity increased, from 3m teu to 9m teu eventually, in time for Expo 2020

'T1 badly needed refurbishment, because it had ceased being as efficient as we would have liked it to be,' said Muallem. 'It was being operated on the 'one operator, one crane' principle, whereas in T3, we have one operator controlling four cranes –

which gives you an idea of the level of automation. The T1 operators will move to T4 in the second half of this year.'

Modernisation of the port's container stacking system is also underway, enabling far better utilisation of space in the container yard. A new rigid grid High Bay Storage system, marketed as BoxBay, will enable stacks to hold 11 boxes vertically compared to the previous five; it also allows you to 'pick out any container from the stack, even the bottom-most one, without disturbing the rest of the stack,' explains Muallem. 'Once the system is in place at all the container yards, our stacking power will straightaway be doubled.'

Further ahead, Jebel Ali is also looking at hyperloop-enabled cargo delivery systems, for example from quayside to an inland container depot via undersea/underground tunnel; a hyperloop passenger transfer system between Dubai and Abu Dhabi has also been mooted. Bin Sulayem is chairman of Virgin Hyperloop One, where DP World is the largest investor. ●



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## Further evolution at Khalifa Port

**T**he Abu Dhabi Ports (ADP) vision for Khalifa Port to become a global maritime hub is taking shape, following the opening of the CSP (Cosco Shipping Ports) Abu Dhabi Terminal for trial operations in late April.

Two mega container vessels of over 14,000teu called at the terminal, built and operated by CSP, in its first month, benefiting from the Chinese company's global operations. The \$300m terminal has a design capacity of 2.5m teu, with 1,200mtr of quay and a water depth of 18mtr, allowing it to accommodate mega-vessels.

Khalifa Port's total handling capacity will increase to 9.1m teu over the next five years, from 5m teu today. In May 2018, ADP signed a deal to double the capacity of the port's second container terminal, Abu Dhabi Terminals, to 5.3m teu by 2020. As part of the agreement, the global shipping line MSC will establish its regional hub at the terminal and has committed to investing AED4bn (\$1.08bn) in infrastructure. Planned projects include doubling the number of ship-to-shore cranes and deepening the berths.

ADP is also working to turn Khalifa Port into the region's leading automotive shipping hub. Last year it signed a joint venture

agreement with Autoterminal Barcelona establishing Autoterminal Khalifa Port to manage the RoRo/car terminal at the port and expand its capacity to 300,000 m2.

Khalifa Port is set to feature the largest rail terminal in the UAE. The project to link all the UAE's major ports by rail is finally moving forward again after years of delays. In March, the first of four construction packages for the 605km second stage of the Etihad railway network was awarded to a joint venture of China State Construction Engineering Corp and South Korea's SK Engineering & Construction. The other packages are expected to be let in the coming months. ●

## Gender diversity to the fore

**The UAE is a strong supporter of diversity and inclusiveness, as evidenced by its hosting of the first meeting in the country of the Arab Women in Maritime Association (AWIMA) recently with the presence of female representatives from both government and private sectors.**

AWIMA was first set up in October 2017 under the patronage of the IMO, and Arab Academy for Science, Technology and Maritime Transport (AASTMT), and includes 11 Arab countries in all. Its president is Eng. Hessa Al Malek, executive director of Maritime Transport for the Federal Transport Authority – Land and Maritime (FTA).

The end-May meeting in the UAE was supported by the local arm of Women in International Shipping Association,



HE Eng Hessa Bint Ahmed Al Malek



Dr. Noura Al Dhaheri

WISTA-ARABIA UAE. It aimed to raise awareness about AWIMA and emphasize the importance of empowering women in the maritime sector, which is the theme of this year's IMO World Maritime Day.

'The maritime community shouldn't only believe that women are talented and they can accomplish tough jobs but they must be given leadership roles within the industry,' Al Malek said during the meeting. 'This can be achieved by equipping them with the right education,

training and skills in addition to empowering them within all the maritime professions.'

One prominent AWIMA member is Dr. Noura Al Dhaheri, ceo of Maqta Gateway, the developer and operator of Maqta Port Community System, a wholly owned subsidiary of Abu Dhabi Ports. Maqta PCS is one of the most advanced systems of its kind in the Middle East, facilitating more efficient movement of goods and personnel.

As a high-tech company Maqta Gateway also advances the interests of young people in the UAE, employing an exceptionally high proportion of the workforce that is under 30 years of age - one of the reasons Dr. Al Dhaheri was recognized as Young Person of the Year at this year's Seatrade Awards in London. ●



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# RAK Ports prospect for new business



**R**as Al Khaimah sits at the northernmost corner of the UAE and is fast becoming one of the country's leading business destinations.



Capt. Cliff Brand

"Thanks to the safe, secure and stable environment of Ras Al Khaimah, we have been successfully attracting investments from abroad," says Ramy Jallad, ceo of Ras Al Khaimah Economic Zone (RAKEZ).

The emirate's connectivity to fast-growing markets is well supported by major logistical hubs, including Ras Al Khaimah International Airport, multi-lane highways linking to neighbouring emirates, and five seaports along a 64km coastline. Chief among these is Saqr Port, which with a throughput of 60m tonnes lays claim to being one of the largest bulk handling ports in the MENA region.

Saqr Port has for decades been 'a major gateway for the supply of construction materials to the Middle East region' thanks to its location next to the quarrying industry in the Hajar Mountains, explains Capt. Cliff Brand, ceo of RAK Ports.

The loss of Qatar-bound cargoes in 2017 proved a blow to the port, Brand admits, but has been compensated for by the addition of new markets such as India, with other Far East opportunities now being explored.

Indeed, long-distance shipments are now more possible thanks to a AED500m

(\$137m) dredging project awarded to Van Oord, which has deepened parts of the inner harbour from 12.2mtr to 18mtr. This allowed the construction of two Capesize berth, which opened in October 2018 and March 2019 respectively, although the take-up by larger vessels has so far been slow.

Saqr is also home to a four-berth container terminal with 350,000teu capacity that re-opened under new management by Hutchison Ports at end-2017. Last year throughput was around 250,000teu.

'Ras Al Khaimah is basically an export market, unlike the other UAE markets which are import oriented,' says N Hariprasad, head of Commercial at Hutchison Ports RAK. 'Thus, 75% of our cargo is exported, a fact which benefits the European lines, since they can reposition containers more easily. Empties in Sharjah are being routed through RAK.'

Absence of tolls on the expressway to Dubai plus the lack of any time restrictions when trucks can use the route are other advantages, adds Aryavansh Shukla, assistant manager for Logistics Solutions.

Of the other ports, Ras Al Khaimah Port is located in the city centre, while Al Jeer Port is used for yachts and leisure craft. RAK Maritime City has been developed as a business and logistics hub for the industrial and manufacturing sectors. Al Jazeera Port is a shipyard, possessing a 2,500-tonne synchro-lift, which turns out offshore vessels. ●

## Sharjah Ports

**S**harjah is the third largest of the seven emirates within the UAE and home to three deepwater harbours – Port Khalid, Khor Fakkan and Hamriyah Free Zone, all overseen by the Sharjah Ports Authority. The emirate is unique in having ports on both UAE coasts.

Khor Fakkan is one of the world's leading transshipment ports with the only fully fledged container terminal that lies outside the Strait of Hormuz. Operated by Gulftainer, Khorfakkan Container Terminal (KCT) regularly wins plaudits for its productivity levels.

Privately owned, independent port management and 3PL logistics company Gulftainer is based in the UAE and over the past 40 years has grown to manage an impressive network of ports stretching right across the Middle East. It was initially set up to run Sharjah Container Terminal (SCT) at Port Khalid, located in the city of Sharjah itself on the country's western coast inside the Gulf, which now focuses on import and export cargo.

SCT works in close cooperation with nearby Hamriyah Free Zone and the Gulftainer-managed Sharjah Inland Container Depot, as does KCT.

In March this year Gulftainer launched its S.P.O.T. (Sharjah Port of Trade) scheme promising rapid sea cargo clearance and streamlined connectivity between Sharjah and Dubai.

The Galex Service (GLX) run jointly by Emirates Shipping Line (ESL) and Korean Marine Transportation Company (KMTC) has been the first take advantage of S.P.O.T. to link the rapidly growing markets in North/South Asia, India and the Middle East with weekly sailing and competitive transit times. GLX became the first service to call KCT and benefit from the new sea cargo clearance offering in late March, completing its port call in a record 3.4 hours. ●

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# Drydocks World adapts to high-tech future

**Capt. Rado Antolovic, ceo and md of DP World's Maritime Services Division, outlines some of the technical advances and sustainable projects underway at Drydocks World Dubai.**

**L**ast year saw successful progress for Drydocks World, with the yard integrating into DP World's Maritime Services Division. A 25-year master plan was developed, that will implement improvements to our facilities and services offered. As the maritime and energy markets evolve, our yard must also adjust to match the pace of change in industry demands.

Our approach centres around innovation, capitalising on new technologies and pursuing environmentally sustainable projects like HVDC technology, as well as offering in-demand services such as Ballast Water Management Systems and scrubbers. Robotic hull-blasting and painting machines are being introduced to improve quality, productivity and reduce environmental impact, along with automatic welding processes and new cranes. Our IT systems are being updated to enhance our operations and enable clients to track project progress in the yard.

New technological advancements have provided so much opportunity to innovate, while keeping environmental sustainability at the forefront, and we intend to create maritime solutions customized to fit industry needs.

## Marine and leisure market

Drydocks World has expanded into the cruise, yacht and leisure boat sector offering complete services to vessels of all sizes. In 2018 we completed repair and refurbishment work on cruise ship AIDastella and converted the Queen Elizabeth 2 into a floating luxury hotel stationed in Port Rashid. Drydocks World is strategically located adjacent to the



*Capt. Rado Antolovic*

Dubai Cruise Terminal, with facilities and expertise to handle fast delivery of large-scale projects, making the yard a convenient option for cruise requirements.

The in-house multi-skilled workforce of 8,000 have also repaired and maintained more than 800 yachts and boats since 2005, including the three largest yachts in the world. This year we introduced a new Sealift facility that can lift, scrape and re-launch boats in under two hours for fast delivery.

Our yacht repair and services section is equipped to handle all types of luxury yachts and recreational boats, combining specialized services with competitive pricing. The leisure vessel market and marine tourism are expected to expand as a result of increasing demand and new coastline developments in Dubai, which will generate significant growth for our business.

## Offshore work

A big achievement for our yard was completing the BorWin Gamma High Voltage Direct Current (HVDC) platform topside for Petrofac, Siemens & Tennet.

This advanced renewable wind power technology can provide enough electricity for 1m households, transmitting approximately 900 megawatts of electricity from offshore wind farms in the North Sea to mainland Germany.

BorWin Gamma took over 13.5m man-hours to construct, and in the final stages of the project Drydocks World set a record for completing the heaviest load-out in the UAE on the 21,000 tonne structure.

The energy industry has entered into a new era where there is vested interest from governments and society at large in sustainability. We are very proud that BorWin Gamma holds the stamp of 'made in Dubai', and it confirms Drydocks World's position as a specialist in constructing large-scale innovative offshore projects.

## Future outlook

Drydocks World benefits from being strategically located in Dubai, a city that is a hub for innovative development and a vital trade link between east and west. We are taking the right steps to expand and remain competitive, keeping innovation at the heart of everything we do. Our yard began with an idea combined with determination, and our past shows that we have adapted to what each new decade has required.

How we preserve our environment while simultaneously meeting the world's energy and shipping requirements will be a central question throughout the decades to come. At Drydocks World we plan to be a multifunctional yard that provides customized maritime solutions for a technology driven future.' ●



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# Albwardy Damen aims to excel for smaller vessels

**F**rom humble beginnings, the four decades old Albwardy Damen - a joint venture between two family-owned companies, Albwardy Investment of Dubai and the Damen Shipyards Group of Holland - has grown into a reputed shipyard. Today it employs around 1,100 people of 26 different nationalities in its three UAE locations, in Dubai, Sharjah and Fujairah.

The company offers diverse services, include newbuilding of steel and aluminum vessels, and repair and servicing of marine as well as oil & gas assets. It also offers offshore and afloat repair services to clients worldwide, while its diving division provides services out of Fujairah, including underwater hull cleaning.

Marine offshore market conditions remain tough but the yard's 2018 performance was saved by two big conversion projects, including that of platform supply vessel Normand Tonjer into a seismic vessel.

The conversion took 10 weeks from start to finish and included 'the production of a 600tonne module, outfitted with office spaces and workshops, as well as a temperature-controlled deck for the seismic equipment,' says the company's sales and marketing director, Willem

Moelker. 'With newbuilding and repair divisions on one site, our Sharjah site is very suitable for projects like this.'

The other successful conversion involved installing spuds, excavators, crane, hydraulic systems, mooring system, ballast and fuel cargo system and containerised accommodation aboard a flat top barge that arrived aboard a container vessel.

Moelker feels that there is still massive oversupply of ships in offshore marine, and that idle vessels have a large impact on the shiprepair market, but that the company has found a way to make things work in this kind of climate.

'With all trades in-house, including engineering, we can scale up or down very swiftly,' he says. 'If clients make a snap decision, we can support them with a snap repair or conversion. This sort of thing has become a unique selling proposition for us.'

Originally based in Dubai Creek, the company moved to Dubai Maritime City, opening a new workshop and office there



Willem Moelker

in 2014, in order to be closer to its DMC-based customers. 'It is slightly smaller than our Dubai Creek place,' says Moelker, 'but it offers the same high-quality office environment and level of efficiency as our Sharjah yard.'

Building the yard from scratch means it now has the latest technology. It has become the base of Albwardy Damen's newbuilding and repairs department and includes an in-house engineering team.

'Sharjah is now our biggest operation, is very efficient and is situated in a customer-friendly port,' says Moelker. 'We have docked and repaired over 1,000 vessels since its opening in 2014. We have a vision to become the best and most efficient shipyard in the Middle East for vessels of up to 120 meters.'

Moelker does not see the difficult market conditions changing much in the ongoing year or the next. He feels that recovery, especially for newbuildings relating to oil & gas, may only come after 2021, although some large Middle East shipowners are starting to report early signs of recovery – which is encouraging.

Recovery will have to go hand-in-hand with consolidation and scrapping, because, frankly, there is no business case to re-commission idle vessels over 10 years old in this market,' he says. 'Recovery will be driven by people who can offer more efficient solutions, modern, well-maintained vessels and a good crew.' ●





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## Everything shipshape at NICO International

**NICO International has evolved considerably since its establishment in Dubai in 1973, to service marine traffic generated by the region's oil and construction boom, relates gm Pilakkal Thamban.**



Pilakkal Thamban

Today it has strategic bases in Dubai, Fujairah and Abu Dhabi, and is able to provide a complete range of marine and industrial repair services throughout the UAE and the Middle East. Primary areas of expertise are alongside, afloat and passage repairs, but it also drydocks vessels from its Abu Dhabi and Fujairah facilities.

'We operate 24/7 all through the year and pride ourselves in the rapid response we are able to provide to our clients,' continues Thamban, who assumed his present position in May. The company lives

up to its 'Nico Total Solutions' branding by offering a wide range of expertise in repair, maintenance, refurbishment, plant shutdown, fabrication, newbuilding and engineering solutions.

Last year sales reached a new record high, 5% up on 2017, while the bottom line improved by an impressive 25%. 'We were selective in accepting jobs,' the gm explains, 'and ensured that we were most available to the good customers who appreciated our quality and service.'

That successful trend has continued into the first half of 2019, when NICO has also been carrying out 'comprehensive training of all personnel in safety procedures and running internal and external audits.'

'Diversification of the core skillset' has been most notable accomplishment in the last few

years, believes Thamban, and this should serve the company well in coming years as it continues to expand over from maritime to the oil & gas sector.

'NICO International wishes to continue to develop more long-term agreements and contracts with major vessel companies for general ship repairs and drydocking,' he concludes, 'and to continue progress in forming strategic alliances with original equipment manufacturers (OEMs), customers and suppliers alike.' ●



## Inter Ocean Ship Repair provides full service

**Ved Sharan Chhabra is the veteran 84-year-old chairman of the Inter Ocean group of companies headquartered in Dubai Maritime City.**

A former marine engineer turned entrepreneur, he set up a niche shipbuilding and shiprepair business back in the 1960s and claims the distinction of having built and exported the first known sea-going vessel from India, in 1976.

A stint as chairman of the Shipbuilding division of India's Engineering Export Promotion Council followed, after which he carried out some repair jobs in Dubai in the 1970s and '80s, finally establishing Inter Ocean in 1991.

After first-hand experience of India's bureaucracy and 'archaic labour laws', Chhabra describes operating in the UAE as 'mercifully... a win-win situation for both employer and employees.'

Besides its base in Dubai, Inter Ocean today has presences in Mumbai (Bombay

Marine Engineering Works), Fujairah (International Ship Repairs) and Ras Al Khaimah (EPC Emirates RAK). The Fujairah and RAK outfits mainly repair oil & gas sector assets and carry out industrial structural works, while the main facility in Dubai handles all aspects of shiprepair, including ship's equipment, systems, hull and deck machinery and fittings, safety equipment, electrical and electronics, drydocking and surface coatings.

'Shiprepair has been our core activity over the years, and we have become specialists for larger quantity of steel renewal, under approved classification societies,' says Chhabra. 'Our marine repair unit is engaged in a comprehensive range of marine activities in the UAE, with drydocking facilities available in Dubai Maritime City and Jadaf.'

'We continuously take on a sizable number of main and auxiliary propulsion, machinery repair work and all typical drydock work. We have proven capability in undertaking steel and pipe renewal,



Ved S. Chhabra

hull treatment, machinery, reconditioning work and electrical jobs.'

Inter Ocean also undertakes rig refurbishments and conversions, and has successfully completed numerous projects, 'saving costs and time for our clients,' says Chhabra. It has facilities and deepwater berths to suit all sizes of platform.

With such diverse achievements to his name, it's little wonder that Chhabra has won a hatful of prestigious awards, including being named Top Indian Business Leader in the Arab World by Forbes Middle East four times in the last five years. ●

# DNV GL introduces more efficient surveys

**D**NV GL classes a fleet of some 11,633 vessels of 279.9m gt and while newbuilding orders remain low, the implementation of a slew of new IMO regulations (mainly ballast water treatment systems and scrubber installations) will keep both shipyards and class societies busy during 2019.



Pawan Sahni

That's the belief of Pawan Sahni, manager - business development Middle East for DNV GL Maritime. 'The retrofitting work will be extensive, and we will have a busy year ahead,' he says. 'There has been strong activity in the s&p market. But newbuilding opportunities were limited in the Middle

East, with even traditional companies going in for second-hand tonnage. Despite that, we won a few contracts.'

Digitalisation has been a key focus this year for DNV GL, which has rolled out a number of initiatives including remote surveys, which save companies time and money since no onboard survey attendance is required. 'Innovative survey technologies bring the item to the surveyor, making surveys safer and more efficient, and also speeding up response time,' says Sahni. 'The surveys are less intrusive, and verification can be done at any time without disturbing port operations when the ship's crew is busy with cargo operations.'

Another service being rolled out across the Middle East, through the company's

UAE hub, is Smart Survey Booking (SSB), an enhanced, digitised survey booking process designed to help customers manage survey attendance more efficiently in terms of time, scope and cost.

'This tool allows transparency, and the cost benefits of doing surveys at a particular location are visible to the shipowner,' Sahni says. 'The tool is available on our portal on the Veracity platform, through which our customers access information about their vessels.'

The offshore market is also picking up thanks to 'positive market sentiment and higher oil price,' he concludes, meaning vessels that have been in lay-up 'are being activated, which is clearly good for all concerned, including class societies with a strong offshore book like DNV GL.' ●

# Tasneef looks at measured international expansion

**L**unched in December 2012, the classification society of the Emirates, Tasneef, has already garnered recognition from seven flags in the GCC and beyond - UAE, Morocco, Lebanon, Bahrain, Oman, Panama and Jordan - and has applied for the same from Saudi Arabia and Kuwait

'We were created to ensure a safe sailing environment, provide protection to the UAE marine environment, and dominate the Arab classification market,' says Eng. Saeed Salem Al Maskari, ceo of Tasneef, which is chaired by Sheikh Saeed bin Hamdan Al Nahyan of the ruling family of Abu Dhabi.

The society classes mainly local vessels, including nearly 600 non-conventional ships which operate within the UAE, and 105 vessels at the international level. Its revenues have grown by about 30% pa over the past four years, and it works closely with the FTA.

'We have cooperation agreements with major class societies like ABS, LR and Indian Register of Shipping on a case-to-

case basis for certain ships; and we want to work hand-in-hand with all class societies,' says Tasneef Maritime's gm, Eng. Waleed Al Tamimi.

Al Maskari adds, 'We are also looking to enroll navies and coast guards, and it is our target to have at least 50% international members within the next five to ten years. Our long-term strategy is to become a member of the International Association of Classification Societies (IACS) by the year 2030.'

The group has three subsidiaries – Tasneef Maritime, Tasneef RINA Business Assurance (a jv with 160-year-old RINA of Italy) and Tasneef Asset Integrity – all set up in 2016.



Saeed Salem Al Maskari (right) and Waleed Al Tamimi

'Tasneef RINA was set up with the intention of penetrating all markets, not just maritime, which constitutes merely 20% of its portfolio,' points out Al Maskari.

'Our long-term ambition is to open offices all over the world, but we have determined that it is unwise to go international at full speed, and better to be measured in our approach,' he adds. 'You could say we are slowing down internationally but speeding up locally.' ●

# EMAC spreads the word about dispute resolution



'All of these provide value to the maritime community and help individuals understand that EMAC is a viable service provider,' adds Bin Bashir.

EMAC has also attended more than 200 industry events to promote its dispute resolution services, with half of those in the UAE, 35% in the wider Arab region and international events accounting for 14%. Most recently, in June, EMAC was present at Nor-Shipping in Oslo, Norway.

'We are a team that wants the whole world to know who we are and what we do,' says Bin Bashir.

EMAC is a lean outfit and its driving energy comes from its four-person secretariat, who all pitch in together. 'Keeping costs down is a priority for this non-profit entity, which means that the entire team needs to be aligned and engaged in all marketing, business development and administration,' says Bin Bashir. 'This teamwork and consolidated commitment ensure that EMAC is making strides towards achieving its goals.'

Beyond its operational staff, EMAC has built up a strong pool of arbitrators and mediators by reaching out to the region's legal community. Its membership comprises 51 arbitrators, 23 mediators and 24 experts ●.

**E**mirates Maritime Arbitration Centre's (EMAC) marketing and awareness campaigns are bearing fruit as it moves into its third year of operation. The Dubai-based centre, which provides alternative dispute resolution services for the maritime, offshore energy and logistics industries, says many local and international companies are now writing an EMAC clause into their contractual agreements.

EMAC also has its first case under its belt, having received its first referral, valued at about AED45m (\$12.25m), 18 months into its operations. More referrals are now expected to follow.

'In our third year of operations, it is likely that the centre will receive more referrals,' says Majid Obaid Bin Bashir, acting chairman and secretary general, EMAC. 'However, this does not mean that the centre will slow down its marketing campaign. As part of the Dubai Maritime Cluster, the team will continue to speak to industry stakeholders to let them know about the availability of an arbitration centre that understands their business, speaks the language and is conveniently located in the Dubai International Financial Centre.'

Within its outreach efforts in the UAE, EMAC has been hosting a series of breakfast seminars with a total of 22 held to date. The seminars explore topics of a dispute nature and are led by sector experts.

'Initially, the target of each seminar was 25 participants,' explains Bin Bashir. '[But our] breakfast series has gained popularity where the room almost always sees in excess of 70 participants. Understanding the types of contracts as well as how to approach alternative dispute resolution effectively is the main purpose of these presentations. It's a platform that brings legal and commercial professionals together, to discuss the same concerns and to find solutions to key issues.'

The topics are chosen based on feedback from seminar participants and have included bunker contamination, the UAE's draft maritime law, ship finance and digital disruption. Future seminars will address marine insurance management and arbitration award enforcement in the UAE onshore courts.



Majid Obaid Bin Bashir



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## Lloyd's Register expands further in region

Classification society Lloyd's Register (LR) has gained considerable specialist capability worldwide, following the acquisition of Nettitude, an award-winning provider of cyber security, compliance, infrastructure and managed security services, in early 2018.

'Organisations the world over were seriously troubled by a number of high-profile, and increasingly sophisticated cyber attacks,' says Capt. Tony Field, LR's vp – Middle East and Africa, Marine and Offshore (M&O). The number of security breaches had been increasing steadily year-on-year, and nearly nine out of ten firms have reported at least one cyber incident by the first quarter of 2018.'

LR's acquisition of Nettitude, which employs 140 cyber security specialists globally, strengthened its existing broad portfolio of cyber security services spanning certification, compliance, training, auditing and security consulting, and now includes penetration testing, information security consulting, managed security services and incident response. It follows a number of

other LR acquisitions in recent years such as Senergy, RTAMO, SEASAFE and Acoura.

It has been a prolonged difficult period for the shipping industry, but there are signs now that the Middle East market is improving. 'We are seeing cautious optimism all around and, hopefully, some sustainable growth,' says Capt. Field, although for the moment this is 'restricted to the Shipping sector, with Offshore like to follow,' he adds.

The company has representation in every main country in the Middle East and an expanding presence in Africa.

'I would not say there is increased competition from the other classification societies,' comments Richard De Vries, business development manager – Middle East and Africa, (M&O). 'It is only as keen as it always was, with all the other class societies' people doing the rounds of the same clients.'

On the newbuilding front, LR has been able to secure all six medium-range (MR) tankers



Capt. Tony Field (left) and Richard De Vries

that are being built for E-Ships of the Tristar group by South Korea's Hyundai Mipo, as well as two VLCCS being built for Oman Shipping by DSME.

'We are more than just a class society - we help clients manage their risk,' says Field. 'That is one of our primary responsibilities. If clients are given the right information, they will usually make the right decision.'

LR also has two global technology centres, located in Southampton and Singapore, which work in partnership with the M&O and oil & gas industries for the advancement of technical innovation and safety, and to support economic growth ●

## BV to oversee French pavilion at Expo 2020 Dubai

Established in the Middle East in the early 1970s and in UAE the following decade, Bureau Veritas says it provides diversified solutions and creates added value through assistance at all stages of oil & gas projects, from conceptual design through to maintenance and operation.

The Group offers an extensive range of technical services and advice in the fields of certification, conformity, assessment, consulting and training.

BV is also sponsoring France's Pavilion at Expo 2020 Dubai, which will run from 20 October 2020 to 10 April 2021.

It is providing French exhibition committee COFREX with specialist construction teams based in Dubai and will carry out all the technical work required to ensure the French Pavilion

complies with best professional practices and all applicable regulations throughout the lifecycle of the pavilion, from the design review stage to overseeing construction and right through to dismantling the building.

Expo 2020 Dubai is to focus on the theme "Connecting Minds, Creating the Future" and will be the first World Expo to be held in the Middle East.

'We are proud to be involved in getting this major event off the ground,' says BV Group ceo Didier Michaud-Daniel. 'Its themes are perfectly in step with our company vision. Anticipating technical and social challenges, such as mobility and sustainability, and innovating to help our customers meet these challenges is an integral part of our strategy. This is also an opportunity for us to strengthen our influence in the region.' ●



# Q & A

## An interview with ABS regional vp, Middle East & Africa, **Darren Leskoski**

### **Q: How strong an involvement does ABS have in the UAE?**

A: ABS is the leading class society in the offshore sector and among the top providing classification services to commercial marine clients in the Middle East and Africa region. We fall in the top positions from both a gross tonnage and vessel numbers perspective and are fortunate to class many higher specification assets in the region.

In the UAE ABS has significant tanker market share and an emphatic presence in offshore exploration and support market sectors in UAE, where our efforts continue to better meet client needs.

We also have dual-classed a self-elevating drilling unit Albzoom as part of our ongoing cooperation with local classification society Tasneef. The unit is owned and operated by Adnoc Drilling, UAE's National Drilling Company.

Middle East headcount is approximately 90 with over 40 in the UAE. We have offices in Dubai and Abu Dhabi with surveyors also stationed in Fujairah and Hamriyah.

### **Q: What impact are you expecting the UAE's proposed new maritime law to have on the business of classification here?**

A: We believe that as the Federal Transport Authority continues to evolve towards a premier international registry, classification societies will play a crucial role in working with the registry to bring continued improvement and awareness of how we collectively enforce

compliance and the values of our mission to promote security of life, property, and the natural environment.

We understand the new maritime law is in draft form currently and will be released to stakeholders after review by FTA and other authorities. Based on some of the industry discussions so far it could be a game changer, making the UAE a higher profile international registry.

In that context, obviously classification businesses will also benefit. The proposed amendments as we understand them are all substantial and important, however, the amendment of particular interest relates to permitting full non-UAE vessel ownership and the authorization to establish an open vessel registry.

### **Q: You launched a cyber risk methodology earlier this year. What activities are you planning in the UAE to raise awareness of this product?**

A: ABS' unique ABS FCI Cyber Risk model is receiving very good feedback from local owners and operators and recently won the Cyber Security Award at the annual Seatrade Awards in London.

Earlier this year ABS held a seminar in Dubai on technology trends with presentations to local owners from ABS Advanced Solutions. In addition, client visits have helped to spread the awareness among owners that a practical solution to managing cyber risk is available.

The FCI Cyber Risk model focuses on the calculation of operational technology (OT) cyber risks in a fleet, using an



equation comprised of observable and countable terms. It views IT risk by determining the specific contributions to cyber safety of 'functions', 'connections' and 'identities' (FCI), presenting the concept in terms that are comprehensive but simple to understand.

### **Q: Do you believe shipping companies in the UAE are ready for IMO 2020? Is there sufficient awareness here of environmental compliance issues?**

A: All the clients we have spoken to recently are well advanced in the planning and preparation for compliance with the IMO2020 regulations including a Ship Implementation Plan. While the majority of clients we have spoken to have taken a conscious decision to go with the option of using compliant fuel, some have decided to go with scrubber installation based on their ROI calculations and other considerations.

The ABS publication "Practical Considerations for the Transition to 2020 Compliant Fuel" has immensely helped our clients in the region. The publication effectively details the list of items to consider when transitioning from high sulfur to compliant fuel oil and has been well received by our clients.

That being said, we expect that vessel operators may be challenged when it comes to phasing in the new compliant fuel options, these include issues around compatibility, stability and full compliance with the ISO 8712 standard. These remain valid concerns for which ABS will continue to provide client support. ●

## Saifee Ship offers quality spare parts and chandlery service

**O**ur quality service is based on our founding principle of providing shipowners with cost-effective supply solutions,' says Saifee Ship Spare Parts & Chandlers' sales & marketing director Idris Shahpurwalla.

'We started small, as a local marine equipment and hardware supplier, but have established ourselves over the years as one of the most reliable partners to ships and the offshore industry.'

Established in the UAE in 1971, Saifee has moved on greatly from the days of the old-fashioned 'traditional' type ship chandlery. The company lays great emphasis on providing the cost and quality structures that modern shipowners and ship operators require, through decades of chandlery experience, aligned with its customer-focused service ethic.

'We are today the UAE's leading stock holder of marine stores and equipment, being able to supply vessels with engine, deck, electrical and cabin stores from our centrally located warehouse,' says Shahpurwalla. 'Currently, our computer-maintained inventory level exceeds 40,000 line items, ranging from nails to mooring wires, cable to anchors. Our stock is greatly beneficial to our clients, both in terms of time and money.'

Provision, bond and private stores are available to all of Saifee's customers,

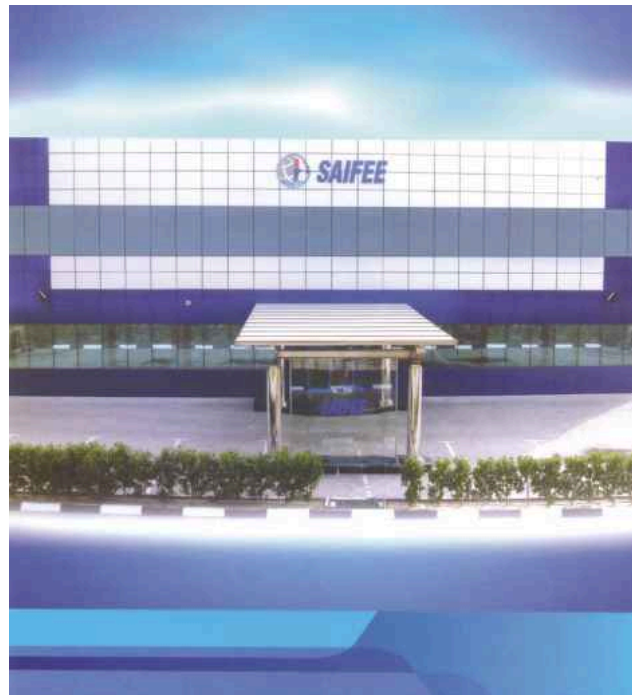
while its fleet of reefer vehicles and specially built insulated delivery containers ensures that the quality of their victuals is maintained at all points of the delivery process.

'We have been certified as an ISO 9001:2008 and OHSAS 18001:2007 approved company,' says Shahpurwalla. 'We are now the chosen contractors for many leading fleet owners around the world. Services are available on a 24-hour basis, 365 days per year, with deliveries being made by our own fleet of vehicles.'

Saifee has managed to attract a number of supply contracts from all over the globe. Some are 'sole supplier' contracts with the largest private fleets today.

The company is able to make deliveries to all ports and offshore locations in the UAE, including Dubai, Mina Saqr, Fujairah and Khor Fakkan. It is also able to offer deliveries on a worldwide basis, at highly competitive rates.

We specialise in newbuild deliveries to Korea, China and Japan, and experience



enables us to compete favourably with Europe and the Far East, both in terms of quality and price,' says Shahpurwalla.

The company's head office and state-of-the-art logistics centre is located at Dubai Investment Park. It includes a custom-built warehouse measuring 350,000 sq ft, with a cold storage facility and temperature-controlled dry food area. The complete facility has CCTV security and is monitored 24 hours by a third-party contracted security company. ●

## GAC plays key supporting role

**G**AC played a vital role in ensuring the success of the Special Olympics World Games Abu Dhabi 2019, the largest sports and humanitarian event in the world this year.

'Abu Dhabi was the first city in the Middle East to host a World Games and welcomed over 7,000 athletes and 3,000 coaches from 195 nations – all of whom needed equipment and infrastructure from around the world,' says GAC Dubai md Ronald Lichtenecker.

'GAC Abu Dhabi was appointed to help ensure everything was where it should be, when it was needed.'

GAC's global Logistics operations provide an array of general and specialist logistics services to diverse markets from fast-moving consumer goods to oil & gas, while its Shipping division is one of the world's leading providers of ship agency, husbandry and related services to ships and their owners and operators.

GAC's Marine activities out of the UAE centre around its fleet of supply craft and barges that provides support for offshore exploration, construction and production, including heavy lift cargo transportation and towage across the region.

GAC Dubai is also environmentally minded and is installing over 15,000

high-efficiency solar panels of 3.4MW capacity to generate electricity for two of its facilities at GAC Logistics Park in the Jebel

Ali Free Zone, plus looking at the possibility of installing solar panels at its other warehouses in Jebel Ali.

With such experience, it is promoting itself as the ideal logistics and breakbulk shipping partner for other large-scale solar conversion projects. ●



Ronald Lichtenecker



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# Middle East Fuji racks up double-digit growth

**M**iddle East Fuji celebrated its 25-year presence in the UAE this year with special celebrations attended by guest of honour Yu Fukada, president of Fuji Trading Co, Japan. The event coincided with the company moving its head office to a new building, closer to strategic Sheikh Zayed Road connecting Dubai with Abu Dhabi.

The multi-faceted, multi-division organisation is now in the process of doubling its warehousing and logistics capacity by addition of an extra floor in its logistics facility, located in the same premises as the new hq building, which is expected to be completed by 2020.

Meanwhile, the company has plenty of reasons to celebrate, with continued double-digit growth in sales revenue for the third year running in 2018.

'The prospects for 2019 appear equally rosy,' says Middle East Fuji's md Ryusaku Hayashi. 'Our Marine Supplies division has fared the best, but our Industrial Division has also done very well. We have also



grown in the Marine Engineering field.'

With the ship's supply business also showing spectacular growth, it had been in the fitness of things that the company's president and chairman, Saeed Al Malik (pictured), had been, in 2018, appointed president of the International Ship Suppliers Association, becoming the first Arab to be elected to the post.



Saeed Malik

In addition to established offices in Dubai, Abu Dhabi, Sharjah (Khor Fakkan), Fujairah and Doha (Ras Laffan), the company's more recent offices in Oman (Muscat, Salalah

and Duqm) have grown strongly. It also is in the process of opening up in Dammam, Saudi Arabia, initially to focus on offshore and industrial services, and subsequently to provide marine services. An MoU has also been signed for a ship agency and ship chandling joint venture in Kuwait.

'We are also moving into a totally different field – opening 100% gluten-free restaurants, and coming out with a subsidiary that will sell only healthy foods,' says Hayashi. 'Our premium Kobe beef is doing very well, as is our perfume range, to which we have added a few items in 2018.'

'And for 2019,' he concludes, 'we are still targeting double-digit growth, for what could be a fourth year in a row.' ●

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**BUREAU VERITAS**

## Local fleet on the rise



**A**bu Dhabi National Oil company subsidiary ADNOC Logistics & Services (ADNOC L&S) has revealed plans over the next five years to add 25 vessels - including its first crude oil tankers - to its current fleet of 123 vessels.

The company was formed in 2016 from the merger of three ADNOC subsidiaries - ADNATCO, IRSHAD and ESNAAD - responsible for shipping, marine services, offshore logistics and onshore services, and has grown strongly since.

The latest fleet expansion entails adding crude carriers and expanding its gas and dry bulk fleet, thereby allowing ADNOC to sell more of its commodities on a delivered basis. Current vessels include LNG carriers, refined product and chemical tankers, dry bulk vessels and container ships, some chartered.

In February, ADNOC L&S signed an MoU with China's Wanhua Chemical Group to jointly develop an lpg (liquefied petroleum gas) shipping business, which would own and operate lpg tankers. The move followed Wanhua's signing of a 10-year purchase agreement with ADNOC for 1m tonnes a year of lpg.

In addition, the company has its sights set on developing an LNG bunkering business. In December, it signed a framework agreement with Japan's INPEX to form an LNG bunkering partnership that would operate in the UAE and possibly other regions such as Southeast Asia.

Meanwhile, Tristar Group is rapidly becoming one of the largest privately owned shipping groups in the region

following its takeover of E-Ships in 2016. Today it offers a full range of services to the oil and chemical industries with annual revenues in excess of \$350m and profits of close to \$100m.

The group took delivery of six newbuilt MR product tankers from Hyundai Mipo Shipyard three years ago and is now awaiting another six tankers from the same shipyard, to be delivered between June and December 2020. It also bought two lpg carriers last year, as well as a seven-year-old dry bulk carrier.

'Most of our customers are oil companies, with Shell being the largest,' says Eugene Mayne, Tristar's founder and group ceo. 'The bulk of our revenues - around 68% - comes from tankers, while gas carriers contribute 13% and bulk carriers 7%. We also have smaller vessels like tugs and barges for coastal operations.'

Privately owned Dubai Navigation Corp (DNC) was set up two years ago to invest in dry bulk, tanker and container assets at historically low levels, combining a 'low-risk asset approach' with short- and long-term chartering of vessels, says ceo and cco Lars Juul Jorgensen.

To date DNC has focused on the panamax/handy bulk carrier and container feeder segments, and recently entered tankers with an Aframax and a LR-2. It currently operates eight vessels. The commercial management and operations of all these vessels are performed in-house in the company's Dubai headquarters, while technical and crew management are provided by third-party partners in Hong Kong and India. ●

## Finance needed

**L**ocal ship finance opportunities are still relatively lacking in the UAE, a situation that the country's shipowners are keen to try and remedy.

'European banks from Norway and Sweden are interested in providing funds for ship acquisition, says Muhammad Tahir Lakhani, vice-chairman of the UAE Shipping Association (UAESA) and also president of Dubai Trading Agency.



Tahir Lakhani

'We want to create awareness of the great potential of the shipping business in the UAE and are looking to help these banks set up offices in the UAE to take advantage of the huge expansions in oil and gas business coming up in Abu Dhabi.'

Lakhani bemoans the fact that each of the UAE's seven emirates has its own rules and regulations, making it difficult for businesses to operate seamlessly throughout the country.

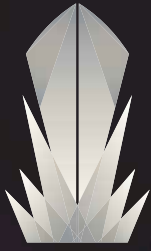
He also criticises the time taken and cost of obtaining crew visas in the UAE, which are often not transferrable between different emirates.

He also laments the additional 'hindrance' that local classification society Tasneef is not yet a member of IACS (the International Association of Classification Societies).

'But the UAESA will continue to highlight critical issues, bringing together private sector decision makers with government bodies so these issues are understood and resolved,' Lakhani concludes.

'We hope this will bring positive change, confidence and assist companies to focus successfully on growth and consolidation. ●'

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