

what's inside

STILL COMPETITIVE CEO'S MESSAGE



Andrew Dawes
Chief Executive Officer

Despite the exceptional circumstances the port has experienced lately, the talent at Port of Salalah has not and will not stop competing with other ports regionally and globally.

During my short stay here, I have already seen the great potential of our team and its assets. There is a wide range of development and investment opportunities in the future and I am excited to be a part of this world class team delivering on its promise of world class operations for our customers and playing our part in delivering the nation of Oman goals in the logistics sector.

As part of our recovery we are re-investing in port equipment, including new Truck Trailers, RTGs, general cargo equipment as well as state of the art ship loaders for bulk. It is also worth to mention the great improvement in the daily standard work we are doing as part of Hub Excellence Program which I encourage you all to keep challenging yourselves to master it.

We do however continue to have challenges ahead that we need to overcome if we are to achieve our goals. That will include: High costs, Equipment Reliability, Safety challenges, Culture change management and as a team we will need to pull together to beat competition both in the gulf and globally.

I am happy to take this opportunity to thank you for all the efforts and I urge you to continue devoting your dedication to your work, and to focus on the weaknesses we have to turn them into development opportunities. I am positive that together as a team we can achieve the desired targets.

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Editor's Note

It has been a long time since we published our quarterly newsletter Al Mina and as part of our new communication strategy we are re-launching it again.

We have developed a communication strategy, a social media policy and an internal brand identity called Mirsal. You will see more of this in the coming months as well as getting to know more of the Mirsal team.

As we continue to progress, we will be concentrating on strengthening these internal and external communications in parallel.

We hope that you will enjoy this new edition of Al Mina, please feel free to reach out to us for any suggestions or improvements in the future.

Mirsal@salalahport.com

**WIN A MOBILE PHONE
ENTER THE QUIZ AND WIN**

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AN INTERVIEW WITH

Ahmed Aubad Qatan,
GENERAL MANAGER M&R



ASPIRING AMBITION

Q. When did you join the PoS?

A. May 2016

Q. What did you do before joining PoS?

A. For 12 years I assumed the following positions:

- Lecturer: College of Engineering, Sultan Qaboos University.
- Researcher: Centre for Transpiration Research, University of Texas, Austin, USA.
- Teaching Assistant: University of Southampton, UK.
- Managing Director: Najed Al Aliya LCC, PDO Contractor.

Q. What made you decide to join the PoS family?

A. Knowing friends and classmates whom worked for PoS, I was always intrigued by the port industry. I had heard stories about the challenging yet rewarding work environment in the port. Also, I was aspiring to be part of a prestigious international institution which represents one of the main engines for the national economy. The work culture that APMT cultivated in PoS makes it possible to

have such international exposure in a local set-up.

Q. Is this the first time you have worked in the Port Industry?

A. Yes.

Q. What is the most interesting part of your job?

A. Knowing that what I do on a daily basis has an effect on international trade.

Q. What do you do for fun?

A. Hiking, camping, swimming and classic cars.

Q. What's your first impressions of PoS?

A. World-class work culture.

Q. If you have 2-pieces of mentoring advice to staff what would they be?

A. Learning never stops and there is always room for improvement. And thinking about the big picture always helps going through any difficulty, fixating on the problem doesn't solve it.

Meet the Mirsal Team

Our aim is to implement a disciplinary framework that distinguishes PoS from other companies. Meet our Mirsal team.



Our communication strategy and social media brand helps connect employees and departments. We have created a platform where our employees are engaged in creating a coherent image of PoS in which all platforms speak the same language, achieving one goal with our audience.

PORT ADDITIONS

Pilot boat NAJM-2 joins the PoS fleet

As part of its ongoing equipment augmentation plan to cater to the growing customer base, we have acquired and commissioned a state-of-the-art pilot boat Najm-2, which joined the existing pilot boat Najm-1 to assist in marine operations.



The pilot boats have been given the series name of Najm, which means “star” in Arabic drawing inspiration from the traditional use of stars for vessel navigation. Najm-2 is manufactured by Damen Shipyard in Antalya, Turkey. It’s a high speed vessel with state-of-the-art navigation systems fitted and special propeller tunnels to increase propulsion efficiency, reduce draft, vibration

and noise levels. Najm-2 became operational May 2018.

Najm-2 has been added to the fleet of existing boats in order to enable the increase of work flow and efficiency.

Mr Andrew Dawes CEO of Port of Salalah stated “The induction of this new state-of-the-art pilot boat coming shortly after the recent commissioning of the tug underlines our long term commitment to the business in Salalah. This equipment is part of the initial stages of the execution of the long term equipment renewal and deployment plan developed by PoS to proactively address the evolving changes in the shipping industry, customer and vessel profile.

These assets will not only help our workforce to continue to provide a customer centric operating environment in Salalah but also new business initiatives of the port like the recent ship-to-ship liquid transfer operations. We continue to engage with the government for its support in expanding the port and the facilities which will allow continued roll out of the equipment deployment plan”.

THE INCREDIBLES 2 ★★★★★☆

FAMILY MOVIE REVIEW



The highly anticipated sequel Incredibles 2 picks up immediately after the original, follow – Mr Incredible, Elastigirl, Violet, Dash and baby Jack-Jack – as they once again use their powers to rescue the people of their city.

14-years after the original, everyone’s favourite family of superheroes is back – but this time Helen is in the spotlight, leaving Bob at home with the kids to navigate the day-to-day heroics of normal life. It’s a tough transition for everyone, made tougher by the fact that the family is still unaware of baby Jack-Jack’s emerging superpowers. When a new villain hatches a brilliant and dangerous plot, the family and Frozone must find a way to work together again—which is easier said than done, even when they’re all Incredible. Great fun for all the family. **RATED PG**



**DRIVE
SAFELY**

Tips from HSSE

KHAREEF

Wet weather driving safety tips

Bad weather has been affecting many parts of Salalah and will require extra vigilance from motorists and a renewed commitment from all drivers to obey the rules of the road.

Now is not the time to take any chances with safety. Crashes in wet conditions are common, and we advise everyone to heed the call to drive safely. Switch on your headlights, maintain a good following distance from the car ahead of you, and don't speed. Most importantly, always wear your safety belt and ensure all children and passengers are also strapped in.

Some tips from the association to keep safe in wet conditions include:

- 01** Ensure your headlights and brake lights are working.
- 02** Switch on your headlights, especially when natural light is low. Remember this also alerts other drivers to your presence on the road.
- 03** Ensure your windscreen and wipers are in good condition.
- 04** Check that your tires are in good condition.
- 05** Don't speed and maintain a safe following distance.
- 06** Buckle up.
- 07** Don't cross low-lying bridges, even if you think your car can make it.
- 08** Slow down before entering standing water on the road as this may cause the car to "pull" to the side without warning and it may be deeper than it looks.
- 09** Avoid areas where there are known to be adverse conditions.
- 10** Adjust your speed for the condition of the road. Just because a road is marked at 120km, doesn't mean it is safe to travel at this speed in all conditions.
- 11** Concentrate on the road, not on anything else such as electronic devices.
- 12** If you are going to an area known to have bad weather and there is a possibility you may be stuck for extended periods, remember to take extra blankets, appropriate clothing and refreshments, and ensure your tank has enough fuel for the journey.
- 13** Keep your cellphone charged in case of an emergency.

QUIZ TIME!

Here is your chance to win a mobile phone.

Answer the following question:

Q. What is the name of the largest container vessel the port has ever handled and when?

Send your answers by email before September 30th, 2018 to:

Mirsal@salalahport.com



Oasis Club

A unique venue offering a place to relax and some of the best food and drink in town. Originally established for port workers, we have grown to become a favourite meeting place for local ex-pat families.

The Club also boasts a full size swimming pool, four-lane bowling alley, a tennis court, pool and snooker tables. We offer our guests a warm welcome, exemplary service and a casual relaxed atmosphere.

We're located at the hilltop overlooking the ocean within the vicinity of the Port.

Business hours

SUNDAY - THURSDAY

12noon - 3.00pm and 6.00pm - 11.30pm

FRIDAY-SATURDAY

12.00noon - 11.30pm

Call +968 2321 9248

www.oasisclubsalalah.com