

REACHING OUT

CEO'S MESSAGE

Now that I have joined PoS, I think it's good to introduce myself to all of you and tell you how excited I am to be working with you!



Mark Hardiman
Chief Executive Officer

Just to give you a little bit of my background – the last posting I had before moving to Salah was in Bahrain where I was the CEO of the Khalifa Bin Salman Port which is operated by APM Terminals. I spent 7 years in Bahrain, firstly as COO and then CEO. Prior to this I was posted in a number of different countries, namely the UAE, South Africa, Belgium, Egypt and Nigeria so as you can see I am no stranger to moving around a bit and I do have some experience working in the Middle East – 12 years in fact.

As a part of some of my earlier roles I had the privilege to travel to Salah a number of times and I can say that I enjoyed every single visit to your beautiful country. Just like the weather here I have always found the people to be extremely warm and welcoming. On some of those visits I also got to know some of the great people working at PoS a little bit so I am sure you can understand my enthusiasm when faced with the opportunity of working with you again - I had to grab it with both hands and here I am now.

I am sure you are wondering what to expect from me, so I will do my best to explain briefly. Firstly, I am extremely passionate about safety – this for me is above all else and a value not a priority. Priorities can change however values can't as easily. I believe that every single person who comes to work for us, be it an employee or other person should leave in the same condition they arrived in. We all have a responsibility to make sure that we do everything in our power to make that happen every single day. In my world financial return can never be used as an excuse to put people in harm's way.

I am also passionate about people and giving them the right environment to achieve their full potential in. My aim is to make PoS a place which not only gives our shareholders maximum value and return for their investment but also a place where people are proud to work and enjoy doing so. We need to remember to have a bit fun sometimes whilst celebrating successes and learning from failures. If we fail then we should do so quickly, get over it and improve ourselves from the lessons we take away from the experience. I believe in getting the best people possible into their positions and empowering them by providing them with the resources they need to perform at what they do.

Lastly – lets never forget our customers. In our industry we can sometimes forget about them and we should never ever do this as there are many others just waiting to take their business away which we cannot allow to happen. We need to ensure that we all develop a "customer centric" mindset by helping them to find solutions to their business challenges which starts by better understanding their needs. Thank you all for my warm welcome so far into the Salah team. Now let's make the next 20 years even more successful than the last 20!

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Editor's Note

We would like to welcome you to this edition of Al mina newsletter 2019.

In this issue we will let you know more about our newly joined CEO Mark Hardiman. We have added a new section highlighting our staff activities, this issue we introduce you to our Chess champions.

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



AN INTERVIEW WITH
Naji Nasib
 EXECUTION OPERATION MANAGER



Q. When did you join Port of Salalah?

A. In 1998.

Q. Describe your day job?

- active and effective
- accomplishment and goal attainment
- communication with customers
- organisation
- advance planning
- very busy

Q. What is on your wish list for your next five years here?

A. My first wish is to see the port among the top 10 ports in the world, my second wish is to witness the addition of two more berths to maximize the revenue of the governorate and the country and to create more jobs. My third wish is to see those in low-ranking jobs get the highest salary due to their achievements. My fourth wish is to increase investment in the free zone as it will have greater economic benefits and increase business in the port.

Q. What is your biggest achievement to date – personal or professional?

- I took part in setting several records, such as the best employee.
- my shift was the best for several years.
- I won the best handling in terms of crane-shift ratio.
- I was one of the employees handling the first ship at PoS Container Terminal.
- I was seconded to Aqaba Port, Jordan as a reward for being a remarkable employee.
- I trained the staff of Khalifa Port in Bahrain and worked at the port in its early stages.
- I took part in securing the equipment of the operations office during the Cyclone.
- I was one of the on-duty team throughout the cyclone. We saved people who got stuck.
- I participated in restoring operations after the cyclone.
- I participated in training and implementing the new N4-system.

Q. What three words would you use to describe your role?

- leader
- productive
- communicator

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

A. Ensure the implementation and fulfillment of the requirements of the customer in the agreed period and provide the best service we can.

Q. If you could choose anyone, who would you pick as your mentor?

A. I would choose my supervisor Mr. Ramis Kashoob as he was instrumental in the preparing and developing of Omani staff. The operations department set several world records under his management.

Q. What do you like most about your job?

- Follow the public safety guidelines and ensure that everyone is adhering to them at work
- teamwork
- breaking world records
- goal attainment
- Customers satisfaction and providing quality services that meet their expectations
- punctuality

Q. What advice would you give to recent new entrants?

- Don't prejudge your new work place.
- Learn fast.
- Punctuality.
- Learn from positives and ignore negatives.
- Be patient.
- Make use of your free time to learn.

Q. What do you do after work?

- I spend some time with my family
- I read
- I exercise some time
- I meet friends

QUIZ TIME!

Here is your chance to win a mobile phone.

Answer the following question:

Q. What month and year was Port of Salalah opened?

Send your answers by email before

May 31st, 2019 to:

Mirsal@salalahport.com

Congratulations to the September 2018 Newsletter Quiz Winner, Mohammed Ali Al Turk # 1401. Correct Answer – The MSC Eloane with a capacity of 19,462 containers in 2016.

Oasis Club

A unique venue offering a place to relax and some of the best food and drink in town. 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

PORT ADDITIONS 4 NEW RTG's

As a major regional gateway port and transshipment hub on the Arabian Sea, Port of Salalah has added four new rubber tire gantry cranes (RTGs) to expand its operations. Complementing the addition of 33-trucks for yard operations, helping us to stay ahead of the operational needs of our customers.

The RTGs incorporate a number of features designed to be safer, more environmentally-friendly and reduce equipment down time. This procurement is part of the many ongoing initiatives under the terminal asset improvement program which also saw the port recently adding 33-new tractor trailers to its fleet.

Adding these new RTGs is part of our ongoing fleet management program to ensure that we have the best operational fleet of equipment and capacity to serve the evolving needs of our customers. These new machines demonstrate our commitment to safety, operational leadership and to run an environmentally conscious business that reduces our carbon footprint. We are dedicated to the Government of Oman's success and to deploy the best resources to ensure that Salalah continues to be a catalyst for growth, development and economic prosperity for Oman.



STAFF NEWS

Oman National Team Championship – Final ranking after 9 rounds.

As part of the Port's effort to support its employees in several aspects, four PoS's employees took part in the final qualifiers to choose Oman's chess team in Muscat, (please see pictures below): Salim bin Saed al Kathiri - Projects Department, Hamid Musallam Hardan - Planning Department, Ali bin Mjoadih Bait Saed - Safety and Security Department, Salim bin Ahmed Bait Saed - CFS. Between 2 and 9 February, 2019. Over 70 players from all over the Sultanate took part. Salim bin Saed al Kathiri, the international player and FIDE Candidate Master, came 6th among the top 10 national players for the second time in a row.



Rk.	SNo		Name	FED	Rtg	Pts.	TB1	TB2	TB3
1	1	FM	Salim Mohammed Salim Al Amri	OMA	1978	7.5	0	55	51
2	2	CM	Salim Issa Ali Shamas	OMA	1881	7	0	52	48
3	23		Al Kathiri Hassan	OMA	1557	7	0	49	45
4	14		Al Amari Mohammed	OMA	1655	7	0	45	43
5	10		Al Saidi Mohammed Khalfan	OMA	1701	6.5	1	49	45
6	5	CM	Al Kathiri Salim Said	OMA	1759	6.5	0	45	42
7	12		Al Amri Mahad	OMA	1663	6	0	50	46
8	18		Al Jahwari Adnan Mohammed	OMA	1608	6	0	42	40
9	20		Al Jabri Rashid	OMA	1594	5.5	0	49	46
10	28		Al Kharusi Mohammed	OMA	1423	5.5	0	44	42



Tips from HSSE

ELECTRICAL SAFETY AT HOME

Most electrical accidents can be grouped into four categories: electrical fires; contacting power lines; contacting energized water and other conductors; and improperly installing, using, or repairing household electrical products.

Electrical fires from faulty wiring

Old and faulty electric systems are one of the most common leading causes of home fires. Flames and smoke, are the second leading cause of accidental death in the home.

Warning Signs:

- Circuit breakers that trip frequently or fuses that blow.
- Dim or flickering lights.
- Arcs and sparks coming from the system.
- Overheating – hot or discoloured switch plates or outlet covers.
- Electrical shocks – even a mild tingle.
- Cut, broken, or cracked wire insulation.



Electrical safety tips at home

- Check electric cords often for damage. Have damaged cords repaired right away. Worn cords can cause shock, short circuit or fire.
- Pull the plastic housing of the electric plug to take it out of the wall socket; never pull on the cord.
- Do not overload electric outlets with too many items plugged in at once.
- Water and electricity do not mix. Do not operate electric appliances such as radios or hair dryers near a bathtub or sink full of water.
- Never stick your fingers, toys or anything except electric plugs into electric outlets.
- Unplug any appliance that emits sparks or that does not work properly.
- Always unplug an appliance before cleaning or repairing it.
- Always unplug the toaster or other appliance when removing a piece of stuck food.
- Remember that a turned-off appliance is still connected to electricity until it is unplugged.
- Limit use of extension cords.
- Make sure the cord is the appropriate size for use.
- Some appliances or equipment require heavy-duty cords.