



GULFLINK LTD

COMPANY PROFILE

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INTRODUCTION:

Gulflink Ltd is an indigenous medium haul common and contract carrier specialising in both flat bed and petroleum tanker haulage. Operating primarily in the eastern states of Nigeria, the company's principle strength is the ability to provide a consistent, premium service to clients who demand greater levels of service than can generally be provided in the industry.

Gulflink specialises in meeting the logistics needs of both medium and multinational companies, primarily those in the oil & energy and chemical sectors. The services offered are aligned to the markets in which we operate and can be tailored to the needs of each individual client.

Logistics concepts for warehousing, distribution and out-sourcing are central elements in Gulflink's range of services. Our one-stop logistics concept means that a single business partner meets all your logistics requirements for land based distribution and centralised warehousing.



After analyzing a customer's needs we tailor our transport and logistics concepts to individual requirements, ensuring maximum flexibility at all times. Whether our client requires each truck to be equipped with a generator for the hygienic transportation of frozen foods, or, pipe racks for drilling materials, Gulflink can oblige.

Gulflink will always provide a technically sound and cost-effective transport solution, coupled with a wide range of logistics support service.

Through continual reinvestment in the business and formation of strategic relationships, Gulflink distinguishes itself as a leader in providing customers with the very best in quality customer service, clear communication and on-time delivery.

Our experience and dedication to service enables us to offer turnkey transportation solutions. As a result, you can consistently meet all your own customers' demands whilst concentrating on your core business.

History

Gulflink Ltd was established in 1975 in order to meet the growing transportation needs of the east in terms of both imported goods and locally manufactured products.

Soon after, the company saw a rapid growth and diversified into tankers to bridge petroleum products around the East and North of the country and our tanker fleet grew steadily.

During the mid 1990's we entered into the oil service industry with a change in vehicles specification and model so as to face the rigors of both on and off road locations.

The Gulflink Base:

The 3.1 acre site is situated in the heart of the oil industry at Trans Amadi industrial layout. The premises includes a 1240M² work shop with 10 service bays, a two story administration building and a 1400M² warehouse and storage facility.

We are totally self sufficient in technical staff and do all our maintenance in house including fibreglass body moulding. With our staff of welders and fitters we build and maintain our own trailers. Our workshop facilities include an injector and nozzle test room, and a machine shop.

Our own licensed underground fuel tank with a 22000Ltr capacity and metered fuel pump leaves us relatively unaffected in times of fuel shortages.

Gulflink Ltd owns its own premises and all its own equipment outright.

However, should the need arise, we are extremely well placed to lease a wide variety of specialist equipment that we may not have on site.



We run exclusively Mack trucks bought directly from Mack Trucks Inc. in Pennsylvania. Before shipping to Nigeria, Mack Trucks Inc ensures that every vehicle is overhauled and refurbished for us. The majority of spare parts used for our fleet maintenance are imported directly from the USA.

Gulflink Maintenance:

Our Port Harcourt workshop guarantees European standard maintenance of our equipment. Our Tanker fleet operating for Exxon Mobil is fully compliant with Exxon world wide vehicle standards. In short, our vehicles are of equal standard to those in operation for Mobil within Europe and the USA.

Gulflink sponsored training programs have paid dividends to the quality of our work over the years. Through our international training schemes, Gulflink now boasts the only known V-Mack certified technician in Nigeria as well as Smith System trained drivers and an in-house Smith System Trainer.

Our reputation for extremely high maintenance standards has resulted in several Multi-national companies commissioning Gulflink to maintain their own equipment to their own international standards and requirements.

Key Transportation Vehicles & Equipment

Gulflink owns and maintains all its own equipment. For large-scale projects (usually pipeline) which may require additional vehicles/equipment, we will mobilise additional vehicles stationed with our sister company in Lagos – Trans Continental Transport. Equipment permanently stationed at our Port Harcourt base includes:

- 25 CH 613 Mack Trucks
- 5 MH 613 Mack Trucks
- 15 Flat-bed trailers
- 8 Bucket (sided) trailers
- 3 40T Low-bed trailer
- 11 European specification petroleum tanks (33000lt capacity)



On occasion, clients may require additional equipment such as cranes and forklifts. Gulflink has long-standing agreements with a variety of leading suppliers which guarantee preferable rates for Gulflink clients.

Health, Safety & the Environment:

In 2003 Gulflink Ltd was awarded the **Exxon Mobil Contractor Safety Award**. This achievement came through years of investment, training and dedication to Health and Safety issues within the Oil & Gas industry.

All necessary personal safety equipment ranging from safety boots and PPE's through to gloves and masks are issued as standard to each employee in accordance with their job specification.

Driver safety equipment including first aid kits and fire extinguishers comply with Exxon Mobil international standards. Depending on location, specific equipment such as life-preservers are issued.

Compulsory classes and seminars are held regularly by the Gulflink health & safety officer on various topics including hygiene, equipment handling, driver safety, loading protocol, waste management and hazardous materials.

All Gulflink operations are planned and executed in such a manner as to minimise any adverse effect or impact on the environment in which we operate. To this end, we enforce a 'no night driving' policy on our operations.

In the course of our operation all wastes generated are collected, handled, treated and disposed of in an environmentally sound manner by registered companies or state appointed professionals. It is forbidden to discharge any waste into bodies of water.

For further details on Gulflink safety related policies and procedures, please ask to see a copy of the following manuals:

1. Gulflink Waste Management Plan

2. Gulflink HSES Policy 2005
3. Safe Truck Operating Procedures ‘STOPS’
4. Saying NO to Drugs & Alcohol
5. Security Policy Manual
6. Tools and Protective Clothing – A Guide.
7. Loading & Off-loading protocols

Gulflink will not undertake any work for any company that is unable to show a clear HSE commitment.

Warehousing:

Gulflink owns and operates a 1400M² covered warehouse and stacking area at our Port Harcourt base on Trans Amadi. The warehouse is primarily used by our clients to store products, machinery and goods during their operations. Warehouse space is available for both long & short term lease, however, clients utilising our transportation services are offered this service free of any charge.

Communication Network:

The highest possible priority is given to communication with both our clients and our drivers. This covers voice, word or data transmission by any possible means. Vehicles are fitted with VHF radios tuned to client frequencies and each driver is also issued with a mobile telephone. This ensures that total journey management is possible and has enhanced the quality and speed of our service to our clients tremendously.

We provide a single point of support, regardless of the combination of resources that are utilised. Clients are issued all relevant contact numbers when starting a job and are even encouraged to communicate with the driver of their load throughout the journey.

Satellite Tracking:

Gulflink is currently implementing a **GPS Satellite Tracking System** for every vehicle in our fleet. The system allows the Gulflink logistics team to view satellite imaging of the location of each vehicle on the road at any given time.

The tracking system is imbedded into the trucks on-board computer and constantly relays readings ranging from vehicle speed to sensor readings. In the event of an emergency, the vehicle can be shut down by remote access from the Port Harcourt base. Satellite integration of the entire fleet is scheduled for completion within 2009.

KEY CLIENTS:

HALLIBURTON ENERGY SERVICES NIGERIA Ltd

Gulflink started working closely with HESNL in June 1999 and currently dedicates 12 vehicles to their operations. These vehicles are primarily used by all HESNL departments to transport materials and equipment for their key clients who include **NAOC, ELF, SNEPCO** and **Mobil**.

Our drivers have been well received by HESNL staff and are treated as part of the team. They have a detailed knowledge of the sites and locations at which HESNL are operating and are trusted to pull all forms of Halliburton owned trailers from 660's and big caves to low boys and coil tubing units.



Gulflink remains the preferred transport and Logistics Management Company for HESNL and has consistently received a rating of “excellent” at every inspection. Currently Baroid of Nigeria are using our warehouse management for the distribution and handling of their chemicals.

MOBIL OIL NIGERIA PLC (EXXON)

Gulflink started working with Mobil Oil Nigeria plc in 1980 and have continued virtually unbroken since then. Our fleet size has fluctuated over the years due to the performance and non-performance of the refineries, specifically Kaduna and Port Harcourt.

Gulflink Ltd is the main petroleum transporters for Mobil operating in the East. We handle their entire logistics requirements in conjunction with the Port Harcourt refinery Depot Supervisor. Currently the volume of product being lifted by us averages 4 million litres per month.



We have continued to up-grade our fleet in accordance with Mobil and Exxon policies on vehicle and tank design and, are now only transporters in the East of Nigeria with Aluminium tanks and vehicles certified by Exxon Mobil as compliant for use within the USA and Europe.

Panalpina World Transport Nigeria Ltd. Gulflink started to work with Panalpina in 2005 on a spot hire support basis. Our performance was deemed to be of such a high standard they disposed of their logistics equipment and in March 2007 signed an exclusive trucking services agreement with us for their Eastern area of operations. Through our work with Panalpina we have gained a far greater exposure to other multinationals in the oil sector.

SDV Nigeria Ltd. Due to our great reputation with Panalpina, SDV Port Harcourt has requested us to implement the same service model that we use on with Panalpina on them.

Afrens Energy. Gulflink has recently become the sole transporters for Afrens Energy and has a vehicle with them on a permanent basis.

The Gulflink Invitation:

Gulflink Ltd operates an open door policy for all our clients and potential clients respectively. Our entire premises, workshops and all equipment are available for

inspection at any time during normal working hours **without notice**. Any existing or potential clients are invited to put us to the test.



Corporate Information:

Established	1975
Shareholding	100% Nigerian
Head Office	Port Harcourt (Rivers State)
Sister Company	Trans Continental Transport (Lagos)
Affiliated Company	Gulflink Overseas Ltd (Scotland)
Board Of Directors	Mr F. Allam Mr A. Allam Mr N. Allam
Number of Staff	63
Union Affiliation	Nupeng