



**Gulfstream**  
Making business easy

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# current



From left to right: CEO, Shane Jegels, Site Manager, Saretha Faro and Sales Executive, Faez Samsoodien at the Gamsberg Project site

## Making Inroads into South Africa's Mining Sector

**Awarded first of its kind contract for total fluid management solution**

Earlier this year Gulfstream Energy was contracted as sole supplier of a total fluid management solution to the Gamsberg Project site located close to the Black Mountain Mine in Aggeneys. Unique in nature, with no other mining company to date having awarded a contract of this nature to an independent non-refining player, it has allowed us to make inroads into a market sector traditionally the stronghold of the oil majors.

Effective as at 1 August 2015, the agreement will see the Gulfstream team responsible for a fully supported fuel management solution in addition to the supply of all fuel in support of the mine's operations.

Whilst one of the major procurement components required to keep a mine operational, the manner in which mining companies procure fuel is slightly different to other commercial entities with mining operations typically requiring a total management solution. As a result, Gulfstream launched its 'Gulfstream Molecule Management Solution' which entails full responsibility for both the delivery and management of a number of elements over and above procurement of the actual fuel products.

"In the case of Black Mountain, we have invested in on-site fuel infrastructure (including fuel tanks and pumps), stock on consignment and the placement of Gulfstream staff to co-ordinate and manage our mandate," says Shane Jegels, CEO, Gulfstream. In addition, Gulfstream has deployed an automated fuel management system allowing

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Gulfstream infrastructure and automated fuel management system on site

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for the effective management of all on-site fuel storage, dispensing, recording and real-time reporting providing up to the minute accurate information on fuel spend.

"We have also appointed one of the country's only black female site managers. This has enabled us to not only make a positive contribution towards job creation and employment within the area, but to continue delivering on our core ethos – that of empowerment within local industry," adds Jegels.

"With fuel one of our key procurement components, security of supply was non-negotiable," says Deshnee Naidoo, CEO, Vedanta Zinc International. "Gulfstream Energy's diverse supplier network (26 depots and refineries around the country), together with its track record, capability and experience across the entire supply chain left us confident that it would be able to meet our requirements," says Deshnee Naidoo, CEO, Vedanta Zinc International.

"It has also provided us with the opportunity to take an empowerment partner into a market sector previously not available to them," continues Naidoo. Further, with its 100% black-women owned, Level 2 B-BBEE and empowering supplier status, Gulfstream can guarantee its customers are able to claim 125% of spend in support of their own preferential procurement and B-BBEE rating. ■



## Burgan Cape Terminal Breaks Ground

Last month saw the official ground breaking of the Burgan Cape Terminal storage facility. With a planned investment of R650m over the next two years, this project is set to have an enormous impact not only on greater fuel product availability within the Western Cape, but on industry and commerce in general. A 22 month construction project, the goal is to be operational within 18 months at the end of Q1 2017.

As its very first confirmed tenant, and a key participant from the outset, Gulfstream Energy was in attendance at last month's event. "We have a three year contract with Burgan Cape Terminals," says Shane Jegels, CEO, Gulfstream Energy. "This will see us with an increased storage capacity of approximately 120 million litres of fuel per annum which we are confident will enable us to ensure quicker and greater availability to the Western Cape marketplace." ■

# SERIOUS ABOUT SAFETY

As part of our ongoing commitment to safety and security, the last few months has seen Gulfstream Energy implement Green Gain Consulting's Digilex SHEQ Management System as well as engage in a SQAS (Safety and Quality Assessment) audit.

"Safety and Security remains our top priority," stresses John Robertson, General Manager of Operations, Gulfstream. While important across all industries, the need for strict compliance within the petroleum and fuels sector is vital. This year has also seen as expansion of Gulfstream's fleet, with the addition of five Gulfstream branded bulk vehicles. "As we continue to grow, we feel confident that working with the likes of Green Gain and SQAS will enable us to continue prioritising safety and security as a key focus area as we increase capacity and capability," continues Robertson.

The partnership with Green Gain, ensuring full and continuous compliance with all legal requirements and legislation in the areas of safety, quality and environment will position Gulfstream as the only fuel company in South Africa compliant across all. "The end goal is also to gain ISO accreditation," continues Robertson, once again reinforcing Gulfstream's commitment for strict adherence to all necessary regulations.

Similarly, focused on the evaluation of the quality, safety, security and environmental performance of Logistics Service Providers (LSPs) and Chemical Distributors, Gulfstream's recent SQAS audit provided it with the opportunity to demonstrate its full compliance with all relevant legal requirements across all areas of operation, including a specific focus on proactive safety management. ■



Gulfstream joins the ranks of Digilex certified companies in recognising the importance of safety

## DID YOU KNOW?

We helped prevent load-shedding and kept the lights burning across South Africa by delivering 21 loads of diesel within a record 12 hours to Eskom's Ankerlig Power Station.



Our footprint is expanding through Unitrans who have allocated an additional site for Gulfstream to deliver to in Gauteng.



## Our fleet is expanding

We recently took delivery of two new tankers, bringing our fleet to a total of five! Look out for our tankers in Gauteng and the northern parts of South Africa.



Jolyn Jegels taking delivery of our brand new tankers

## MILESTONE CELEBRATIONS

Elmarie Van Niekerk, Customer Services Manager and Wynand Scheepers, General Manager, Sales celebrate five years of committed service to Gulfstream. We are grateful for their contribution to helping us make business easy for our customers.



# Staying on Target

Our staff gathered for a biannual conference at Kloofzicht Lodge where we spent time evaluating our performance to ensure that we're aligned to consistently make business easy for our customers. We were fortunate to have first-hand feedback from one of our customers who provided valuable insight into his experience. We ended the weekend trying our hand at clay pigeon shooting – a fun way to ensure we have our eyes firmly fixed on our targets! 🎯



## CONGRATULATIONS

We congratulate Reevaan Moore on his promotion to Logistics Supervisor



Gulfstream Energy staff and resources will be available to you throughout the holiday season - **contact us on 011 100 7100 for any requirements.**

Thank you for your contribution during 2015. We wish our customers, staff and stakeholders a safe festive break with family and friends. Enjoy the journey wherever the road may take you!



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