



**ARABI COMPANY W.L.L.**

**Newsletter Newsletter Newsletter Newsletter N**

## FIRST ISSUE

ISSUE 1

# NEWS

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## Letter

June 2004

## Water is Our Life



Prelude | New Products | Exhibition & Seminars | Internal Offer  
Outstanding Employees | Social Activities | Contacts





Mr. Tareq Al Maousherji  
Managing Director



Mr. Basil Al Maousherji  
Executive Director

At the outset, I would like to thank **Mr. Tareq Al Maousherji**, for the concept of having a Newsletter and I am delighted as much as my team in presenting to you the First Edition of Arabi Newsletter.

ARABI COMPANY W.L.L. earns an indisputable reputation both in the local and international market since its inception in the Year 1963 and needs no further introduction.

The sole aspiration of this Newsletter which would be published every six months is to enlighten our valued customers, suppliers and to all those who seek information about the company, our products, technical data, calendar exhibitions & seminars, social activities and the key to success – our employees.

I am confident that our Newsletter would be valuable to all readers as we endeavor to incorporate comprehensive coverage of our activities and will substantiate its success in the near future.

Finally, I would like to express my sincere thanks to all our customers and suppliers for their tireless effort and support in making Arabi Company a huge success.

**Basil Al Maousherji**

## Inauguration of Arabi Company Qatar W.L.L.



Mr. Bader Al Houti, Counselor of Kuwait Embassy in Qatar (Left)  
Mr. Tareq Al Maousherji, Managing Director (Right)



Salwa Street, Near Tayseer Petrol Station, Doha

Arabi Company Qatar is a newly established company in December 2003 to be one of the major companies in Qatar in the field of Supply, Installation, Commissioning of all types of Water Equipment, Access Equipment, Pumps, Sand Filters, Water Tanks, Piping Systems, Water Heaters, Cooling Systems, Fogging Systems, Irrigation Materials, Leak Sealing Services & Power Tools supply. Our products/systems are in view in large easily accessible showroom in Doha.



Interior of Arabi Company Qatar Showroom





**ARABI COMPANY W.L.L.**

## Review of 2003

From time to time Arabi Company is participating in various exhibitions to display new range of products and to update its customers. Also Seminars are being organized at regular intervals based on seasons, product and types of customers. Following are the events of the year 2003.

**Title : Building & Water Exhibition**  
**Date : December 20 – 26, 2003**  
**Venue : Kuwait – Mishref Trade Fair**  
**Subject : Building Materials & Water Equipment**



Building & Water Exhibition

**Title : ABS Seminar**  
**Date : December 7, 2003**  
**Venue : Kuwait - Radisson SAS Hotel**  
**Subject : Sewage Treatment Plant Pumps, Mixers & Aerators**



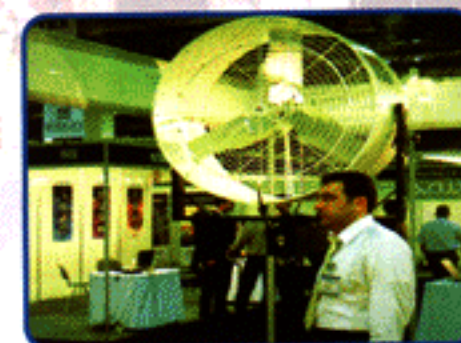
ABS Seminar

**Title : Plumbers Demo Day**  
**Date : December 2003**  
**Venue : Kuwait – Messilah Beach Hotel**  
**Subject : Get together with Users & Plumbers**



Plumbers Demo Day

**Title : Qatar Water & Elect. Tech. Exhibition**  
**Date : October 6 – 8, 2003**  
**Venue : Qatar - Doha**  
**Subject : Building Materials & Water Equipment**



Qatar Water & Elect. Tech. Exhibition

**Title : Stenhoj Seminar**  
**Date : May 29, 2003**  
**Venue : Kuwait - Radisson SAS Hotel**  
**Subject : Piston & Screw Compressors**



Stenhoj Seminar





## Review of 2003

### Employee of the Month – Year 2003

In order to encourage our staff, each month the management select the 'Employee of the Month', who would be awarded with a Certificate and prize. The eligible contender must be recommended by the Head of the Department and would be reviewed by the management accordingly.

January



Nemesio Alfuentes  
Technical Service Division

February



James Kurian  
Pricing & Tech. Support Dept.

March



Richard Coutinho  
Finance & Admin. Dept

April



Samer Saeed  
General Sales Division

May



Husain Pachlasi  
Finance & Admin. Dept

June



Flavia Sequeira  
Oil & Petrochem Division

July



Abbas Abdul Kader  
Oil & Petrochem Division

August



Sheena Joseph  
General Sales Division

September



Hisham Ismail  
Technical Service Division

October



Thomas Pereira  
General Sales Division





ARABI COMPANY W.L.L.

NEWS Letter

JUNE 2004

**Awards for General Sales  
Division - Year 2004**



Alwyn Soares - January 2004



Ramli Basheer Al-Mahmoud - February 2004



Mohammed Khanfar - March 2004



Thomas Perelra - April 2004



Nadia Waheed - May 2004





## Seminars & Meetings 2004

Title : **Rain Bird Seminar**  
Date : March 14, 2004  
Venue : Kuwait - Radisson SAS Hotel  
Subject : Turf Irrigation Products



Title : **Grundfos Seminar**  
Date : April 10, 2004  
Venue : Kuwait - Radisson SAS Hotel  
Subject : New Range of Pumps



Title : **Makita Distributors**  
Date : May 9, 2004  
Venue : Kuwait - Little Dragon Restaurant  
Subject : Marketing Plans & Services



Title : **Poloplast Seminar**  
Date : May 18, 2004  
Venue : Kuwait - Radisson SAS Hotel  
Subject : Noise Insulated PPR Pipes & Fittings for Drainage & Sewage Applications







## Social Activities

We firmly believe that employees are our biggest strength and a major reason behind our success. We at Arabi Company always strive to bridge the gap between the management and employees to construct a healthy work environment.

A number of activities have been organized to accomplish this imperative task.



Get-together



Shoulder-to-Shoulder (Sales & Tech staff)

## Demo Days



Public Authority for Agriculture Demo Day

To prove the quality of our products and to make our customers confident, demonstration days are scheduled to illustrate the advantage and installation procedure.

### Irrigation Materials

#### Demo Days

- Ministry of Defence
- Public Authority for Agriculture Affairs & Fisheries
- General Contractors





## Social Activities



Its time to be jovial  
Hatem Zu'abi with his subordinates

its time to be jovial  
Hatem Zu'abi with his  
subordinates



Social gathering for staff



Staff at dinner

Staff at dinner



A cordial approach – Hatem Zu'abi & Tech staff





**ARABI COMPANY W.L.L.**

**JUNE 2004**

## SOME PROJECT REFERENCES

**Project :** SE - 47 ( Lifting Station )

**Customer :** Boodai Construction

**Product :** ABS Sewage Pumps  
- 2 Nos AFP 3071 - M 370/6  
- 215 L/s @ 10m head  
- 74 KW total



**Project :** ICE FACTORY - RAY

**Customer :** Bhasi Ice Company

**Product :** Water Purifying Unit  
- 2 nos. 21" duplex sand filters &  
24" duplex softners & UV Sterlizer  
- 9m<sup>3</sup> /h @ 20m head



**Project :** AL HILALIYA VILLAGE

**Customer :** Al Arjan Company

**Product :** Grundfos Booster Pump  
- 2 Nos. CR 32 -3 & 1 No. CR 8-60  
72 m<sup>3</sup> / h @ 40m head  
13.2 KW total



**Project :** SULAIBIYA WASTE WATER TREATMENT & RECLAMATION PLANT

**Customer :** Kharafi National

**Product :** Grundfos Lifting Pumps  
- 7 Nos. CRT 16 - 70/6 Titanium  
- 15m<sup>3</sup>/h @ 70m head each





## Opportunity to All Sales Staff

If you collect **1500** Points by selling  
**COWAY WATER PURIFIER**, you are entitled to



*fly to*  
**Sharm El Sheikh**

Model #	Points
P-5200 R	41 Points
P-5200 L	38 Points
CHP-8500 L	90 Points
CHP-8500 R	92 Points

**Offer valid from March 15 – April 30, 2004**

### Package Includes:

- 3 Nights with paid salary
- 2 Persons
- 5 Star Hotel
- Travel Allowance



Mr. Nasser Ibrahim being awarded by  
Mr. Tareq Al Maousherji (Managing Director) for achieving the target





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JUNE 2004



## The New Range of Grundfos CR Pump

The CR Range has been supplemented and updated twice in recent years. Now the third and final stage of the reengineering process is completed. These new medium-sized Grundfos CR Pumps were launched in February 2004.

### CR 8 and CR 16 replaced by CR 10 & CR 15

The CR 8 and 16 Pumps from the current range will be replaced by the new improved CR 10 and 15 Pumps.

### The New Addition – The CR 20

The CR 20 is an all new addition to the medium-sized CR range from Grundfos, making it even easier to find a pump size which exactly matches the customer's system requirement.

### Existing medium-sized CR Pumps available until August 2004

The CR 8 and 16 Pumps will be available until August 31, 2004. Naturally, all warranties on existing pumps will remain in effect and spare parts will continue to be produced for at least 10 years.



## The New Range of ABS IP 900

● ABS Pumps have introduced a new range of ABS IP 900. This new replaces the current IP 700-1200 series. The IP 900 is a complete stainless steel pump suitable for corrosive and aggressive media fitted with Vortex Impellers available with or without float switch and offer 30 mm solid passage.

The aim of IP 900 is to maintain the existing sales opportunities for IP Pumps and to allow additional sales to be created due to more competitive pricing and streamlined product range.

● As a part of the production rationalization 2004 the Robusta 100 will be dropped from the program. The Duranta which is lower priced cellular drainer can cover the duties of the Robusta 100.

● ABS Pumps had a new AFPME Series, features industry leading motor efficiency, closed loop cooling. It is blockage free pump built to handle more solids even size 9 shoes, 1 litre plastic bottle or 1 litre milk carton.



CR 10



CR 20



IP 900



Duranta



AFPME





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**RAIN BIRD**  
Irrigation Materials

**Well Mate**  
WATER SYSTEMS  
GRP Pressure Tanks

**GRUNDFOS**  
Pumps

**BALMORAL TANKS**  
GRP Tanks

**NUEVA TERRAIN**  
PB Pipes & Fittings

**ATA**  
ELECTRONIC TAXIMETER  
Taxi Meters

**STENHØJ**  
Lifts & Compressors

**ABS**  
COST-EFFECTIVE PUMPING  
Sewage Pumps

**ZILMET**  
Steel Pressure Tanks

**Trakita**  
Power Tools

**SPP**  
Pumps

Gruppo Aturia  
**atunia** **rotos** **M**  
Pumps

**FURMANITE**  
A KANIS COMPANY  
Leak Sealings

**WIKAI**  
Part of your business  
Pressure & Temperature Gauges

**FOGCO**  
Fogging Systems

**BRADFORD WHITE**  
CORPORATION  
Water Heaters

**POLO-TERSIA**  
PPR Pipes & Fittings

**Autotrol**  
Control Valves

**STRUCTURAL**  
EUROPE N.V.  
Pressure Vessels

**Fountain People**  
Fountain Nozzles & Fittings

**poloplast**  
Sound Proof  
Sewage Pipes & Fittings

**SKY MAN INTERNATIONAL**  
Window Cleaning Access Machines

**COWAY**  
Water Purifiers

## ARABI COMPANY W.L.L.

Postal Address: P.O. Box 4090, Safat 13041, Kuwait.

Tel: +965 4724058 Fax: +965 4724059

Website: [www.arabigroup.com](http://www.arabigroup.com)

Email

Sales : [sales@arabigroup.com](mailto:sales@arabigroup.com)  
Pricing & Technical Support : [support@arabigroup.com](mailto:support@arabigroup.com)