



ARABI COMPANY W.L.L.

ARABI

Newsletter Newsletter Newsletter Newsletter



# NEWS Letter

December 2004



خليك عربي



شركة عربي ذ.م.م.  
ARABI COMPANY W.L.L.

SINCE  
1963

Prelude | Staff Training | Excellency Awards | Outstanding Employees  
Project References | Arabi Company Qatar | Social Activities | Demo Day-Fogco  
Grand Draw | New Products | Feedback | Contact





Mr. Tareq Al Maousherji  
Managing Director

*T*he Kuwait market, this year, has experienced an unprecedented business potential primarily due to the rebuilding of Iraq. This significant growth has forced the world to set an eye on - that serves as a major hub being the closest neighbour.

To explore the enormous market potential, Arabi Company is expanding its operations by opening new Showroom, buying extensive Warehouse, increasing range of products in the Building Services sector, strengthening sales force, etc.

This edition of our Newsletter includes information on new products, project references, etc. The highlight of this year was "Arabi Sales Festival" scheduled from November 24 - December 24, 2004, a one of its kind with preset goals. With pleasure we would like to announce the inauguration of Makita Showroom for exclusive sales & service of Makita products. We now have seven showrooms throughout Kuwait providing maximum coverage and easy access to our customers.

We hope you will find our Newsletter as a source for valuable information and enjoy reading as much as we take pride in presenting to you.

**Tareq Al Maousherji**



Mr. Basil Al Maousherji  
Executive Director

*O*n September 15, 2004, Arabi Company inaugurated Makita Showroom for sales and service of exclusive Makita products at a prime industrial location in Kuwait. The inauguration was done by Mr. Tareq Al Maousherji in the presence of local Makita Distributors, Management and staff of Arabi Company. We look forward welcoming you to our new showroom at Canada Dry Street, Next to McDonalds, Shuwaikh, Tel: 4829818 Fax: 4829819.

**Basil Al Maousherji**



Exterior



Interior





## STAFF TRAINING

### Outdoor Training



**Mr. Johney Kunnil**  
Head of Foreign Purchase



In a country like Kuwait, which is mainly dependent on International trade, a deep understanding of the problems that may arise in trade finance is an essential requirement for the successful dealing with overseas suppliers.

In light of the above, the course- 'Problem Trade Finance' conceived and conducted by Mr. Jamal Abdul Raheem, an expert in banking operations & trade Finance and AGM of Alahli Bank, at the Institute of Banking Studies (IBS), Kuwait from Nov. 28-30 was well organized, enabling the participants to enhance their practical knowledge on many aspects of Trade Finance.

The focus was on various types of L/Cs, L/Gs, Collections, Forgeries etc. based on UCP 500 and URC 522 & 525. Topics were presented with the support of actual case studies, court decisions and arbitrations, both national and International. The faculty's vast knowledge and personal involvement in many national cases made him present the topics in a very interesting and effective manner.

As Head of the Foreign Purchase, I feel benefited from this course, since I am now in a better position to effectively deal with overseas suppliers as well as the local banks.

Sincere thanks goes to Mr. Jamal for his wonderful presentation, and to the Management of Arabi Co., for selecting me to attend the course.

**Johney Kunnil**

### Indoor Training

All newly appointed staff will be trained for their destined business activity. Periodic training will be conducted to all staff to update the developments in the product Engineering. Hand on training takes place while a new product is introduced to the market.

Thanks to the Technical Support Team.

Selected staffs are send abroad for advanced training.



**Hand on Training**





## Awards for Excellency in Service

### 27 Years of Service



**K.P. Alexander**  
General Sales Division

*I take this opportunity to thank the management for the appreciation and support extended to me, during my tenure at Arabi Company.*

*I am also greatly honoured for their recognition.  
With best regards*

### 25 Years of Service



**Babu D.P**  
General Sales Division

*Arabi Company has made me the person that I am now. I am thanking the management and the staff in giving me all the corporation, encouragement and necessary support without which I would not be celebrating my silver jubilee in this company. I take this opportunity to assure the management that I will do the best of my ability.*

### 23 Years of Service



**Nemesio Alfuentes**  
Technical Service Division

*I would like to extend my utmost thanks to the management for the recognition and award that have been given to me.*

*I wish I could do more efforts for the mutual benefit.  
Thank you*

### 22 Years of Service



**Omar Mohd Abdul Maana**  
General Sales Division

*I could not believe that twenty two years has passed with Arabi Company. I had plenty of experience through out these years which is beyond words to explain and I still feel proud to be an employee of Arabi Company, I take this opportunity to thank the management and all staff for their kind cooperation.*





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## General Sales Division Employee of the Month

July 2004



**Mehrdad Shamsi**  
Water Equip. Section

August 2004



**Mohammed Khanfar**  
Water Equip. Section

September 2004



**Robert Nixon**  
Pricing & Tech. Support Dept.

October 2004



**Waleed Al Sharhan**  
Showrooms Section

November 2004



**Thomas Pereira**  
Water Equip. Section

December 2004



**Nabil Mahmood**  
Showrooms Section

## Finance & Administration Awards



**George Thomas**  
Computer Department



**Nashat Barakat**  
Finance Department



**Johnney Kunnil**  
Foreign Procurement Department



**Juwaid Faisal Al Otaibi**  
Personnel Department



**Peter Armia**  
Finance Department



**Maged Zaki Youssef**  
Administration Department





## *Project References*

- Project** : **Public Authority for Applied Education & Training**  
(Shuwaikh Campus)
- Contractor** : M. A. Kharafi (Subcontractor: Palm Agro Production Company)
- Supply of** : Rain Bird Central Control System (Maxicom)



Calibration of Controller & Flow Meter



Irrigation Manager Operator



Weather Station

- Project** : **Ministry of Public Works**  
(Sulaibiya Waste Water Treatment & Regulating Plant Project)
- Contractor** : Kharafi National
- Supply of** : SPP Mobile Diesel Pump



- Client** : **Ministry of Electricity & Water**
- Contractor** : China Gezhouba Group
- Supply of** : Glenfield D.I. Valves





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## *Arabi Company Qatar*

### EXHIBITIONS

Arabi Company Qatar is always participating in leading exhibitions in the building and construction technology sector to cater the growing needs of the Qatari development projects. Some of the exhibitions participated in the Year 2004 are as follows:

**Title : World Water Day Exhibition**  
**Date : March 22 – 25, 2004**  
**Venue : Doha, Qatar**



**Title : Qatar Sports International (QSI 2004)**  
**Date : April 4 – 8, 2004**  
**Venue : Doha, Qatar**



**Title : Qatar Project 2004**  
**Date : September 19 – 23, 2004**  
**Venue : Doha, Qatar**







## *Arabi Company Qatar*

### **GRP Tank Project**



**AbdulKadir Mana**  
Sales Manager

Arabi Company Qatar has supplied and installed Mitsubishi – Hishi GRP Sectional Water Tank for Fire Fighting & Irrigation services at Qatar Armed Forces consisting of 7 tanks with a total capacity of 3122 cubic meters through the Main Contractor Mohammed Jassim Al Kuwari & Sons Co.

**Location** : Concrete Tower at 35m height  
**Material** : GRP  
**Size** : 6m x 14m x 3mH  
**Quantity** : Two  
**Capacity** : 252 cubic meter each

**Location** : Ground Water Tank  
**Material** : GRP  
**Size** : 10m x 18m x 3.5mH  
**Quantity** : Three  
**Capacity** : 630 cubic meter each

**Location** : Ground Water tank  
**Material** : GRP  
**Size** : 8m x 16m x 3.5mH + 8m x 10m x 3.5mH  
**Quantity** : Two  
**Capacity** : 448 cubic meter + 280 cubic meter





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## Arabi Company Qatar

### GRP Tank Project



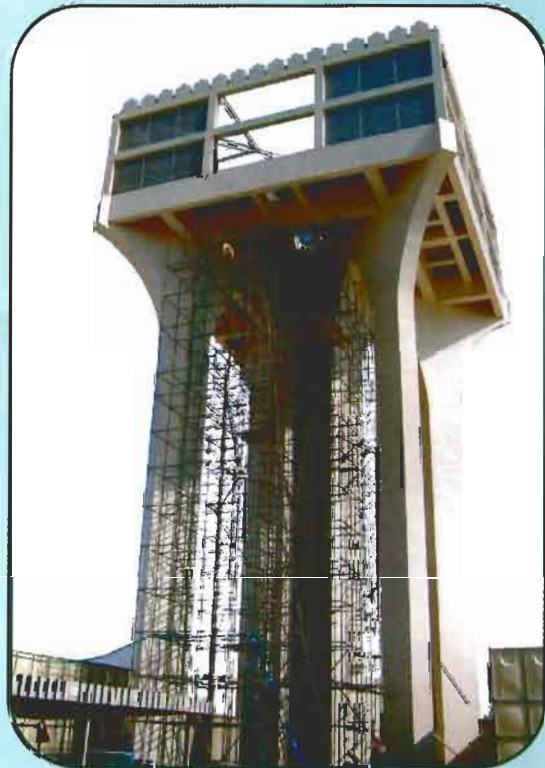
Bottom & side panel erection completed



8 x 10 x 3.5mH (280m<sup>3</sup>)



Steel Flooring for GRP Tank



Technicians working on base of GRP Tank







## *Social Activities*

Arabi Company management organizes a regular get-together for employees. One of these event is organized during the holy month of Ramadan "Ghabga". The event gives an opportunity to the management to honour outstanding staff for their hard work and conduct and also to introduce new employees and strategies.



Management paying attention to the presentation screened.



Mr. Tareq Al Maousherji & Mr. Hatem Zu'abi presenting the Excellency award to Mr. Omar Abdul Mana.



Staff dining during the event.



Mr. Yasuhiko Kozu, Managing Director of Makita Gulf, presenting Arabi Sales Employee award to Mr. Mohd. Khanfar



Staff at leisure time.



Employees pose for a photograph at the end of the event.





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## *Demo Day - Fogco*

**Arabi Company** is the sole agent of Fogco, U.S.A., manufacturer of Misting & Fogging System for cooling the outdoor hot temperature. This system has the capacity to reduce the temperature by mist water pressed (up to 70 bar).

**Arabi Company** as an agent of one of the leading manufacturer of Misting & Fogging Systems can install and maintain high pressure pumps with the assistance of well experienced technical staff and can supply genuine fittings & spare parts.

A demonstration day for Fogco Products was organized on June 8, 2004 at Al Shaab Garden.



Customer under the entrance of Fogging System.



Panorama of underground Fogging System between the waterfalls.



Mr. Hatem Zu'abi & Mr. Fareed Al Naddaf explaining to attendees about the product.



Fogco's latest 5 nozzles cluster at the display.





## Grand Draw

The management of Arabi Company implemented the concept of having a Grand Draw for sales staff to boost sales. The criteria for this award are subject to conditions related to sales target and customer satisfaction. The winner of the award shall be announced in the 3rd edition of Arabi Newsletter.



**US \$ 5,000/-**



**Paid trip to Sharm El Sheikh  
for 3 days & 2 nights in 5 Star  
Hotel for 2 persons**



**Digital Camcorder**



**29" Television**





## New Arrivals



Makita released Magnetic Drill Model HB270, small shape like an angle drill and strong magnet ensure excellent performance when working in a narrow area or high place.

Ergonomic handle makes it easy to carry and fix to the material. (Removable)

Handle to plunge cutter.

Handle on both sides for ease of orientation.

You can lock and release the handle with this lock pin. (Just pull + rotate).

Tool less fitment of broach cutters



Makita released nailers into the market. The brand/strip of nails has to be put into the nailers and a series of nails can be struck at your convenience.



ABS have added the new model AS0631 to its AS family. The new pump is a DN 65 vortex model and utilises 2 pole motors and available in both single and three phase versions in 50Hz and 60Hz. The unit incorporates the existing well proven AS technology and is ideal for pumping of communal and domestic sewage or industrial effluent.

### Key benefits of AS 0631 include

- Maximum pumping head of 22m for 50Hz models, or 25m/83ft for 60Hz models.
- Vortex hydraulic allowing 40mm solids passage.
- Compact design.
- High-head pumping.
- Compatible with existing installations
- Proven technology

ABS submersible pumps of the AS series have been designed for the economical and reliable pumping of sewage and wastewater in private, communal and industrial applications. The AS series can be used in both fixed or transportable application, and models with vortex hydraulics are particularly suitable for fluids containing fibrous or abrasive matter, and for sewage.



## 15-50 Nozzle Direct Drive Kit

### Professional Series

### Performance Specifications:

- Utilizes our CE certified, outdoor rated PROFESSIONAL SERIES pump modules
- All inclusive kit includes all the necessary fittings, tubing, and accessories for a professional installation
- Unique Slip Lock fitting design allows for a quick and easy system assembly
- 4 Pole TEFC motor provides 1425 RPM operation at 220V
- Operates from line pressure to 56 Bar
- 15 Nozzle Kit covers up to 11 linear meters with standard 76 centimeter nozzle spacing
- 25 Nozzle Kit covers up to 19 linear meters with standard 76 centimeter nozzle spacing
- 50 Nozzle Kit covers up to 38 linear meters with standard 76 centimeter nozzle spacing
- Decibel rating of 84 dB



## Nozzles and Accessories

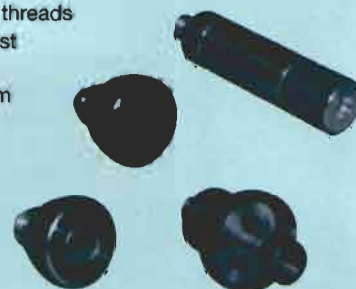
### Performance Specifications:

### NOZZLES

- Use 316L Stainless Steel
- Available in Brass or Stainless Steel body
- O-ring seal provides leak-proof connection
- Orifice sizes from .2mm to .5mm
- Flows from 1.9 LPH to 18 LPH
- Operate from line pressure to 70 Bar
- Available in Standard 10/24 or Special Order 12/24 threads

### ACCESSORIES

- All accessories contain 10/24 threads
- Nozzle Plugs are used to adjust system flow
- Auto Drain Valve drains system at shut-down
- Anti Drip Adapter prevents dripping at shut-down
- 5 Nozzle Cluster used for Mistscaping™ or heavy fog applications







Grundfos released new large size pump model SP 160 (800S) in R version, DIN W. no 1.4539 (A ISI 9042). This is the latest addition to the range of large SP Pumps in R-version, now consisting of :

SP 8A, SP 14 A, SP 17, SP 30, SP 46, SP 125, SP 160

The R version is suitable for brackish water and seawater



Nueva Terrain as extended its range from 63mm dia to 110mm dia. pipes and fitting.

**STRAIGHT PIPES**

Ref.	Ø	Ref.	Ø
TFC 58.16.25	16	TFC 58.50	50
TFC 58.20.20	20	TFC 58.63	63
TFC 58.25	25	TFC 58.75	75
TFC 58.32	32	TFC 58.90	90
TFC 58.40	40	TFC 60.110	110

**ELBOW**

Ref.	Ø
FC 4005.16.90	16
FC 4005.20.90	20
FC 4005.25.90	25
FC 4005.32.90	32
FC 4005.40.90	40
FC 4005.50.90	50
FC 4005.63.90	63
FC 4005.75.90	75
FC 4005.90.90	90
FC 4005.110.90	110

**POLYBUTYLENE PIPE-STRAIGHT**

Reference Number	Nominal Diameter N.D.	Wall Thickness	Pipe weight	Material	Length m.
TFC 58.16.25	16	2,2	551	PB	5,8
TFC 58.20.20	20	2,3	737	PB	5,8
TFC 58.25	25	2,3	928	PB	5,8
TFC 58.32	32	2,9	1.508	PB	5,8
TFC 58.40	40	3,7	2.378	PB	5,8
TFC 58.50	50	4,6	3.654	PB	5,8
TFC 58.63	63	5,8	5.783	PB	5,8
TFC 58.75	75	6,8		PB	5,8
TFC 58.90	90	8,2		PB	5,8
TFC 58.110	110	10		PB	5,8



## POLO-TERSIA

PPR Pipes & Fittings

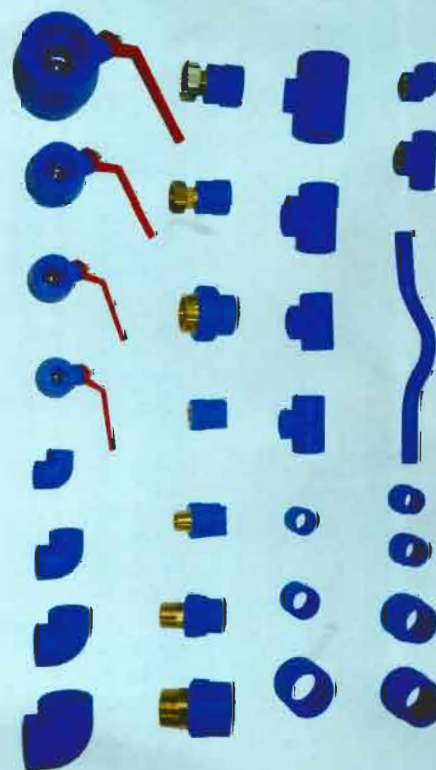
### HOT & COLD WATER SUPPLY

The POLO-TERSIA System fulfills all requirements for drinking water installation technology. The POLO-TERSIA System, due to the special material properties of PP-R and our wide product range, offers a number of application possibilities:

- Drinking water pipeline networks for cold and warm water installations for residential housing, hospitals, hotels, office buildings, and schools.
- Pipe networks for rainwater systems
- Pipelines for pneumatic systems
- Pipelines for agricultural and horticultural use
- Industrial pipeline networks like transporting the aggressive media (acids, alkaline solutions, etc.) under consideration of chemical resistance.

### MATERIAL PROPERTIES

POLO-TERSIA pipes and fittings are made of polypropylene PP-R 80. This material is known for its special heat and extrac-tion resistibility, among other features. The physical and chemical properties are specially adapted to the particular needs of drinking water.







## Feedback

### Message from the Sales Manager - Mr. Hatem Zu'abi



Hatem Zu'abi

Every year the performance of Arabi Company is improving; this year it is remarkable. As a Sales Manager I feel proud leading a professional sales team with a tremendous potential and determined in achieving target. My sincere thanks to all the sales staff for their support and to our customers for their continued trust in Arabi Company, the most successful trading company in Kuwait in its field.

At Arabi, we firmly believe that "Customer satisfaction is paramount". Our aim is to provide a blend of quality products at competitive prices with a highest level of satisfaction. In our drive to improve the quality of services, I kindly request you to fill the Customer feedback form and fax to +965--4724059 or e-mail to support@arabigroup.com. You may disregard your opinion for any of the below points if not interested.

	Excellent	Good	Medium	Bad
Company Location	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Product Display	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Staff Appearance	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Salesman Product Knowledge	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Facilities & Sales Conditions explained by our salesman	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Company prices in comparison to market & quality	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Material Delivery	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Material Commissioning	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Warrantee Provided	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
After Sales Service	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Handling & Solving Customer Complaint(s)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Company Image in the market	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
	Yes	No		
Did you buy from Arabi Co.?	<input type="text"/>	<input type="text"/>		

Why did you select Arabi Co.? \_\_\_\_\_

Do you have any suggestions? \_\_\_\_\_

Please Fill the Following:

Name: \_\_\_\_\_ Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

Address: \_\_\_\_\_

Salesman Name: \_\_\_\_\_ Location: \_\_\_\_\_

We thank you for your feedback and assure you of our best attention at all times.





ARABI COMPANY W.L.L.

أغصاننا  
عالمية

جذورنا  
كويتية

منذ أكثر من 41 عاماً



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

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