



ARABI COMPANY W.L.L.

ARABICOMPANY

Newsletter Newsletter Newsletter Newsletter Newsletter



NEWS Letter

June 2005

Water is Our Life

Prelude/Showrooms | Employee of the Month | Project Reference
Indoor Training Qatar | Arabi Company Qatar | Customer Loyalty Programme
Arabi Open Day | Winners of Grand Draw 2004 | New Partners/Products



Prelude

I am pleased to introduce to you the Third Issue of our newsletter. As in our earlier newsletter, we have endeavored to incorporate information about the company, product updates, events, social activities; everything you been expecting from our newsletter.



Tareq Al Maousherji

Arabi Company would soon be opening its doors to our new power tools sales and service showroom in Hawally area, the details of which will be given in our next issue. On the other hand, as the State of Qatar experiences a major infrastructure development, Arabi Company Qatar is geared up to take an active role in supplying tools and equipments in the region. Inspite of stiff competition from renowned companies in this trade, Arabi Company Qatar as a newcomer, has already secured remarkable business and this is just the beginning!

On behalf of the management and staff, I would like to assure you of our quality products and services we have been providing to our customers since 1963 and very much appreciate for considering us for your requirements.

Tareq Al Maousherji - Chairman, Arabi Holding Group K.S.C.

Showrooms

Arabi Company W.L.L - KUWAIT

Ghazally Showroom	Industrial Shuwaikh Showroom	Hawally Showroom
Tel: 4724058 Ext: 158 Fax: 4724059	Tel: 4815811 Fax: 4817388	Tel: 2618780 Fax: 2618781
Fahaheel Showroom	Shuwaikh Showroom	Ray Showroom
Tel: 3911101 Fax: 3911651	Tel: 4817878 Ext: 206 Fax: 4832262	Tel: 4713524 Fax: 4713524
Canada Dry Showroom		
Tel: 4829817 Fax: 4829818		

Gulf Services & Industrial Supplies Co. LLC - OMAN

Wadi Kabir Showroom	Salalah Showroom	Sohar Showroom
Tel: +968 24811238 / 24812271 Fax: +968 24816146	Tel: +968 23299105 / 23299108 Fax: +968 23292199	Tel: +968 26750236 Fax: +968 26751130

Arabi Company - QATAR

Doha Showroom
Tel: +974 4684957 / 4684523 / 4696841 Fax: +974 4684936



Employees of the Month – Year 2005

Arabi Company implemented the concept of rewarding dedicated and hardworking employees since year 2002; resulting in our employees feeling valued and proud being a fundamental part of the organization.

This year, the following employees were presented the "Employee of the Month" award which includes a Certificate and cash prize.

General Sales Division

January



Ahmed Ramadan

February



Dev Singh

March



Nidal Mansoor

April



Usman Chougale

May



Majari Ahmed

June



Qais Saeed

Finance & Administration department

January



Mohammed Sayed

February



Mizanul Rehman

March



Gunasekar A.

April



Ashraf Mohd.

May



Hakimuddin F.

June



Huda N. Ali



Abdulla Hussein



Oil & Petrochem Division



Awards – Technical Service Division

Employee of the Month

January



Yadava H. A.

February



Waleed Abdul Hameed

March



Geronimo Molina

April



Firoz Khan

May



Ignatius Miranda

June



Yacut Mohammed

Awards for Excellency in Service



Adeeb Madi



Mir Z. Husain



Geronimo Molina



Nemesio Alfuentes



Fehan Jassim



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

JUNE 2005

Project Reference

Here is one of our prestigious project reference Arabi Company accomplished this period



Project : Jahra Water Tower
Contractor : Arab Contractors
Period : May 2005
Scope of Work : Access Equipment





Indoor Training in Qatar

To impart in-depth knowledge on our products an Indoor Training was scheduled from March 4 - 20, 2005 for current and newly appointed sales staff of Arabi Company Qatar, presented by Mr. Hatem Zu'abi, Sales Manager of Arabi Company, Kuwait has over 14 years of extensive experience in this business and Mr. Abdulkader Mana, Sales Manager, Arabi Company Qatar, with over 20 years of experience are successfully leading a potential sales team for a long time.

Our Products training covered the following:



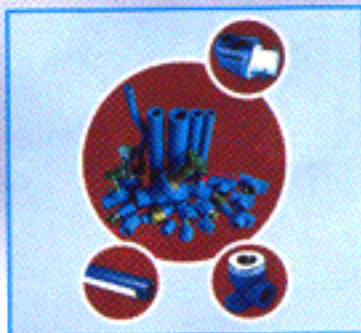
Water & Sewage Pumps



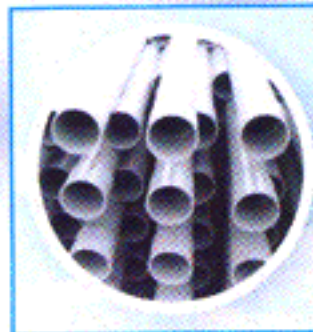
Water Heaters



Sand Filters



PPR Pipes & Fittings



PVC Pipes & Fittings



Customer Service



Irrigation Materials



Fog & Misting Systems



Valves



Water Purifiers



Power Tools



GRP Water Tanks



Arabi Company Qatar

The State of Qatar is witnessing an economic and industrial boom, characterized by a major drive towards the development of infrastructure services and execution of several projects at the level of private and public sectors. Arabi Company Qatar, with its existence in the market for just over 18 months under the leadership of Mr. Nazar Al Gharibeh (General Manager) have been competing with the local companies to earn a respectable place in the market; backed by the management of Arabi Company, Kuwait, who have been in this trade since 1963.

On May 10, 2005, Arabi Company Qatar along with Ebara Pumps one of the leading manufacturers of Pumps in the world, conducted a seminar at Sheraton Doha to promote their products. Arabi Company Qatar is confident of gaining a major space for Ebara Pumps in the market and is committed to quality services at all times.



From Left: Mr. Nazar Al Gharibeh (General Manager, Arabi Co. Qatar)
Mr. Abdulkader Mana (Sales Manager, Arabi Co. Qatar)
Mr. Hatem Zu'abi (Sales Manager, Arabi Co., Kuwait)



Mr. Shu Nagata, Group Manager of Ebara Pumps addressing the attendees.



From Left: Mr. Loris Giancotti, Mr. Santosh Kurbet
Mr. Ryoza Onuma of Ebara Corporation



A view of participants at the Seminar



Customer Loyalty Programme

As a part of Customer Loyalty Programme, Arabi Company, like in previous years, this year also scheduled a get-together on May 16, 2005 at the Movenpick Hotel, Kuwait, to appreciate loyalty of its customers.

The aim of scheduling such events is to value its customers and to update them on our products.





ARABI COMPANY W.L.L.

JUNE 2005

Arabi Open Day

On February 11, 2005, Arabi Company organized an Open Day for staff and their families. The need of scheduling this get-together, year after year, is to develop an intimate relationship between the management and staff.

The venue of this event was Ju'liah Camp with loads of entertainment lined up for the day. The program was carefully selected to make the day eventful with games, music and dance. Awards for employees were also distributed during the day.





Winners of Grand Draw 2004



Mr. Waleed Shahrar, winner of 1st prize (US \$ 5,000/-) shares excitement with his mother, next to him is Mr. Hatem Zua'bi



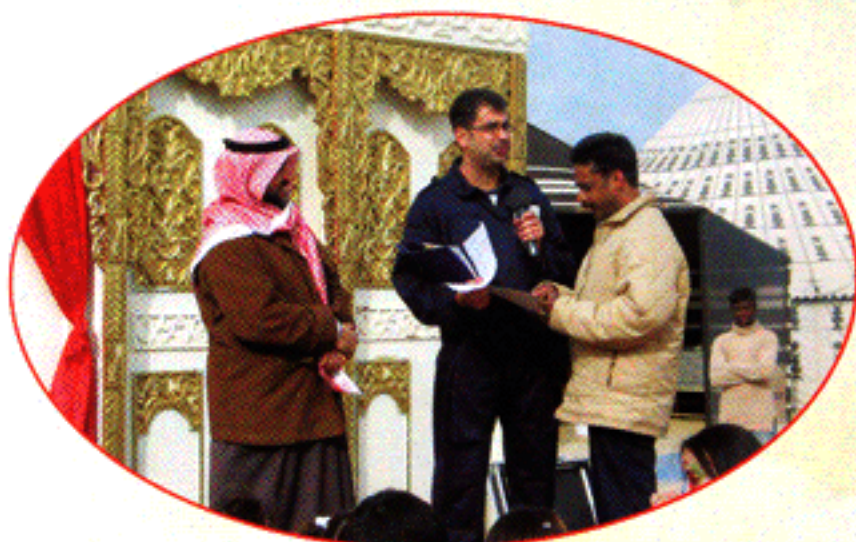
Mr. Nabil Mahmoud, winner of 3rd prize (Digital Camcorder) receiving the award from Mr. Tareq Al Maousherji.



Mr. Narayanan winner of "Salesman of Year 2004" prize (KD 1,000/- Cash and paid trip for 4 persons to any destination in Europe) receiving the award from Mr. Tareq Al Maousherji.

A comprehensive recognition strategy has enabled Arabi Company foster the commitment of our employees and to award individual for their accomplishments. The launch of Grand Draw 2004 was to motivate sales team, boost sales, and the results are noticeable indeed.

The management of Arabi Company would like to thank the winners and contenders of Grand Draw 2004, for their outstanding performance.



Mr. Thomas Pereira, winner of 2nd prize (paid trip for two to Sharm El Sheikh, Egypt) receiving the award from Mr. Tareq Al Maousherji.



The contenders anxiously wait for the winners to be announced.

Mr Omar Mane'a
winner of 4th prize
(29" Television)





New Partners

With pride we announce that Arabi Company has entered in business relationship with Econosto on an exclusive basis in Kuwait for Valves, Pipes and Fittings & accessories for HVAC, Fire Fighting, Plumbing & Sewage Applications.

The Royal Econosto group founded in 1892 is now with production and technical retail business in more than 25 countries, with more than 2500 employees. Econosto is a manufacturer and supplier of products for large number of industrial applications such as Gate Valves, Globe Valves, Check Valves and Ball Valves, Gaskets and Sealing products, Hoses and Couplings, Seamless Pipes and Fittings, Flanges and Accessories for HVAC.



ABS launches new Lifting Stations ABS LIFTING STATION NIROLIFT and SANISETT 1-2

ABS is pleased to announce the introduction of the new NIROLIFT and SANISETT 1-2 to its existing range of lifting stations. These new lifting stations can be used with a choice of standard pumps from the ROBUSTA, CORONADA, MF and PIRANHA 08/09 ranges thereby offering a wide choice of installation and operating possibilities.

Key benefits of NIROLIFT and SANISETT 1-2 include

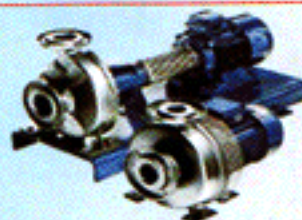
- Corrosion resistant synthetic tank
- Wide choice of pumps from standard range
- Globular tank design for extra strength
- Adjustable tank height
- Easy transport and installation

The ABS LIFTING STATION NIROLIFT and SANISETT 1-2 have been designed as a complete installation unit suitable for ABS submersible pumps, for simple and speedy dewatering of buildings and areas below the sewer level, and suitable for pumping wastewater.

They are also suitable as a floor drain. NIROLIFT and SANISETT 1-2 are universally adjustable in height and can be swivelled, thus allowing easy alignment with floor levels and tiling patterns, independent of the inflow or discharge line directions.



Grundfos has launched MAXA, MAXANA, complete stainless steel end suction process Pumps with the material AISI 316 (DIN EN 1.4404). Their models are most suitable for liquid transfer in Dairies, Water Treatment Plants and Chemical and Environmental handling systems. Electronically speed controlled and electro polished versions are available in these models.



Softners

Arabi have introduced the water softener in its product range for domestic, commercial & industrial, hospital, hotels, restaurants & laundry use. We can supply softeners of various size and flow as per the customer's requirement.

The resin in softeners exchanges the hardness causing ions like calcium and magnesium in the water with sodium ions. The advantages of using softeners are no scale deposits in pipelines & water systems, increased efficiency of hot boilers, Laundry machines, solar heating systems etc work on maximum efficiency.



Reverse Osmosis (RO) Systems

Arabi is making its debut in the water treatment field with its reverse osmosis units for municipal, brackish & seawater range.

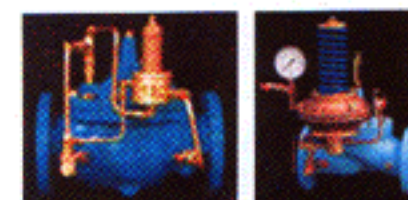
Reverse Osmosis (RO) is a membrane process of purification which removes the total dissolved solids (TDS) in water by reversing the natural process of osmosis.

RO has been used for wide range of applications like, to desalinate water for irrigation & drinking purpose for domestic & commercial use (hotels, schools, chalets, villas etc) or to purify water for specialized industrial purposes and hospitals.



Singer Valve

Singer manufactures some of the most user-friendly control valves available. Singer makes a wide variety of control valves which include: Altitude Valves, Pressure Reducing Valves, Surge Relief Valves, Pump Control Valves, Hydraulic Check Valves, Solenoid Controlled Valves & many other configurations in Pilot Actuated, Globe Style Control Valves.



Metal Cutter

185mm (7-14") metal cutter for cutting steel up to 6mm in thickness.

Dust-free, high-speed cutting.

Cuts steel with minimal burrs and burns.

One-touch dust-box removable.



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