

# WE GET THE AWARDS YOU GET THE REWARDS



At **KCG** we are committed to providing every customer with the latest technical solutions available in the region.

When we talk about construction materials, best practice and solutions our renowned professional experience shown by our achievements speaks for itself!



[www.kcg.cc](http://www.kcg.cc)



Récit  
MAGAZINE  
January 2017  
ISSUE

## RÉCIT TEAM



### EDITORIAL TEAM

SIMA AL SAFADI  
DR. MUNIR SINNO  
RABIH S. TANNIR



### DESIGN

DESIGN & LAYOUT  
RIWA NADAR

COVER DESIGN  
GHASSAN OMAIR

Récit Magazine is an internal newsletter of the IKK Group of Companies, published once a year and distributed among members of the Group.

To view Récit Magazine online, please go to:

<http://www.ikkgroup.com>



### CONTACTS

**multid**  
Multi-D Beirut

MULTI-D BEIRUT

Phone: +961 1 65 81 01

+961 1 65 85 24

+961 1 84 11 55

Fax: +961 1 841156

Email: [multi-d@ikkgroup.com](mailto:multi-d@ikkgroup.com)

website: [www.multid-ikk.com](http://www.multid-ikk.com)

# CONTENTS

## Highlights

06

**THE IKK GROUP RANKED  
40 AMONGST THE 100 TOP  
COMPANIES IN KSA**

08

**INTERVIEW WITH MR.  
RIYAD OBAID, IKK GROUP  
GENERAL MANAGER FOR  
SUPPORT FUNCTIONS**

11

**QCTC QATAR AWARDED  
"QATAR GAS" CONTRACT**

14

**BMC AWARDED AIRCRAFT  
HANGAR MAINTENANCE AT  
KAIA**

16

**NATIONAL MARKETING  
PARTICIPATES IN THE BIG 5  
SHOW**

17

**UNITECH ADDS NEW  
PRODUCTS TO ITS RANGE**

25

**IKKPF RECEIVES ISO  
9001:2015 CERTIFICATION**

32

**IKK SUPPLY & TRADE  
PARTICIPATES IN THE  
SAUDI FOOD EX**

**IKK** Group of Companies  
[www.ikkgroup.com](http://www.ikkgroup.com)

IKK GROUP OF COMPANIES Headquarters: Jeddah, KSA  
Phone: +966 (12) 627 8888 | Fax: +966 (12) 627 8766  
[info@ikkgroup.com](mailto:info@ikkgroup.com)

I have attended recently a fascinating seminar on how our brain functions, and how many complicated tasks are achieved smoothly and easily in one go.

On a lazy Friday, I sat sipping my organic cinnamon sweetened with pure honey, scrolling down hundreds of Whatsapp messages, most forwarded without any kind of background research. That led me to thinking deeply in how our world is being run today. I started comparing in my mind civilizations and human achievements, old and new, East and West, and I came to the obvious conclusion that our societies are way far from making the proper efforts to understand how things are happening around us, so we build what we have to build for



ourselves, for our children, for future generations and for Mankind in general.

Most of us are not what we could be; we are less because although we have great capacity, we kept most of it dormant and undeveloped. Improvement in thinking is like improvement in sports, in studies, or in music playing. It is unlikely to take place in the absence of a conscious commitment to learn. As

long as we take our thinking for granted, we don't do the work required for improvement.

The essential traits of a critical thinker require an extended period of development, as development in thinking necessitates a gradual process requiring plateaus of learning and plain hard work. It is not possible to become an excellent thinker simply because one wills it. Changing one's habits of thought is a long-range project that happens over years, not over weeks or months.

Experts define 'Critical Thinking' as the 'ability to think clearly and rationally, understanding the logical connection between ideas'. It is therefore the ability to engage in reflective and independent thinking.

Our world is captivated today by a continuous stream of disturbing and shocking headlines, causing the global public to fall into an emotional frenzy.

Fear shuts down critical thinking, and the most dangerous threat to our way of life is a social and globalized economic contagion that undermines the core itself of our human efforts. The destructive result is that some countries are slipping backwards, despite opening up their economies and following the global policy script diligently.

How can we help ourselves? Is it by firstly becoming critical thinkers? Well no, the correct step is by starting to become active learners, rather than passive recipients of information. The process is not 'magical' but it entails using some of our brain's powers that God Almighty blessed us with, basically to get into the habit of seeking to determine whether any idea, argument or finding

represents the complete picture. This is achieved by analyzing and solving problems systematically, rather than instinctively. In every moment of our day spent at work, with family or friends, we need to find relevance and links between ideas, appraise the different arguments, identify inconsistencies and reasoning errors, then reflect to arrive at the best possible solution in the surrounding circumstances, away from emotions and memorization.

How does this reflect in the workplace? It allows every and each one of us room for intellectual self-improvement, to become a better team player, leading to a more creative mindset that will reflect positively on both our personal and professional life. Even in stressful situations, critical thinkers can make sound decisions, using logic to sort out life's challenges and enable effectiveness in making decisions, solving problems and thinking strategically. If this does not happen, it will be then 'EVERY MAN/WOMAN for HIMSELF/HERSELF!'

January, the first month of the new Gregorian year 2017 is the right month for making decisions before the year runs by... and Yes indeed, critical times need critical thinking!!!

***Sima Al- Safadi***



## CHAIRMAN'S MESSAGE

Dear Colleagues,

I like to congratulate you firstly on another successful year at the IKK Group, in comparison with the majority of our competitors and in spite of a volatile and generally challenging economic market situation.

Global macro-economic challenges persist; the world is witnessing slower growth across developed and emerging markets. Corporations across the world are carefully trying to balance tight budgets, control on costs, stock market and investors' expectations. However, this is not a new phenomenon and global corporations recognize that they need to be wise to adapt to changes in the environment.

The IKK Group has an inspiring past and a strong present; it is up to us all to continue our Group's success march to brighter tomorrows. Such a journey requires the qualities of foresight, strategy and preparedness, along with the power of trust. Our inspiration comes from your willingness to believe in our capability to deliver.

The IKK Group recognizes that its real strength lies in its human resources; People are what make this Group great. I would like to sincerely thank you, valued colleagues, for your efforts and active involvement that is the source to motivation and encouragement.

Success for both the Employee and the Company is determined by the Employees' ability to produce. The higher the quality is and the more efficiently work is completed, the higher the benefits are for the Group and for its Personnel. Our business philosophy is to exceed the expectations of our clients by working at a 110% pace, rewarding our clientele with an outstanding standard of excellence. Such cannot be achieved without the commitment, hard work, commonsense and perseverance of each and every one of us. The journey towards excellence will continue by the IKK Group's business ethics: deliver value to all those who depend on us, work with us and invest in us.

Every employee's performance is important, not only to his/her own personal success, but also to the success of all at the IKK Group. We are aboard one sailing ship, and large waves are breaking over the sides. Any kind of accident that may take place is an outcome of a human error in some way. Inefficient or careless crew is the worst liability a ship can have on board. When a ship sinks, it not only takes human lives with it, but also years of hard work, investment, and sentiments.

We urge all members of the IKK Group big family to look at their duties objectively for opportunities to cut out waste and improve quality. We welcome employees' suggestions for improvement, wherever that may be. The combination of continuing innovations, quality products, and a strong corporate family structure, coupled with the IKK Group outstanding people, holds the promise of an even brighter future for the Group!

It is not enough to tell the world that we exist. Let the world know us by our distinction in all what we do. Let us do things our way, the way that leads to excellence.

Thank you!

*Hassan Isam AlKabbani*



Ladies and Gentlemen, Dear Colleagues,

I write to you as the year 2016 is closing, exactly 1 year after my first remarks as CEO of IKK Group in Recit January 2016 issue. A lot has happened over the course of 2016 BUT with the blessing of GOD and with the efforts of each and every one of you, IKK Group is closing the year in “good shape”.

# IKK GROUP CEO WORD

The profitability – and more importantly – the liquidity of our key companies remained satisfactory in spite of the challenging context. We have been able to honor our commitments to all our stakeholders – be they clients, suppliers, bankers, staff or shareholders. At the same time, we have:

- maintained our overall prudent approach with regards to Receivables and Inventory by taking the necessary provisions timely whenever necessary.
- continued our “targeted” investments to improve automation in our factories where required, to increase capacity also where required.

- maintained and, in some cases, even increased our market share.
- retained our key human assets and, in some cases, attracted new talent.

The above is a great achievement and, on behalf of all the Shareholders of IKK Group, I take this opportunity **to express our sincere appreciation for all the hard work, the commitment and the loyalty you – Labor, Staff, Manager – have demonstrated to IKK Group. We are proud to have you as part of the IKK Group family just as – I hope – you are proud to be a part of it.**

What next...what lies ahead of us in 2017? Well the answer is more challenges – some of them similar to what we faced in 2016 and some of them new – AND more opportunities. I will not go into the details of these challenges – you are as aware of them as I am – but I will say that with our track record, I am confident that we can meet these challenges and GOD WILLING transform them into opportunities.

I will close my remarks by addressing a point which is very close to my heart: avoid being “dragged” into a cycle of negativity. Don’t get stuck on negative bullet points circulated via the printed news and more and more via social networks. Read and understand what is detailed behind the bullet points to get the full picture. I say this because nowadays there is a strong tendency by people to emphasize only the problems, the issues, the challenges....and sometimes they do this without

having the full facts!

So I ask you to avoid being dragged into this cycle – YES there are challenges, YES we live in a complex inter-connected world BUT I strongly believe that if we focus on the issues at hand, analyze them from all angles, work as a TEAM, then we can find SOLUTIONS – we have done so in the past and GOD WILLING, we will do so in the future.

I wish you and your loved ones an excellent New Year, may it be filled with health, success and joy AND I look forward to working hard with each and every one of you to keep IKK Group growing.

*Amr M. Al Kabbani*



# IKK Group of Companies' Ranking within the Top Hundred Private Companies in KSA

Dear Colleagues,

I am pleased to announce to all of you that, once again this year, the IKK Group has been ranked amongst the top 100 of Saudi Arabia's largest private corporations for the financial year of 2015, as per the listing released by ' Team One' and advertised December 25<sup>th</sup>, 2016, by "Al-Iqtisadiyah"

The Group has been ranked at number (40) by this organization which specializes in conducting extensive surveys about Saudi Corporations.

The companies are ranked based on various specific parameters and performance indicators which include assets, equity, capital and net profit; although the ranking relies on quantitative data supported by auditors' confirmation, other qualitative factors such as corporate structure, management credibility, working environment and practices are also taken into account, making it thereby a credible index of business in Saudi Arabia.

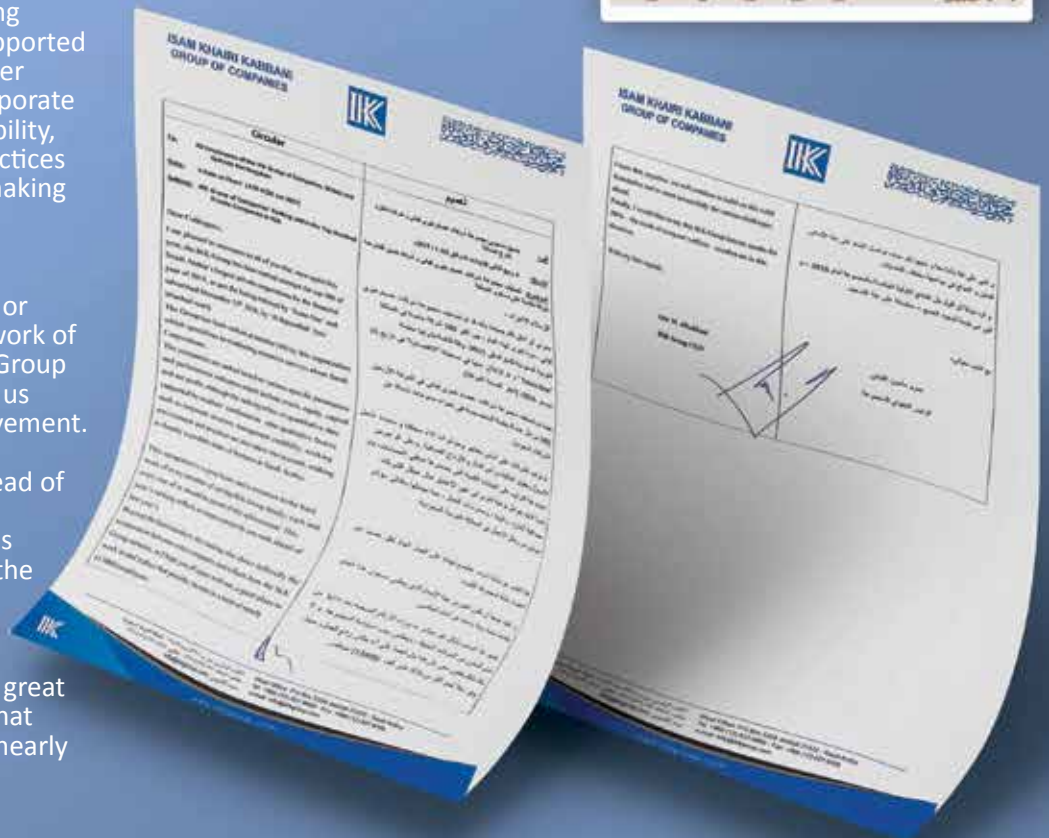
This recognition is a great honor and a testament to the hard work of every member of our big IKK Group family; each and every one of us should be proud of this achievement. This year's ranking reflects an improvement by one rank ahead of last year's. Beyond the hard numbers, this ranking also shows indirectly the cooperation between sister companies and reflects how the IKK Group remains, as I hope you all agree with me, a great place to work in and a place that provides income to a total of nearly 13000 employees.

I trust that, together, we will continue to build on this solid foundation and to meet successfully the various challenges ahead. Finally, I would like to say that IKK Group interim results for 2016 - the result of everyone's efforts - comfort me in this direction.

With my best regards,

*Amr M. Alkabbani*  
IKK Group CEO

The image shows a screenshot of a ranking list titled "Top 100" for Saudi Arabia in 2015. The list is organized in columns, including rank, company name, and financial metrics. IKK Group is listed at rank 40. The header of the list includes the text "2015 Top 100 Saudi Arabia" and "2015 Top 100 Saudi Arabia".



# KCG CENTRAL TECHNICAL OFFICE

**The Kabbani Construction Group (KCG) CENTRAL TECHNICAL OFFICE** aims at maintaining the Company's technical advantage over competitors in the region, and at ensuring homogeneity and up-to-date flow of knowhow across all BMC & A-build regional operations. Since its creation in 2015, this office started to restructure and establish new regional technical offices within BMC operations in the GCC and continues to play a key role, allowing KCG to:

- Share experience and unify implemented methods in all KCG (BMC & A-build branches).
- Implement systematic and professional methods for the preparation, follow up and documentation of all technical records related to The Company's projects.
- Fill-in gaps and share workloads between all regional technical offices inside and outside the KSA with minimum technical resources.

- Collect record and document all the technical aspects of the waterproofing business in the MENA Region; compiled documents will constitute the core of a unique and huge specialized technical library for KCG/ (BMC & A-build) personnel to benefit from.
- Organize in-house trainings and participate in international technical events, aiming at ensuring continuous professional development of the Company's teams, and building strong

relationships with specialized consultants and leaders in the roofing and waterproofing business.

- Attend to the projects' technical requirements prior to, during and after execution.
- Improve the quality of the Company's technical submittals to become more comprehensive, by introducing new techniques and using advanced engineering software.

generating high quality technical submittals and shop drawings with strict adherence to standards, code of practice as well as trade and professional bodies' accepted methods, using the latest engineering and graphic software.

Adding this engineering touch to KCG's waterproofing business helps and allows BMC and A-build operations in the region to reflect full capability and commitment to conduct large scale complicated waterproofing installations for all kind of projects, ranging from residential to mega construction undertakings in the MEA and GCC Region.

**KCG CENTRAL TECHNICAL OFFICE** is rich in its high-caliber personnel that offers full technical support to both BMC and A-build branches, through highly qualified teams of architects, civil engineers, CAD Operators and technical officers who are all capable of





# INTERVIEW WITH MR.

**Riyad Obaid,**

**IKK GROUP  
GENERAL  
MANAGER  
FOR SUPPORT  
FUNCTIONS**

## Introduction

Good evening Mr. Obaid.

*We, at RECIT, aim at making every member of the big IKK Group Family be aware of how the Group is run, and of the highly professional standard followed by the Corporate key players.*

## Q1:

**We know that you brought with you to the IKK Group a long history of professional and educational experience; please tell us about your background.**

I was raised in Jeddah where I completed my undergraduate education, as I joined the 'King Abdulaziz University' and graduated from it with a BS in Accounting.

I joined the 'Banque Saudi Fransi (BSF)' in 1994 where I developed my professional career gradually till 2015, and then I moved to the IKK Group.

Throughout my long career path at BSF, I gained a variety of experiences in several domains such as governance, legal, credit, compliance, HR, and Project Management.

I was also a member in most of BSF committees, among which are the Information Technology Committee, the Compliance Committee, the Human Resources Committee, the Budget Committee and the Risk Management Committee.

I also handled the Management of some projects, like the application of the ALGO System, which is one of the largest bank systems concerned with credit management in all diverse bank departments. In addition, I was for two years, the secretary to the "Chief Risk Officers Committee" (CROC), held at "the Saudi Arabian Monetary Agency" (SAMA), and under its supervision, where policies and credit procedures are issued for all working banks in Saudi Arabia.

Finally, I was in 2013 the BSF Shareholders' Assembly representative at the 'Saudi Credit Bureau (SIMAH)', and a member of its Board of Directors.

All of the above helped greatly in developing my experience and shaping my professional career positively.





Q 2:

**That is really an amazing professional journey!**

**We know that Managers for Support Functions are responsible for the performance of systems and employees. Can you explain about your role, and define your business culture?**

The role of GM for Support Functions is a very diversified and complex one, especially with the KSA regulatory framework which has become more demanding and integrated, requiring more performance development mechanisms, raising individuals' efficiency, the development of services, policies and procedures, control mechanisms, and linkage between the various departments, whether it these are affiliated departments or departments benefiting from its services.

Accordingly, we have started to apply our work mechanism at the 'Kabbani Construction Group' as an initial phase where we have reviewed some of the policies and regulations; we have merged as well the Administration and Human Resources departments, and created also new departments to enhance the performance, for example: the Training Unit where a number of employees were trained during the current year. We developed also organized plans for the following years' training, and have established as well the Benefits & Compensation Unit, starting with an

external consultant for human resources, the restructuring of departments under the 'Kabbani Construction Group' with the aim of developing an administrative scale, a career and payroll scale, all of which is based on each individual's position, in addition to creating a new mechanism for staff management's evaluation. We are also moving forward in this task to connect all services through an automated system; we are nearly at the completion level of the system's initial stage in relation to payroll, vacations and end-of-service bonus.

As for the Business Culture, I believe in institutional work, where a healthy work management is ensured by a package of policies and regulations, in addition to developing systems and defining authorities to conduct the work in a way compatible with tasks assigned to each individual according to his/her administrative position, and accordingly, the individualistic work culture turns into a culture that believes in teamwork within rules, regulations and policies that will enhance performance. A successful completion of the task will pave the way to working at a higher level within the IKK Group.

Q 3:

**How does the proper running of your department reflect on stakeholders'?**

It surely has an effective and direct impact on stakeholders, as providing highly efficient services within the group's departments as by the best systems will reflect directly on employees' performance and thereby will attract qualified candidates, increase profits, reduce costs and protect the interests of the shareholders from loss.

Q 4:

**What are the challenges you are faced with within the IKK Group?**

I can say that challenges in a huge and successful Group like the IKK one with its various business activities revolve around developing appropriate solutions and what it encompasses as procedures and costs, in commensuration with each business activity and size separately. However, such challenge is considered so far temporary, especially with the support of the IKK Group Companies' GMs; we were able to overcome the daily challenges we faced, especially that the GMs believe in the essential and effective role of the Support Functions Department.

Q 5:

**We know you are also involved at the Board of Directors' level. Can you describe your role within the Board?**

Based on the shareholders' willingness to develop the Group to become in

the rank of the Kingdom's leading companies, through application of the highest standards of corporate governance policies, it was a must to reform the Board of Directors, to put a new Charter that complies with these standards, and to reform some of the Board Committees, as well as creating others. I am currently appointed as Secretary to the Board of Directors and Secretary to the Shareholders' Assembly.

Q 6:

**"Tell me how you've approached change." Gerald Hassell, Chairman and CEO of BNY Mellon said. Can you give us an idea about your development plan?**

As I have mentioned before, all those functions I am in charge of at the Group are of different characteristics, and require therefore various development plans. My aim lies in succeeding maintaining an optimal level of performance that serves the best interests of the Group, with full honesty and integrity to God Almighty's satisfaction.

I want to congratulate you on the achievements made since you started at the IKK Group.

Well, I know you have a very busy schedule, so I like to thank you for your precious time, and wish you and your team all the success in your endeavor.



The most successful people know how important it is to have interests and hobbies outside of their work lives. Some of these hobbies are useful and are considered important networking tools, while others are more focused on personal development and pushing themselves forward, while some are purely thrill-seeking and allow people in high-stress jobs to forget about their day-to-day responsibilities.

Isam Khairi Kabbani, our IKK Group Founder and Honorary Chairman, is that remarkable man who had successfully managed a diverse business empire whilst traveling the world to pursue a passion for sailing. In 2001, his seamanship and navigational skills were put to the ultimate test as he raced 811 nautical miles over four exhausting days from Port Everglades in Fort Lauderdale – Florida through the Bahamas and the Windward Passage to Montego Bay in Jamaica.

Fiercely competitive, Isam Kabbani skippered the 60-foot 'Rima' as it battled against other leading sailing boats over one of the world's greatest ocean courses, finishing a close second.

As well as pursuing his passion for sailing, he has also built a business empire now ranked 40 among the top 100 of Saudi Arabia's private companies, with affiliates spanning the Middle East.

A supremely gifted blue-water sailor, Isam Kabbani competed not only against the world's best seamen but also against the oceans and has achieved what few dare dream of, sailing across the world's oceans an incredible ten times. To know more about the amazing hobby of the IKK Group Honorary Chairman, Sheikh Isam Khari Kabbani, a newly redesigned website has been officially launched at [www.ikks.org](http://www.ikks.org)





# Qatar Construction Technique Company (QCTC) Awarded "Qatar Gas" Contract



Qatar Construction Technique Company (QCTC), KCG's affiliate in Qatar has been officially awarded by 'Qatar Gas', one of the largest LNG producing company in the world, a landmark contract in the Qatar Industrial City for repair and strengthening of the berths for the gas ships in the State of Qatar. This area represents a highly significant one for the State of Qatar, as it is where all gas ships stop at docks for the filling of liquid gas for export.

QCTC contract includes the assessment to issue a diagnostic study, tests' analysis, concrete repair, strengthening and painting of existing berths and taking necessary steps for preventing further deterioration.

Awarded docks were built in 1995 -1996 at Ras

Laffan, encompassing the following areas:

- 1- Two Loading Platforms (jetty heads).**
- 2- Two Groups composed of 11 Dolphins.**
- 3- One walkway supporting technical and logistic support.**
- 4- Platforms for the pump house/control Houses.**
- 5- Structural and equipment foundations.**
- 6- Fire water pump house and bund walls.**

QCTC will be working by a tight and critical schedule, i.e. between the shipping operations (non-loading windows), while coordinating all activities with Qatar Gas Operations, in line with their Shipping Schedule where all works including scaffolding shall not affect the mooring operation at all time. All works must strictly comply with Qatar Gas policies and procedures, as well as

following the on/offshore operations procedure by abiding to the high-standard conditions of Qatar Gas safety Policies.

Being awarded such an important contract with Qatar Gas represents a new step ahead for QCTC, especially after being assigned a vendor number for developing the KCG services in Ras Laffan Industrial City.

On this occasion, we take the opportunity of this Recit issue to congratulate the QCTC team, headed by the Company's General Manager, Eng. Bilal Yamak, for this success in acquiring such a landmark contract.





# National Marketing Est. Co. LTD./ NEPROPLAST - CPVC / Flowguard Technical Seminar in Dammam



**National Marketing Est. Co. LTD – NEPROPLAST Conducting CPVC Technical Seminar in Dammam.**

National Marketing Est. Co. Ltd. conducted a special technical seminar for CPVC products for hot water

applications, produced under FLOWGUARD license.

The seminar took place in Dammam and was attended by many consultants, contractors and project managers from

the construction sector, as well as building material and sanitary ware traders. The seminar has been presented by Mr. Yousef Naim from LUBRIZOL International, the main supplier of FLOWGUARD raw.

Marketing Manager presented a brief about the Company and its historic partnership with New Products Industries Co. Ltd. – NEPROPLAST. National Marketing Est. Co. was established in Jeddah as the exclusive marketing partner and distributor of the NEPROPLAST products. With the continuous success and growing interest for the highest quality product, National Marketing was able to expand and cover all of the KSA regions with its 22 branch, plus exporting to many parts of the Region and the world, basing its culture on its clients' trust, and its strong partnership with NEPROPLAST and with the most prominent construction companies and building material & sanitary traders, who play an important role representing the link between the producer and the consumer.

He declared that the main advantage of CpvC product from National Marketing Co. Est./ NEPROPLAST is its utmost reliability & efficient quality guarantee of 50 years, especially the high chlorine resistance due to the high chlorine percentage in the water networks, in addition to its other features like bacterial, UV & fire resistance, making NEPROPLAST cpvc the most environment friendly plastic pipes, plus its easy installation and maintenance.

Mr. Mohammed Al Azzeh, the National Marketing Establishment Co. Ltd.'s

Mr. Al Azzeh highlighted also the main achievement of the Eastern Region, through its branches in Dammam, Hassa, Jubail, Khafji, Hafer Baten, as well as in Naireyah under the management of Mr. Hamed Bader, the Regional Manager of National Marketing Est. Co. in the Eastern Region.





# Unitech FOOTBALL Team

Football is not only a great workout, but also lots of fun, with important health benefits that include:

- Increasing aerobic capacity and cardiovascular health
- Lowering body fat and improving muscle tone
- Building strength, flexibility and endurance
- Increasing muscle and bone strength
- Improving health due to shifts between walking and sprinting





# Aircraft Maintenance Hangars

**BMC** has been awarded the AIRCRAFT MAINTENANCE HANGARS Project at King Abdulaziz International Airport Jeddah in 2015. This key project originally belongs to SAEI–Saudi Aerospace Engineering Industry (a subsidiary of Saudi Airlines).

The construction contract won by TAV Construction-Al Rajhi Holding-Al Habtoor Leighton Joint Venture is worth a contractual value of 800 million US dollars.

The facility consists of 12 hangar buildings, together with aircraft maintenance

and administrative buildings, a closed car park and aircraft parking aprons.

BMC won contract comprises 150,000 sq. m. in roof waterproofing & thermal insulation work, worth 37 Million SAR.

The most important part of the project is that BMC's introduction of a new system of waterproofing with full system warranty to the Saudi Market.



## JIZAN Refinery & Terminal Project



**BMC** has been awarded the refinery tank lining contract of JIZAN REFINERY & TERMINAL PROJECT, which is one of the prestigious projects of SAUDI ARAMCO in the Southern coast of the Kingdom. This project consists of a refinery with an estimated refining capacity to process 400,000 bpd Arabian Heavy & Medium crude oil, a Sea Port and a giant electrical power plant. All this facilities are part of the big economic development plan, Jizan Economic City project.

We signed a contract worth 36 Million Saudi Riyals with Consolidated Contracting Company to supply and apply lining using GSE HDPE membrane in Refinery Tanks and Dyke area with an approximate quantity of 2.2 Million square meters. We successfully executed the application of HDPE membrane of 110 refinery tanks so far and the remaining work of Dyke areas going on. Importantly; we introduced a new material XR-HOTLINER membrane first time to the Saudi Market through this project.



# KCG Commitment to Safety



It is KCG's policy to offer excellent construction practices in the safest possible manner. In order to fulfill requirements of this policy, an organized and effective safety program is carried out at all work locations.

Accidents result in losses due to job disruption and delay, adding those resulting from personal injury, equipment, property or material damage, or a combination of all these factors.

KCG's goal is 'zero accidents'; prevention is the aim of LCG's safety effort, rather than looking only at prevention where potential for serious loss is most apparent. However, any policy is only as good as its implementation. KCG's Management is actively involved with all employees in establishing and maintaining an effective safety program company wide.

Members of KCG's Management Team participate with employees in the safety program activities that include: Promoting safety program participation by all employees; providing safety, health education and training; adapting, reviewing and updating workplace safety rules and regulations. This safety program has been adopted as a standard KCG practice and forms part of its OHSAS 18001:2007 certificate requirement. To reflect its commitment to safety, KCG has recently

renewed its membership with The 'National Safety Council' (USA) and the 'British Safety Council' (UK); both provide a variety of educational opportunities related to occupational health and safety. The two Councils are the global center of excellence for environmental, health and safety, and collaborate widely across industries with top-

performing organizations to share research and best practices. The Councils recognize organizations like KCG, which focus on safety and consider it an essential operations' part.





## National Marketing & News: NEPROPLAST Participation in the BIG 5 Dubai

Neproplast was established in 1969 as the first PVC factory in Jeddah/Saudi Arabia. It stands today also as the leading company in providing solutions for pipe systems. Neproplast participated recently in the BIG 5 SHOW 2016, considered one of the largest trade fairs in the construction sector, held at the Dubai World Trade Centre recently.

Neproplast exhibited its

products in a pavilion surfacing nearly a hundred square meters that included also a VIP room for clients. All types of manufactured pipes were displayed, as well as posters and printed material reflecting pipes' labelled types.

The BIG 5 attracts yearly thousands of visitors from nearly 147 countries; the many visitors to the pavilion showed a great

interest in NEPROPLAST's products.

The Big 5 in Dubai represents a main point of focus for worldwide companies, suppliers to the Region. It is considered a meeting place for exported building and civil engineering professionals both international and local.



**NATIONAL**  
marketing Est. Co. Ltd



Merino Laminates has been the industry leaders for more than 48 years. Its diversified line of products has always been the first choice in over 60 countries.

Showcasing the vast range of world class premium laminates, performance laminates, compact laminates, plywood, pre-laminated boards, post-laminated products and write-on-boards in over 10000 designs, textures, patterns and colors with world class technology has always been the Company's target.

We know how precious your space can be for you, and how you dream of seeing it, be it your kitchen design, your living room interior, your bedroom design or your office interior layout. This is why we invite you to get inspired by the number of elegant design elements applied by Merino to every room of your house.



ECONOMY ♦ EXCELLENCE ♦ ETHICS

**MERINO** || LAMINATES  
THE POWER TO CREATE



*Merino laminates available in Unitech's product range.*

[www.unitech-ikk.com](http://www.unitech-ikk.com)







## Quality and Innovation

Whoever says adhesive, says Bison;  
whoever thinks Bison, thinks adhesive.

Bison has been the market leader for decades in the adhesive and sealant sectors with a market share approaching 90% for some product groups. It is in part the basis for every job because of the unparalleled product range. For (critical) do-it-yourselfers. Securing, repairing, assembling and sealing. Indoors, outdoors, in the garden, the caravan and on the boat.

Opting for Bison means opting for quality. In order to be able to constantly guarantee excellent quality, Bison employs a quality assurance system. This covers the entire process of incoming raw materials, production into the final product and delivery in accordance to prescribed and monitored procedures. This system has of course been ISO 9001 certified, so the end user is assured of the product's high quality.

Available  
in  
Unitech.



**BISON ADHESIVES  
AVAILABLE IN UNITECH'S  
PRODUCT RANGE.**  
[www.unitech-ikk.com](http://www.unitech-ikk.com)



## UNITECH NEWS

# The New Subail office

### *A Workspace with Positive Energy*

Being more organized improves time management, which helps boost productivity at work. Specialists' researches found that adding natural elements, such as sunlight, green plants, and physical movement in the workplace boost's employee's health, happiness, and productivity.



# VISION رؤية 2030 المملكة العربية السعودية KINGDOM OF SAUDI ARABIA

## SAUDI ARABIA VISION 2030

The Saudi authorities unveiled their much-anticipated "Vision 2030" plan, the Kingdom's blueprint for economic diversification over the medium to long term. Spearheaded by HRH Deputy Crown Prince Mohamed bin Salman bin AbdulAziz and catalyzed by the fall in oil prices. The document outlines an ambitious 14-year strategy both to limitate the kingdom from its oil dependency by boosting non-oil revenues, and to place it on a more sustainable fiscal footing by limiting rising state expenditures, expanding and developing its economy.

The 2030 vision focuses on broadening privatization efforts, lifting power and water subsidies across

socio-economic classes, decreasing unemployment, bolstering domestic industrial military production, and spinning off some of Saudi Arabian Oil Co.'s assets into what the kingdom hopes will become the world's largest sovereign wealth fund.



Among the GCC countries, Saudi Arabia has the longest tradition of setting out ambitious economic goals encapsulated in five-year plans. The kingdom implemented its first five-year development plan in 1970, 11 years before the GCC even formed, and finished its ninth plan in 2014.

Nonetheless, compared with its neighbors, Saudi Arabia is a late adopter of grander "vision" plans. Bahrain, the United Arab Emirates and Qatar announced National Vision 2030 plans in 2008, and Kuwait announced its State Vision 2030 in 2010. This longer-term planning represents an important shift for the GCC, indicating a change in the way the Gulf countries are considering their economic futures.

Whereas previous development plans across the region focused on gross domestic product targets and the spending that would surround them, the longer-term visions chart a flexible course for achieving goals less dependent on specific GDP figures.

Since GCC governments need to cultivate more adaptive investment environments and proceed with economic reforms to appeal to increasingly young, educated populations, this flexibility is essential.

The kingdom will introduce structural reforms to improve the efficiency and transparency of the public sector, develop and empower the private sector including reforms to the education system that will align it more closely with the needs of the private sector. Also, spending will be reprioritized to mitigate the negative effects on the economy.



The Saudi Vision 2030 in short outlines broadly the Kingdom's long term plans till 2030. The key part of which is the restructuring of the economy to be less oil dependent. By 2030, the Saudi Economy is expected to be one of the 15 largest in the world. Initial reactions to the announcement were positive, with the Saudi Tadawul All-Share Index (TASI) closing 2.5% higher.



# 11 Qualities That Will Impress Your Boss

## Be Consistent

It's common to have waves of productivity or days, weeks, and years where we give more of ourselves, but consistency is the key. Aim for even output so you don't burn out, and keep your temper directed but professional.

## Think of the Big Picture First

Before you get upset and fire off an angry email or get stuck on a nuanced detail of a project, think about the big picture. If you can remedy the problem yourself, do so. If the project doesn't fit with the company's goal in the first place, talk about it with your boss.

## Be on the Ball

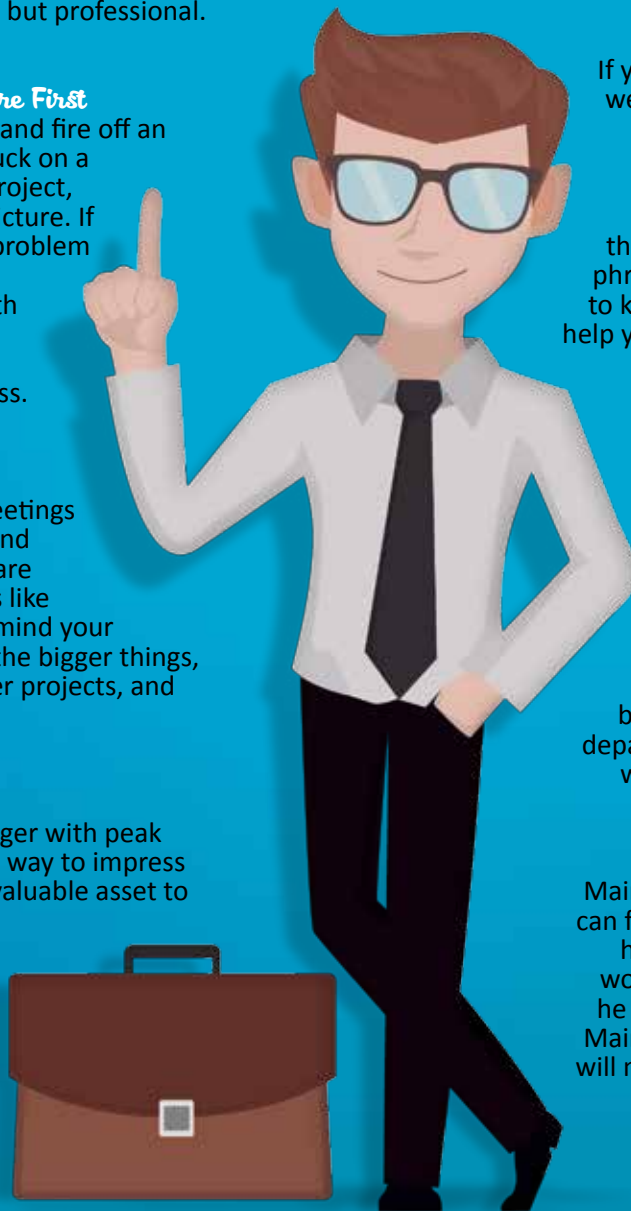
by showing up for meetings on time, with notes and ideas. Showing you care about the little things like appointments will remind your boss you care about the bigger things, like goal setting, larger projects, and personal growth.

## Be Productive

Surprising your manager with peak productivity is a sure way to impress and prove you are a valuable asset to the company.

## Take Initiative

If a process or project is broken or dysfunctional, fix it! Or talk to someone who can. If you don't, who will?



## Be Honest

Lying never helps anyone grow. OK, so it might, but it's not fair. Be honest about your efforts, workload, skills, and needs. Your boss will appreciate your frankness.

## Follow Through

If you said you would do something or were assigned to do something, do it.

## Be Creative

There's a reason why managers throw around "think outside the box" phrase. Creativity is key when it comes to kick-starting your productivity. It can help you out to produce a standout level.

## Follow Up

Following up on project completion can be as important as the project itself. Make sure all the right parties know when you've finished a major task.

## Be a Team Player

It's crucial to speak up for yourself, but don't exclude yourself from your department or unit. Work with your co-workers to meet your common goal.

## Have a Healthy Work-Life Balance

Maintaining a healthy work-life balance can feel like an oxymoron, but it doesn't have to be. Your boss expects you to work diligently and be productive, but he doesn't expect you to live for work. Maintaining a healthy work-life balance will make you a happier person at home and at work.

### **Vitamin (C) is a Natural pharmacy**

*There is a strong appetite for ingesting vitamin C specifically in the winter. Many persons resort to taking vitamin C tablets for strengthening the body's immune system and enhance the body's reservoir of vitamins.*

*The German News Agency reported from the German Society for Nutrition urging to eat fruits and vegetables for obtaining the necessary doses of vitamin C, found in peppers, potatoes, turnip, and particularly in the citrus fruits, especially when in juice form.*

# SEVEN BENEFITS OF HOT PEPPER

Chili entered in the human diet since more than 7500 years BC; its cultivation was limited to South America from where it spread all over the world when discovered by Christopher Columbus.

Nutritionally, chili contains high amounts of vitamin C, and of the Beta-Carotene compound that turns in the body to vitamin A as needed. In addition, chili provides vitamin B, as well as iron, magnesium, and potassium.

People who like to eat hot peppers may be confused about its impact on human health, as many believe that the burning sensation may cause health damage. In fact, the compound Capsaicin found in hot peppers, responsible for the burning taste, has received great attention within the scientific community; accumulated research and studies have shown its benefits to the human health that can be summarized as follows:

### **1- Fights cancer**

Studies revealed that capsaicin can cause cancer cells in the prostate to 'commit suicide'.

### **2- Helps in Weight Loss**

Numerous studies have shown that the Capsaicin would increase the speed to burn fat at a rate of 30% , stimulating at the same time the feeling of satiety for several hours of consumption. It is worth mentioning that the consumption of Caffeine found in coffee or tea after chili increases the Capsaicin effectiveness.

### **3- Contributes to the treatment of gastrointestinal-disorders**

Studies indicate that Capsaicin may help in the eradication of bacteria that causes acidity and heartburn which raises the risk of ulcers and stomach cancer. Studies show that consumption of chili does not cause any dysfunctional damage to the stomach or intestines' lining; to the opposite, it protects these organs from microbial infections.

### **4- Plays a role in the prevention and treatment of Diabetes**

Canadian researchers confirmed that Capsaicin may lead to recovery from Diabetes type 1 (Insulin-dependent). It has caused a decline in insulin and glucose levels following meals, in comparison with those cases where hot peppers were not consumed.

### **5- Lowers the risk of cardiovascular diseases**

Studies have shown that Capsaicin may reduce the level of cholesterol and triglycerides, and prevents blood platelets from gathering.





## 6- Relieves migraine symptoms

Capsaicin may help in the treatment of migraine, because it inhibits the nervous compound called P which is responsible for pain feeling.

## 7- Reduces sinus congestion

Capsaicin inhibits sinuses discharge, and has also anti-bacterial properties that fight sinus infections.

# Four exercises to cope with knee roughness

Knees are of a great deal to the body, as they relate to the ability to walk, stand and move in general; perhaps the most common and important problems that we face with age is the knee roughness, so in order to have solid knees, following are some exercises that we should all do daily.



## First Exercise

In a sitting position on the edge of a chair with a straight back, extend your right foot completely upfront, then bend then bend it and keep it still for 20 seconds; repeat in three sets.



## Second Exercise

In a sitting position, keep straight back, extend leg upfront bending your foot front and swing your leg lightly, up and down 20 times; repeat in 3 sets.



## Third Exercise

From the previous situation, bend the foot and draw small circles outwards and inwards 10 times; repeat in 3 sets.



## Fourth Exercise

In a standing position, bend foot front up, then lower it down, then move it up, paying attention to keeping the leg straight so the knee is not hurt.



Isam K. Kabbani Plastic and Insulation Factory (IKKPF) is proud to announce that it has recently been awarded the ISO 9001:2015 certification on Quality Management System, reaffirming the Factory's commitment to quality.

This certification was awarded by 'Intertek', the world renowned certification body who conducted the final audit on November 3<sup>rd</sup>. 2016 at the Factory's premises in Dammam, to ensure that the Factory's management system meets the latest requirements of the international quality standard which is the ISO 9001:2015 version.

With this certification, IKKPF became the first IKK Group Company to get certified as per the new ISO version. The certification scope includes the manufacturing of electrical plastic cables insulation and fittings, and is fully in line with IKKPF strategy of encouraging a team-oriented approach on

all business processes, focusing on the best interest of its customers, stakeholders, staff, and management; quality, excellence and innovation have always been the core objective of all IKKPF operations.

Throughout the implementation process, the Management and Staff conducted several brainstorming sessions with the aim of streamlining and improving the management system and documentation procedures, while training all its staff on the benefits of the ISO certification and the role they have to play to provide the Factory's customers with unique solutions that exceed their expectations.

The certification will open a new horizon for IKKPF to enter new markets and create an edge over its competitors.

We take this opportunity to congratulate IKKPF Management and Staff for this excellent achievement.



# THE BIGGEST FINANCIAL MISTAKES THAT ONE MAKES

*Financial mistakes are very common and its impact remains quite long, so be industrious to achieve your financial ambitions.*

## **LACK OF PLAN**

Planning is necessary to determine when is debt to be repaid, or when attempting saving. Imagine a financial position you want to reach in the next six months and find your way through it.

## **DISREGARDING SMALL EXPENDITURES**

You may believe that a Coca Cola bottle or an ice cream box is a simple expenditure that does not cost a lot, but small things compile to become amounts of value. You can, for example, save a lot of money each year by simply saving money spent on your daily coffee.

## **LIVE THROUGH BORROWING**

If you rely on borrowing heavily, you will never reach your financial aspirations. You have to learn to control your consuming trends and set a strict budget for your expenses.

## **LACK OF SAVINGS FOR EMERGENCIES**

You never know when you might need money in emergency situations, so you have to put aside some of your monthly income.

## **HAVING A JOB BUT NOT SAVING FOR RETIREMENT**

There will come a time when you will not be able to make money, but you'll definitely need the money to spend on your needs, so you should save some of your income for your post-retirement.

## **LAZING ON USING PROPERLY ADDITIONAL JOB BENEFITS**

Read the benefits provided well to ensure maximum use of them. These benefits may include a subscription to the gym, discounts on electronic devices and other benefits.

## **RENT OR MORTGAGE DEBT EXCEEDS YOUR ENERGY**

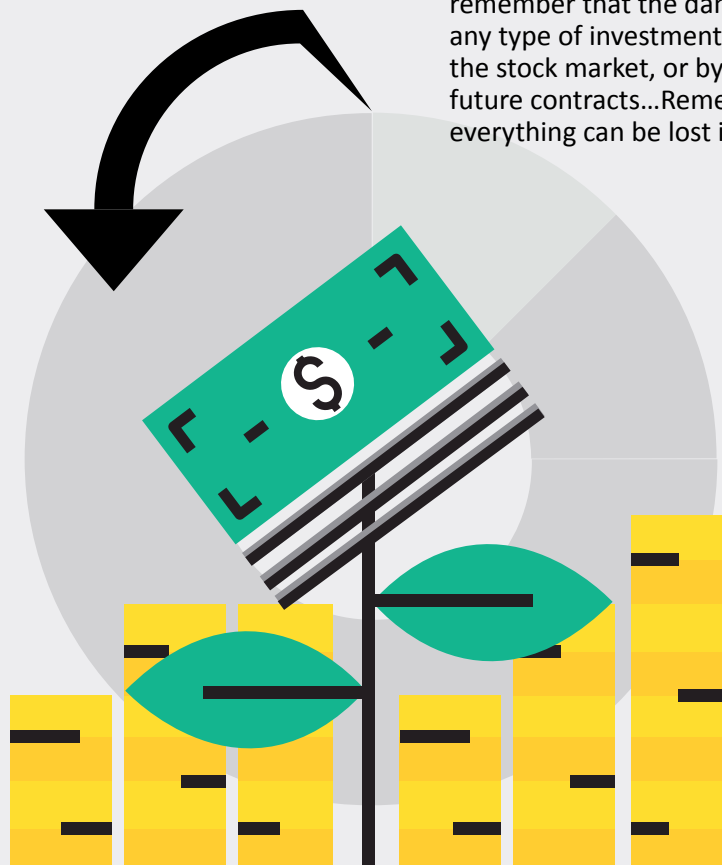
You may realize at some point that you are living in a house but cannot cover its expenses, and you may not need much of its features.

## **DO NOT SURRENDER TO DECEPTION**

People will try to cheat you all the time to get your money, whether in legal or illegal ways, so if anyone calls you or sends you an email about investment returns that seem high to an irrational point, be careful so not to fall to the trick as you may use your monies.

## **THE BELIEF THAT YOU ARE NOT INVINCIBLE**

Do not you think you are invincible. Make wise investment decisions and remember that the danger lies in any type of investment, whether in the stock market, or by investing in future contracts...Remember that everything can be lost in a single day!





# FOUR BASIC FOODS TO HELP YOUR BODY GET RID OF TOXINS

Body toxins cause significant health problems to many, especially those related to the extent of the liver's ability to function in getting rid of such toxins.

Here are the four most prominent foods and drinks that, if ingested daily, will help to clear our system.



## Green tea

Green tea supplies our body with a range of antioxidants that strengthen the liver functions and accelerates its activity. It also enhances the body's immunity and endurance level.

## Ginger

Is also rich in antioxidants, and helps to take care of the digestive system.

## Cabbage

Plays a big role in helping the body to drain its excess fluids, which works naturally to detoxify the body.

## Garlic

Eating plenty of garlic stimulates the liver to produce enzymes that help to remove toxins and to clean the digestive system.



## www.sfssp-ikk.com

The 'Specialized Factory for Steel Products (SFSP)' announced recently the launch of its new website, designed and developed to ensure compatibility with all kinds of web surfing tools on various platforms. Its interactive features allows now a better navigation and access to its various rich information sections.

SFSP's Chief Planning Officer, Mr. Talal Al Safadi, explained that 'the goal is to provide the website's visitors with an easier way to learn about SFSP's services, products and solutions, and also to allow them to browse information based on their own choice.

Current and prospective clients will find useful information about SFSP's products on the website's homepage.

Our thanks go to the amazing SFSP and to our sister company Multi-D's

# A NEW INTERACTIVE WEBSITE FOR SFSP

staff for dedicating the time and effort to make this site available', Mr. Al Safadi concluded.

The website has been developed by Multi-D using the latest HTML 5 and CSS3 coding disciplines.







# SIGMA *Certification* BY 'UNDERWRITERS LABORATORIES' (UL)

'Sigma Factory Steel Products' has been certified by 'Underwriters Laboratories' (UL) for its Cable Management Systems (Cable Tray Range).

'Underwriters Laboratories' is an American worldwide safety consulting and certification company, that conducts testing, inspection, auditing, advising and training services to a wide range of clients, including manufacturers, retailers, policymakers, regulators, service companies, and consumers.

This certification is an additional success of the factory, especially after the remarkable enhancements that were done to its production lines, while the automation of its production processes remained ongoing.

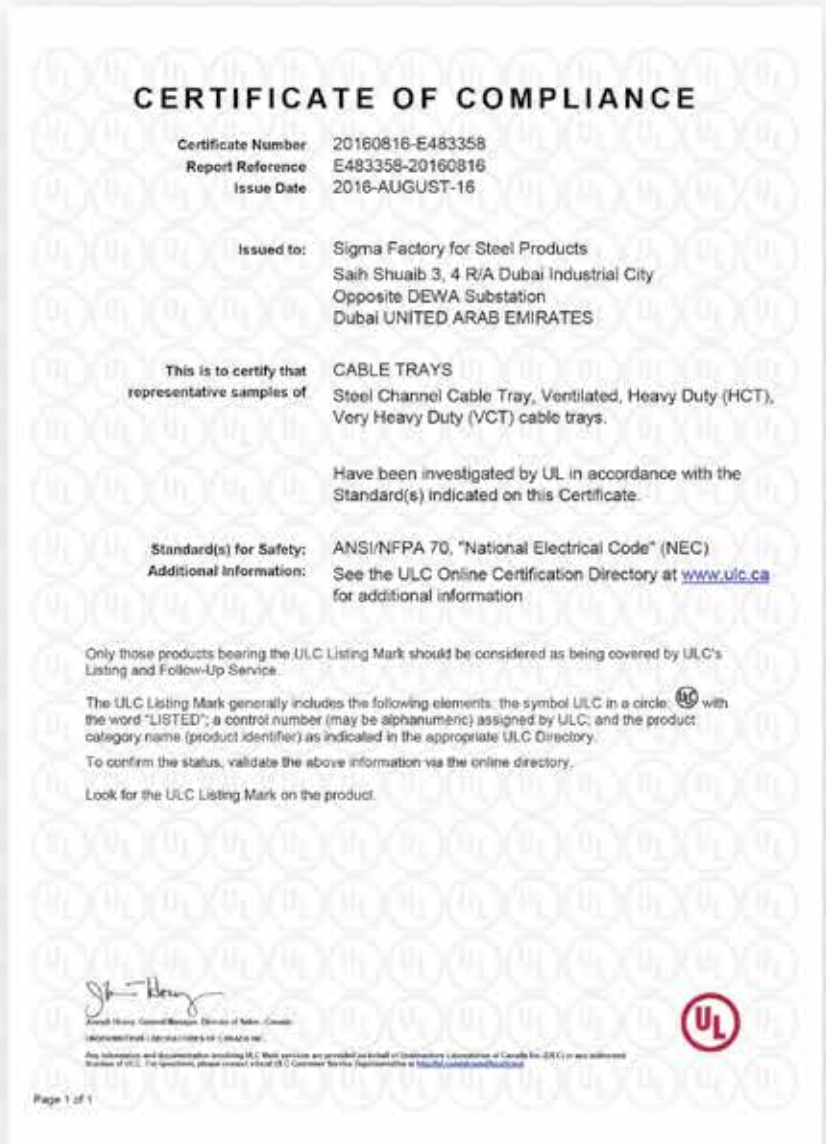
**The range of certified products are:**

- HDG Cable Tray  
100/ 150/ 200/ 225/300/ 350/ 400/ 450/ 500/ 550  
600X50X1.5mm.
- HDG Cable Tray  
100/ 150/ 200/ 225/ 300/ 350/ 400/ 450/ 500/ 550/ 600/ 650/ 700/ 750/ 800/ 850/ 900/ 950  
1000X50X2.0mm.
- Four different types of the HDG coupler and connection existing range.
- HDG Fish plates.

The products were tested, certified and approved for:

- **HDG Coating.**
- **Electrical continuity.**
- **Loading capacity.**

In a special announcement, Mr. Talal Al Safadi, thanked all those who worked hard for achieving such positive results, especially Eng. Rami Sabouneh who sponsored this project representing UNITECH, as well as Eng. Sameer Khatib and his team who represented SFSP.



1

### Upholstery & Curtains Textile

Working hard to be a brand name in different aspects of home decoration and elegance, Al Kabbani Co. gives high attention to upholstery and curtain textile as subject of its main interest in order to supply our customer with the finest curtain models.

2

### Curtains

We provides several types of curtains such as metal vertical blind, wood venetian, roman shade and all kind of curtain system.

Our curtains can be used either manually or with motors, they were carefully chosen among a variety of fabric in high quality and softness, managed by professional hands to give our customer satisfaction with creative designs and quality.

3

### Curtain Tracks & Motors

Our tracks are confirmed to the international and European norms of Security and quality. We provide variety of tracks with different stylish designs and colors suitable for palaces, offices also in the hospitals by using either manually or by motors. We serve the customers for using the curtain track in homes and also for the big projects such as hotels & banks by using the curtain by motors.

4

### Home & Shutter Doors

We are manufacturing rolling shutters, materials are MADE IN SPAIN EXPALUM.

We provide it for all kinds of windows and all kinds of garage doors from solid Aluminum and sandwich shutters with warranty after installation for maintenance in all palaces in Saudi Arabia. With the industrial progress for the doors industry, we provide Italian folding doors (Forte) and Italian leather doors that can be used for all halls.

5

### Gardens

Creating beauty is our specialty. Al Kabbani for Decoration provides unique outdoor furniture, sun umbrella, tent, chair, and swing chair that fulfills the aesthetic aspect of your garden, park, or room.

#### Company Establishment

1979

#### Jeddah Textile Main Branch Opening

1984

2005

2014

Jeddah Curtains & Doors Branch Opening

Operating the Main Workshop

Operating the Curtains & Doors Factory



Available on the App Store



ANDROID APP ON Google play







القباني للديكور

Al Kabbani for Decoration

## Our Vision for 2017

In Al Kabbani for Decoration we are aiming to provide services that are corresponding with the upcoming era. We have equipped our new factory with the only Ultra Sonic Cutting Machine in Saudi Arabia, and it's the second in the Middle East.

We are also developing the technical aspects in our field to provide our services digitally. We have built Al Kabbani for Decoration App in order to make it both faster & easier for our customers to reach their needs. We will keep working on this field in order to become the bench mark for our competitors.



# Isam Kabbani Company of Supply and Trade in the Food Fair



# 'Foodex Saudi Arabia'

The annual food exhibition 'Foodex' was held in Jeddah from 21 till 24.11.2016, under the patronage of His Royal Highness Prince Fahd bin Muqrin bin Abdul- Aziz Al-Saud. It took place at the Jeddah International Exhibition and Convention Center (Al-Harthy), where IKK Supply & Trade was represented in a large booth displaying international suppliers' products of which IKK Supply & Trade is the exclusive agent and distributor in Saudi Arabia.

Over the past three years, IKK - Supply & Trade has been expanding & diversifying its products' range by incorporating items that are not traditional for the Company. Examples of such items are:



1- Frozen items (Kibbeh, Samosa, Manti, and other Turkish pastry) produced by the Turkish company "Tokana".

2- Children confectionary (marshmallows, biscuits, jellies and cookies in shapes of cartoon characters and sports figures), supplied by "Bon Bona", an Emirati company that represents the Space Toon channel.

3- Condiments & Sauces supplied by "TAT", Turkey's largest producer of tomato paste. IKK is gradually listing its products at supermarkets, and those products include (ketchup, peeled tomatoes, mayonnaise, pickles, and Turkish Labneh).

4- More flavors of Stuffed vine leaves (dolma) as well as Greek stuffed pastries are also in the pipeline of new items. "Palirria", the world's largest company in producing stuffed vine

leaves is now offering various flavors of Dolmas & frozen pastries.

5- Rice in different blends & varieties is also marketed by IKK Supply & Trade under the Victoria & Al Basha brands. Currently four different types of Basmati rice are marketed (Bukhari Basmati, Biryani, steamed, & Parmal). The sizes of the rice bags that are offered are 5, 10, 20, and 40kgs.

Our company sells its products to wholesalers, supermarkets, restaurants, hotels, bakeries, and pastry shops...

Represented also were IKK Supply & Trade brands (Victoria, Al-Sawsan, and Al- Basha) with its various marketed items (olive oil, vine leaves, yeast, hummus, cheese, rice, milk powder, and lemon juice).

Furthermore, IKK Supply & Trade has offered Foodex visitors a host of selected items to taste, such as Bashak soup, Victoria & Al Basha Basmati rice, Incolac & Victoria cheeses, TAT Pickles, Palirria flavored dolmas & Palirria Greek pastries.

The brands that IKK Supply & Trade sells through are :

- **Company Brands:** (Victoria, Al-Sawsan, Al-Basha).
- **Suppliers' brands :** (Palirria, Incolac, Başak, Al-Amir, Serjilla, Tokana, Bruggmann, Bonbona, & TAT).

