A PEEK INTO THE WORLD OF AL HATHBOOR
FROM THE CEO ...

Dear Colleagues,

This past year has had a noteworthy impact on all of us. I would like to thank you for your devotion and efforts. 2016 is here and the year ahead will bring its own challenges but I’m sure by working collectively, keeping focussed on our priorities and putting our customers first we can realise our ambitions.

These will certainly continue to be my priorities and I am convinced I can count on you to do the same.

As we step into 2016, I see that the business environment offers new paths of improvement. I cannot reiterate enough how it ought to be the Year of Perseverance to realize increased profitability and improved competitiveness.

The critical phrase that I would like you to focus on as we usher in the New Year is ‘Physical & Mental Health.’ We need strong individuals to enable us pull together as a group. After a storm, comes the calm. After the winter, a tree becomes stronger. We will turn the obstacles into an opportunity to reach the next level.

I wish all of you and your family the best of Health and Happiness in 2016!!

Sincerely,

M Salahuddin

Please Note:

Echoes is a news magazine from Al Hathboor Group that is meant for our employees and business associates. Although, immense care has been taken to make it error free, we request our esteemed readers to bear with us in case of any mistakes and omissions.

A spelling error was made in the name of ‘Professional Laundry Equipment Trading’ in the back cover page of the previous issue. We deeply regret the oversight.

Help us improve Echoes with your participation. Please send your feedback, comments, contribution and suggestions to echoes@alhathboor.com

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Diwali - The festival of lights reminds us of the festive season of joy, splendour, enthusiasm and happiness. This year as well it lit up the lives of the members of AHG. The teams spared no effort to enliven the festive spirit.

The CEO in his traditional manner provided anecdotes for a healthy living and wished every member a healthy and joyous year ahead. All the HODs and seniors too, wished everyone a very Happy Diwali! A huge lucky draw was undertaken by our utterly special support staff. The best performing employees of Quarter 3 were awarded amidst everyone’s presence and each was complimented by their respective senior justifying the win to the entire staff as to why they deserved it. Going forward, the decision for awards to be half-yearly was declared. The employees feasted on the authentic Diwali delicious Indian food, sweets, deserts, dry fruits & snacks.

Festive occasions are a chance to shed the sober and serious office appearance and interact with colleagues and that’s precisely how this day passed!

COMMEMORATION DAY - SALUTING THE MARTYRS

‘Commemoration Day’ recognises the sacrifices and dedication of Emirati martyrs. Earlier in 2015, His Highness Shaikh Khalifa Bin Zayed Al Nahyan, President of the UAE, decreed that November 30 would become an annual public holiday to remember and honour the martyrs. As a show of respect, the ‘one-minute silence’ was observed by the AHG staff at 11.30 a.m. during the Commemoration Day.

UAE - HOME TO THE WORLD

The celebration of the 44th National Day reflected the pride and glory we all have for this great country and reminded us of the sacrifices of our founding fathers. The entire AHG along with its offices and showrooms were lit up! UAE flags and the illumination marked their presence in the magnificent celebration of UAE.
AL HATHBOOR - AVON JOINS HANDS WITH ASTER DM

Mr. Salahuddin and Ms. Alka Uttamchandani, NSM - AVON announced the association of AVON with Aster DM Health care as the ‘Medical Partners’. Not to forget its October and AVON kept up with the tradition of spreading Breast Cancer Awareness all throughout the month by participating in multiple seminars. Due to its remarkable efforts towards the cause, AVON was awarded with a ‘Certificate of Appreciation’ by the Dubai Health Authority (DHA). This award was given by the hands of Dr. Nahed Abdul Khaleq Monsef, Director - Health Affairs Department, Primary Health Care Centres (PHCS).

AVON FELICITATES ITS STAR MEMBERS

AVON held a memorable event at the Le Meridien Hotel, Dubai, owing to numerous reasons of celebration on the 2nd of October, 2015. This event celebrated the success of AVON’s Star Members’ outstanding performances.

It also launched its first ever make-up range - ‘Premiere Luxe’ at the event.

AGA GET-TOGETHER FOR EMPLOYEES

An initiative was undertaken by the AGA Team on Friday, November 27. The Team enjoyed a lunch at ‘Barbecue Delights’ with Mr. Mohammed Abdul Saleem - Division Manager. The CEO appreciated the gesture and strongly recommended that all HODs plan the same to increase camaraderie and improve quality of working environment & efficiency levels.
The Big 5 is a four-day event being held from 23rd to the 26th of November, 2015, at the WTC in Dubai. GMES has been participating in the BIG 5 exhibition for more than 2 decades. They exhibited two of their prominent brands ‘WD-40’ and ‘BISON’ mainly focused at the construction segment. The stand was well positioned in hall 4 with an assortment of informative posters. A unique tower structure fashioned out of Montage kit was the highlight of the products’ association with world’s tallest Building – Burj Khalifa. Mr. Salahuddin along with Ms. Namita Shrivastava, Executive - Corp & Media Comm. also attended the event on its second day. ‘BISON’ was also an exhibitor in Hall No. 8. They used one of their displayed adhesive products to generate a combination of pulleys into a web-like game area. Each visitor was to try their hand at separating the attached pieces of wood. This created quite a buzz and many tried their hands at it further strengthening the brand’s presence.

Mr. Paul Middel, Partner, Rob Uytewillegen, CEO, Danny Witjes, CFO, Frank Haaga, Sales Director – MEA and Pierre Fargeux, International Sales Director from BISON ventured into business discussions over lunch with Mr. Salahuddin, Mr. Shetty and Mr. Deepak Bhatkal.
GMES - BISON’S GLUE MASTER TRAINING ENTHRALLS ALL

BISON has been closely associated with GMES for several years. A three-Day seminar from October 5 - 7, 2015 on the ‘Glue Master Training’ was conducted at the BISON GDT office. Mr. Jayaraj Menon, Mr. Swaroop Kumar Ullal – Senior Sales Executive, Mr. Sreekumar Shridharan – Sales Executive and Mr. Prajeesh Pradeep – Sales Engineer represented GMES.

It provided a real time experience to all of 20+ participants highlighting an understanding of how the end-user do their job with adhesives and how to make product selection based on different applications. Quiz competitions were held amidst the sessions on each day and Mr. Prajeesh Pradeep secured a win on the first day itself.

The delivery of the sessions, the involvement by the participants, the cruise, the dinners coupled with the leisure tours made it a memorable time to remember.

EMEESCO - MECHANICAL IN ADIPEC 2015

EMEESCO - M along with its 3 major principals, WD-40, Crosby and Loctite participated in ADIPEC-2015 held in Abu Dhabi from November 09 to 12. EMEESCO has been a regular participant in this premier event which is the largest Oil & Gas exhibition in the region.

GMES HOSTS SKF SEMINAR FOR KEY CUSTOMERS

GMES explores ways to further strengthen its 3-decade long partnership with SKF, world’s largest manufacturer of rolling bearings. A half-day seminar was organised for all GMES priority customers at the Mövenpick Hotel on the 19th of November. Due to the positive feedback they intend to plan a similar format event in the coming year.
TOP OFFICIALS FROM CROSBY & LOCTITE VISIT GMES

LOCTITE

Mr. Bernd Hammer - Global Market Development Manager (Oil and gas refineries) and Mr. Ziad Anis - Industrial sales manager from Loctite visited the GMES warehouse on November 14. As a part of the meeting agenda, discussions were held and possibilities were explored to increase Loctite sales in UAE.

Mr. Bernd Hammer and Mr. Ziad Anis of Loctite with Mr. Bhatkal and Mr. Shetty

CROSBY

Mr. Willy Caubergs - M.D., Crosby Europe and Mr. Tabuteau visited the GMES sales office to discuss market conditions and future trends with a focus on improving the Crosby sales in UAE.

Mr. Bhatkal & Mr. Shetty with Mr. Caubergs and Mr. Tabuteau of Crosby

NDC TEAM VISITS EMEESCO - MECHANICAL

As a part of ADNOC Group of Co.s, NDC operates a large fleet of land rigs, offshore rigs & island rigs as well as multipurpose service barges. EMEESCO has been a preferred vendor for NDC for countless years and possesses a rate contract to supply all EMEESCO products with NDC.

Mr. Melvine Lemos – Key account Manager (EMEESCO) with NDC officials

As part of their ‘Vendor Inspection and Appreciation’, NDC team comprising of Mr. Pranavkumar Dave – Senior Procurement Officer, Mr. Ahmed Al Meharrami – Procurement Officer, Mr. Ali Fahd El Binni – Vendor Management Officer and Mr. Jasem Mohammed Al Hebsi – Procurement Officer visited EMEESCO and GMES warehouse in the last week of October 2015.
OWN YOUR HEALTH

QUICK SEATED EXERCISES FOR THOSE WHO SPEND TIME WORKING ON COMPUTER ALL DAY !!!

1. 10-20 seconds 2 times
2. 10-15 seconds
3. 8-10 seconds each side
4. 15-20 seconds
5. 3-5 seconds 3 times
6. 10-12 seconds each arm
7. 10 seconds
8. 10 seconds
9. 8-10 seconds each side
10. 8-10 seconds each side
11. 10-15 seconds 2 times
12. Shake out hands 8-10 seconds
Congratulations! Best Employees of Q3 - 2015

Aravind K Hegde
GMES

Vinodhara H N
GMES

Brigson Titus
AVON

Riza Agliam
AVON

Sapna Deepak
AVON

Shihab M A
AHI

Bini Sajimon
AHI

Prem Sagar
AHI

Umesh Sharma
AHGT

Krishnaveni R
AGHT

Ganesh S KHOT
IIS

Abdul K P Manzil
IIS

Harish Ponnala
Martinizing

Saidul Islam
Martinizing

M Sahabuddin
Martinizing
Congratulations! Best Employees of Q3 - 2015

Abroosh M Basheer  
PLET

Sijesh T D  
PLET

Afzal Miyan  
Central Accts.

Wasim Al Maghout  
HO

M Ali Saif A Qudaid  
HO

Ashiq P A Azeez  
EMEESCO

Shakeel K Veettil  
EMEESCO

Jayesh K  
AHE

Anil N Veer  
AHE

Rajaiah D S Pedda  
PCG

Khaleelur R M S A  
PCG (Switchgears)

Suman MD A Latif  
GMES
Al Hathboor International - Visits from Principals

ARMOR ALL
Mr. Waldemar Paszkiewicz - Marketing Manager for Middle East & Europe, Armor All visited our AHI sales office after taking over from Mr. Robert Coleman. Senior Division Manager, Naresh Bhatia gave a Presentation on distribution and discussed concerning the development of Armor All in UAE. As Armor All is available in more than 2000 outlets in UAE, Mr. Paszkiewicz was immensely pleased and sent an appreciation note reading – "Kudos!!! To Armor All team".

Armor All team from UK comprising of Mr. Phil Cobham - EMEA Sales Manager, Mr. Paszkiewicz, Mr. Pearce & Mr. Rob Pickard - Managing Partner visited our head office to celebrate Al Hathboor and Armor All’s 25 years of successful partnership with ADNOC. Mr. Waleed Mohammed Moosa Taher, C-store department category manager (ADNOC) was honoured by AHI & Armor All and the event was followed by cake cutting.

KORES
Mr. Henry Abrahamian - Regional Sales Manager, Kores at our sales office with Mr. Bhatia and the Kores Sales Team on October 12, 2015.

COLART
Mr. Len Archer – International Sales Manager, Colart and Mr. Jake Kersy – International Sales Manager, Colart at our Zabeel Art Showroom, Karama with the Team on September 14, 2015.
News Bulletin

Al Hathboor International - Visits from Principals

ALTECO
Alteco has been handled by AHI Art and the Stationery department for over a decade. Mr. Gary ER S. H. (Sales Director – ALTECO Chemical PTE LTD.) visited our sales office on August 04 and appreciated the work done to promote ALTECO in Dubai.

ACCO DERWENT (UK)
Mr. Martin Laina - Export Sales Manager, DERWENT undertook the Product Training for new Derwent products at the AHI office. Factors like marketing reports, initiatives to enhance Derwent position in the marketing and existing strategies were discussed with the Derwent Sales & Marketing team.

DALER-ROWNEY
Mr. Mark Kernick - Export Director, Daler-Rowney visited our head office to review the Sales & Marketing projects and plan marketing strategies for next 5 years on November 31, 2015.

SAKURA (Japan)
Mr. Kazushige Tanaka – Overseas Sales Section Manager & Overseas Business Division Manager, Sakura (Japan) at our sales office with Mr. Bhatia and the Sakura sales team on October 15, 2015.

OOW Fiesta 2015
AH International participated in OOW Fiesta 2015 with the support of 3 of its key partners, Daler Rowney, Nataraj and Kores. This was attended by Mr. Niraj Pandya, Deputy GM - International Business & Ms. Priyanka Narvekar, Marketing Manager - International Business from our principals. The event was considered a huge success.
POWER CENTRE GULF (SWITCH GEARS) EXECUTES MAJOR OVERSEAS CONTRACT

Power Centre Gulf (SWG) successfully completed the Factory Acceptance Test (FAT) of panel boards assembled in its facility at Ras Al Khaimah for the Police Dept. of Sudan, recently. The technical team from the client who witnessed the test expressed full satisfaction & appreciated the high quality standards maintained by the facility. The client promised to come back with their new requirements for their upcoming projects towards the end of Quarter II of 2016.

During the last two years PCG has been involved from design to execution of several large orders for LV panels worth millions of dollars with the technical support of ‘Schneider Electric’ for large projects both outside and within UAE.

NEW JV WITH TURKISH COMPANY

DOGUS has been our esteemed partner for over two decades. They visited our head office to discuss the future plans between AHG and DOGUS.

Mr. Abdulla Al Hathboor - Chairman, Mr. Salahuddin - CEO, Mr. Jaiganesh - GM (Finance), Ms. Muntaha - GM (Administration), and Mr. Bhatia with Mr. Erdinc Oz - Foreign Trade Manager, and Mr. Erol Deniz - GM from Dogus on December 13, 2015.

The meeting concluded as both the companies decided to sign a JV at the end of it.
Spotlight - Mr. Janga Gangarajam

Office Assistant, AGA

Mr. Janga Gangarajam is known to all - the old and the new. We know him as a man of perseverance, a man of honour and a man with a heart of gold. He is an honest, god-fearing man that does not fail to comprehend his duties and takes each day as it comes.

He has been with AGA since 1987. The loyal employee and a proud father has one of his sons - Mr. Lingaiah Janga & a Grand-son-in-law - Mr. Sriniwas Choppari working at AGA as well.

Mr. Rajam has successfully built a Church in his home-town - Pormalla, Telangana to thank the almighty for all that has been showered upon him. It took him 25 long years to cover this mammoth task at hand until 2015.

He has much to celebrate as well as he is a father of three - two Sons & a Daughter. Adding to the happiness are 6 grand children - three grandsons & three granddaughters.

He takes pride in his family and is happy to share that the not-so-old looking man is a Great grandfather to two girls and a boy!!!

Mr. Rajam in his youth

The CHURCH
WELCOMING THE NEW JOINEES TO THE AL HATHBOOR FAMILY

ARABIAN GULF AGENCIES
Rajesh Koppulu - Sales Manager

AL HATHBOOR ENTERPRISES
Mohamed Jowfir – Warehouse Assistant

AHE
Nazira Mogral - Sales Coordinator
Rinku Majeed - Storekeeper
Aqib Javed - Driver
Jiss George – Import / Sales Coordinator
Mashoque Ali – Warehouse Assistant

AL HATHBOOR FOODS
Sandeep Sukumaran - Brand Manager
Johny N George - Sales Executive

AHGT
Said Ghafoor – Warehouse Assistant
Syed Mukarram - Warehouse Assistant

AVON COSMETICS & BEAUTY PRODUCTS TRADING
Lalitha Jeena Prasad - Area Sales Supervisor
Maricar De Leon - Area Sales Supervisor
Abeer Farooq - Business Development Manager
Abhinand Puthiyapurayil - Warehouse Assistant

AHI
Muhammad Nadeem - Warehouse Assistant

EMEESCO (ELECTRICALS)
Shafira Muthirakkalayil - Sales Coordinator

GMES
Jumma Khan – Warehouse Assistant

MARTINIZING
Fasil Koriyattapeedikayil - Counter Clerk
Kugan Raju - Foreman
Rinkoo Jayaswal - Laundry Cleaner
Mammad Kottakunnan - Operations Manager
Kattoor Abdul Hameed - Supervisor (Dry Cleaning)

PCG
Saju Thankachan - Sales Manager
Tinku Mohan - Sales Coordinator

PLET
Manju Sathian - Sales Coordinator

HEAD OFFICE
Munaza Nadeem - Admin Assistant
Najeeb Aboobacker – Accounts Assistant
Namita Shrivastava – Executive (Corporate & Media Communications)
Sari Krishnan – HR / Admin Assistant
AL HATHBOOR BIDS ADIEU TO A VETERAN

A veteran in his own right, Mr. A A Shariff has taken Al Hathboor Electricals to newer heights and established a reputation for himself that is hard to match!

AHE was at its prime in his tenure as the Head of AHE.

A farewell party was organised for Mr. Shariff at the AHG Head office as well as the AHE warehouse to thank him for his service as he retires leaving us emotional.

We wish him the very best of health in his years to come and luck for his future endeavours.
In 1989, ‘Back to the Future II’ was released and left millions of viewers in awe as it predicted what the world might look like in 2015 – hover boards, self-tying shoelaces and more. Well, we’re finally here, and I can safely say that it is so much better than what the movie depicted. Sorry, Marty McFly. The world we live in now is truly amazing, thanks to those who dared to dream and those who supported said dreamers. One such city is Dubai – a melting pot of cultures.

Tourists have voted with their feet, ranking Dubai as one of the popular cities in the world to visit. It welcomed me with open arms and I would like to call it ‘Glitzy Dubai’.

Through my first issue of the house magazine post the joining, I would like to acknowledge the contribution of each one of you who are directly or indirectly connected to the company for bringing it to greater heights. The transformation of this organization has been possible only through the hard work and dedicated commitment of each and every employee of the Corporation. In this issue, I am very proud to share the latest developments of AHG, but even prouder to work so closely with a company that truly leads by example.

I hope you enjoyed the pages and I wish things move only onward and upward for you all in the coming year.

Namita Shrivastava
The car ownership doubled from 740,000 registered vehicles in 2006 to 1,526,667 vehicles now. The continuous upgrade of roads from 8,715 lane-kilo meters in 2006 to 13,335 lane-kilo meters saw an increase of 53 per cent of high-quality highways and internal streets. The number of lanes crossing the Dubai Creek soared from 19 lanes in 2006 to 48 lanes in 2015, reflecting a 153 per cent rise. The number of parking saw a rise from 31,000 in 2006 to 1,28,000 in 2015. Dubai’s bus network has also grown significantly over the last ten years, covering around 80 per cent of the emirate through 1,512 buses. RTA spent Dh75 billion on infrastructure projects over the last ten years. With a necessity arising in buying of cars; it is important to maintain your vehicle in order to ensure steady comfort, less car troubles, proper running condition and to maximize the life of your vehicle.

Follow the EASY steps to clean your car without burning a hole in your pocket.

- **Step I – Clean Exterior** – Use the Armor All ‘Heavy Duty’ deep cleaning car wash, bug and tar remover
- **Step II – Protect Exterior** – The Armor All ‘Speed Wax’ delivers incredible shine and protection
- **Step III – Clean & Protect Interior** – The ‘Protectant’ by Armor All cleans and protects vinyl, rubber and plastic – including dashboard and trim
- **Step IV – Tyre & Wheels** – The easiest way to keep your wheels clean and shiny is by using the Armor All ‘Wheel Cleaner’

**CONTEST**

**READ & WIN!**

How many vehicles are now registered with RTA? ______

The number of lanes crossing the Dubai Creek soared from ______ lanes in 2006 to ______ lanes in 2015.

Which ‘Armor All’ product should be used to protect the exterior? ______

The ‘Wheel Cleaner’ by ‘Armor All’ is the easiest way to keep your ______ clean and shiny.

NAME: ___________________________________________

MOBILE: __________________________

4 lucky winners will be rewarded with attractive ‘Armor All’ Gift Hampers!!
**HURRY! Fill in the blanks and send in your entries to me !!**
Al Hathboor Group L.L.C.

A World of Possibilities......

Aiming for greater heights...

Our Divisions & Associates

Al Hathboor Electricals
Al Hathboor International
Gulf Mechanical Engineers & Suppliers
AVON Cosmetics & Beauty Products Trading
Al Hathboor Enterprises Qatar
EMEESCO
Arabian Gulf Agencies
Professional Laundry Equipment Trading
Martinizing
Al Hathboor Group Oman
Best Foods
Al Hathboor Real Estate
Al Hathboor Investments
Al Hathboor Foods
Integrated Ideal Solutions
Power Centre Gulf L.L.C.
Core Products & Services KSA
Al Jadeed Bakery

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