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New Gantry Crane for Heavy Lift Operations

Almajdouie Changan bags three international awards



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Almajdouie is a Saudi group of companies, which was founded by Shaikh Ali Ibrahim Almajdouie in 1965, started as a land transport company but as the business grew it flourished into a group.

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image
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Almajdouie Group Newsletter

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Sheikh Ali Almajdouie Hosts Bena'a Charity's summer convoy



The summer convoy of Bena'a for Care of Orphans to support our soldiers in the southern border were received with great hospitality by Sheikh Ali Almajdouie at his home in Taif in an annual tradition. Sheikh Ali Almajdouie listened to the presentation of the children about the convoy and the initiative of their support to the heroes of the southern border and the messages they are carrying for them.

The convoy then honoured Sheikh Ali Almajdouie and his sons at their home in Taif.



Raed Ventures continued its rapid and disciplined performance in the first quarter of 2018. Its five investments showed a qualitative picks for leading companies in several major regional industries such as logistics, real estate, automotive, and big data analytics.

The outstanding performance of Syarah, CrowdAnalyzer, and SocialDice led Raed Ventures to invest in the three companies for a second time. This second investment aims at accelerating the regional growth of the companies mentioned on the one hand and developing advanced technologies on the other.

Syarah is the fastest growing automotive classifieds in Saudi Arabia. Its highly advanced technology offers customers creative services such as; direct purchase from the site through cash or financiers.

When it comes to big data analysis from social media and the press, CrowdAnalyzer is the leading platform in the region. The advanced technology developed by CrowdAnalyzer, which specializes in analyzing

Raed Ventures Picks in the First Quarter of 2018

RAED | VENTURES

the Arabic language with most its local dialects, makes the company a pioneer in their field.

Last but not least, SocialDice is a big data analytics engine specializing in automated recruitment. It's destined to companies that aim at increasing the effectiveness of the recruitment process at a reduced cost. The company has succeeded at developing a unique algorithm that can automatically aggregate details about the potential candidates to filter them and organize the

recruitment steps.

In a visionary approach to the technology of logistics and real estate sectors, Raed Ventures has invested in two promising companies whose names will be announced in coming months depending on the founders plans. Al Baha includes several stages, from research and evaluation of designate sites for opportunities to identifying the opportunities and products, and finally developing a tourist action plan for developing selected opportunities.



Almajdouie-Changan bags three international prestigious awards

Highest growth, best customers satisfaction and top brand promotion

Almajdouie Motors, the authorized distributor for Changan cars in Saudi Arabia, gets three international prestigious awards from Changan Automobile. This great winning was announced at the annual Changan Dealers Conference, which was held in Beijing, where Almajdouie Motors clinched the title of the best car dealer achieved first fastest growth in the market over a short period of time, and the best dealer in terms of customer satisfaction and brand promotion. This honoring came in recognition of Almajdouie Motors Company's efforts in introducing Changan cars and brand to the Saudi market, and achieving the highest growth level in less than two years.

Almajdouie Motors Company-Changan achieved significant market share of the Saudi automotive market of more than 2% despite its recency in Saudi Arabia for less than two years, thanks to the strict implementation of the company's strategic plans that had been planned when Almajdouie

Motors got the dealership of Changan for Saudi Arabia. The launch of Changan cars started from the Eastern region, where the company's headquarters is located, and afterwards expanded into other regions through the opening of integrated centers that offer comprehensive services for Changan cars, including modern showrooms, advanced and fully equipped service facilities, allowing the company to achieve the highest level of customer satisfaction.

Over the past two years, Almajdouie-Changan launched many marketing and promotional campaigns, which helped to spread and promote the brand, making it the customer first choice. The large presence in the Saudi roads reflects the success of these ongoing campaigns, and thus qualified the company to claim the first place in the brand promotion and enhancement category.

Meanwhile, statistics have shown that Changan cars have achieved substantial growth despite the fierce competition in the Saudi

market. The company's ability to achieve this growth; reflects the trust of the Saudi consumer in Changan cars, after the practical experience proved them to be modern, sophisticated and powerful cars, this is in addition to the unlimited support provided by Almajdouie Motors through offering soft credit sales schemes and outstanding after sale services.

Commenting on getting these three prestigious awards, Mohammed Bin Ali Almajdouie, MD of Almajdouie-Changan, said: " Since day one of our dealership agreement, we developed an integrated marketing plan and expand and strengthen consumer trust in these distinctive cars. We have reached our goals, thanks to God Almighty. We, as well, have achieved a high acceptance and significant market share. We will continue our efforts to maintain what we have achieved, as well as to achieve more progress and development for the best interest of client in Saudi Arabia in the first place. "

Almajdouie Changan take on the Extreme Heat Challenge

Almajdouie Motors, the authorized agent for Changan cars in Saudi Arabia, launched the "Extreme Heat Challenge" Campaign in its fourth edition in the Gulf and the second in Saudi Arabia in four different stages. experts from the research and development center at Changan Automobile participated in the tests of carrying Changan cars for the high summer.

The first phase, led by the new Changan model, was a trip at the desert of Jeddah under the supervision of the renowned desert dunning expert and the leader of the four-wheel drive club in Jeddah, Raed Zahran, which lasted for a full day, test driving for 300 kilometers inside the desert and evaluating its performance in extreme climatic conditions that reached at about 45 degrees Celsius.

The journey consisted of experiments in different terrains such as sand dunes, hard rocks, and natural obstacles that were bypassed in a fluid way that surprised everyone with its ability and high performance.

"Having such experiments in these difficult climatic conditions and the practical application of a group of experts in the desert leadership came to confirm the efficiency of Changan vehicles in the most difficult circumstances," said Mohammed Almajdouie, Managing Director at Almajdouie Motors - Changan Company. He added "We crossed 300 km in the desert in one day in different terrain, high temperature and good performance reflected its technical capabilities".

He continues: "In the next phase of the heat challenge, we will launch a convoy of new Changan cars to explore the Kingdom, and to learn more about its capabilities, performance and strength on different roads, where we will travel for more than 10,000 km."



After cutting more than **20,000 km**

in harsh climatic conditions

CHANGAN Cars - achieved great success in the Extreme Heat Challenge Campaign

"Extreme Heat Challenge" campaign, which was launched by Almajdouie Motors, the authorized dealer for Changan cars in Saudi Arabia, posted a huge success after the participating cars drove more than 20 thousand kilometers in extreme weather conditions, and temperature of more than 50 degrees Celsius in some areas.

In addition to a local group of veteran drivers and co-drivers, a group of experts from Changan Research and Development centers, who travelled to Saudi Arabia for this purpose, accompanied the convoy on its trip to assess and measure Changan cars capabilities to stand the harsh weather conditions and endure the extreme summer heat. This convoy came as part of "Changan Extreme Heat Challenge" campaign organized by Almajdouie — Changan and consisted of several phases, including test-drive sessions on car race track, trans-Arabia trip, Kuwait

and United Arab Emirates tour to challenge the region's harshest climatic conditions at this time of the year.

The first phase was driving through Jeddah desert, specifically in "Bahra" the area famous for its natural terrain and sand dunes, this phase lasted for a whole day, where the convoy drove 300 km in harsh climatic conditions. In the second phase, the convoy travelled trans-Arabia and visited a number of major cities, where it was scoured by a group of media reporters whom test-drove the cars to determine by themselves its strong performance. In the third phase, the convoy travelled to Kuwait and visited some of the capital monuments, while in phase four, the convoy travelled to United Arab Emirates, and visited Abu Dhabi, Dubai, Ras Al-Khaimah and "Jais Mountain" the highest mountain in the UAE.

On this occasion, Mohammed Almajdouie,

MD of Almajdouie Motors — Changan, expressed his pride in the success of the campaign and its home safe return, and added that it has been a really exciting test challenge, and Changan cars succeeded in achieving the campaign goals. Almajdouie, as well, asserted that Changan cars proved itself as a strong competitor in the automotive sector in Saudi Arabia.

Noting that the experts team from Changan R&D centers in Japan, USA, UK, Italy and China who accompanied the convoy, maintained thorough and direct assessment on cars driving systems, including the engine, the air-conditioning, the gearbox, braking system, as well as the overall performance of the cars; to assess its operation and capabilities under the extreme harsh weather conditions, and the cars managed to achieve excellent results.



Shell Saudi Arabia teams up with Almajdouie Motor

In line with its strategy to offer Shell Helix Ultra oils, featuring PurePlus technology, through auto-dealers in the Kingdom, Shell Saudi Arabia has officially announced the signing of a strategic partnership with Almajdouie Motors, Hyundai dealer for the Eastern and Northern regions of Saudi Arabia and sole distributor for Changan cars in the Kingdom.

Through this partnership, Shell Saudi Arabia aims to position Shell Helix Ultra as the premier motor oil in the Eastern and Northern regions of the Kingdom, particularly since Almajdouie Motors is one of the world's largest Hyundai dealerships and has made great progress in term of sales over the past five years.

Under this agreement, Almajdouie Motors will supply two Shell oils: Shell Helix Ultra, a fully synthetic oil, and the Shell Helix mineral motor oil, HX5.

This arrangement complements the global strategic relationship between Hyundai Motors and Shell — supporters and sponsors of the Hyundai Racing Team that participates in the World Rally Championship (WRC).

The partnership also sponsors the Almajdouie Racing Team in its local and regional activity, as well as supporting users of Changan cars Kingdom-wide.

On this occasion, Mr. Waqar Siddiqui, Executive Director of Shell Saudi Arabia, expressed his pleasure on the partnership.

He hoped that the cooperation would reflect the true values of both parties, in terms of providing the highest quality of products and services.



He said: "This partnership also complements our strategic plans to supply Shell Helix oils to all car dealerships in Saudi Arabia". This agreement is a result of the global relationship between Hyundai Motors and Shell. We are sure that this partnership will have a positive impact on owners of Hyundai cars; and it is fully consistent with our efforts to maintain the highest level of aftersales service, which is the cornerstone of our developing relationships with customers.

In the same vein, Mr. Mohammed Ali Almajdouie, General Manager of Almajdouie-Changan, said: "The partnership will support our commitment to upholding the highest

standards of aftermarket services to help ensure customer satisfaction... We will work closely with Shell engineers to promote our services".

Shell Helix Ultra, with PurePlus technology, is a revolutionary oil produced by Shell, through the conversion of natural gas into crystal-clear base oil with virtually none of the impurities found in crude oil.

It provides the highest level of cleaning and protection for engines. It is the result of forty years of research and development and is designed to meet the daily requirements of engines. Shell Helix Ultra oil is capable of preserving factory levels of engine power.

Hyundai New Azera "IG" Technical Training

As part of the launching of the new model of Hyundai AZERA "IG" Almajdouie Motors Technical Training Team conducted technical training course educating MMP and MMS personnel for new model technical features and systems. MMP staffs attended the course on June 12, while MMS Service Advisors on June 13 and Service Technicians on June 14-15, 2017.

The training course covers the latest technology of vehicles, engine system, chassis system and safety & convenient features and vehicle electrical system.





ALMAJDOUIE-CHANGAN IN "LADY CARS ACCESSORIES" EXHIBITION

Almajdouie Motors, the authorized distributor for Changan cars in Saudi Arabia, announced its participation in the "Lady Cars Accessories" exhibition, the international motor show specialized in women's car driving accessories, which was held in Dhahran International Exhibition Center in Dammam from 28 to 30 June, 2018.

The exhibition was held under the patronage of His Royal Highness Prince Saud bin Naif, the Prince of the Eastern region, and in strategic partnership with the General Directorate of traffic in Saudi Arabia. The exhibition coincided with the implementation of the high Royal Order to allow women to drive in Saudi Arabia, and aiming at raising awareness and compliance with all traffic rules and regulations.

Almajdouie Motors Company "Changan participation in this outstanding exhibition mainly targeting women, based on the company's keen recognition of its social responsibility towards the society and its members where it operates. As well as its keenness to partake in the first public event aiming at educating women about various car driving issues, and as part of the company's strategy to be as close as possible to its current and potential customers.

Almajdouie - Changan participated in the exhibition through a large pavilion, where they showcased various highly sophisticated Changan models, including its famous sedan EADO, the efficient city runabout whose low initial and running costs, play an important role in its ever-growing popularity. The company also showcased Changan CS35, the crossover that offers strong performance and fuel-economy. Meanwhile, the company showcased, on a special platform,



Changan latest model Changan CS95, the 7-seater family car, which was launched recently in Saudi Arabia.

Commenting on Almajdouie Motors Company-Changan participation in the exhibition, Mohammed bin Ali Almajdouie, MD of Almajdouie Motors Company - Changan, said: "This exhibition represents the first step for women in the area of driving cars. We were very keen to be in this important event for its significant role in conveying an important message about the importance of complying with traffic rules, regulation and road safety to women wishing to drive cars, because driving is a responsibility and not a privilege."

He added: "Along the three days of exhibition, Almajdouie - Changan pavilion witnessed a large turnout of the exhibition lady visitors who wanted to learn more about Changan cars, which best known for its strength, durability, high performance and fuel-economy. Changan cars are very suitable for women as they feature a lot of



advanced driving systems to ensure best comfort and highest safety measures for all car users

Almajdouie - Changan supervising team at the exhibition pavilion responded to many questions and inquiries from visitors about various Changan models available in the Saudi mark, as well as about Almajdouie after sales services, special cash sales offers and finance schemes. During the event, the company sold a number of cars mainly to the lady visitors.

Within the Saudi automotive sector award 2018 Almajdouie - Changan gets the "Best Marketing Campaign" award.

Jeddah, Mar 18, 2018 - Almajdouie Motors, the authorized distributor for Changan cars in Saudi Arabia, got the "Best Marketing Campaign" award. The winning of this prestigious award was announced during the celebration of the results announcement of the 6th edition of PR Arabia National Auto Award for the year 2018.

With the presence of HRH Prince Khalid bin Sultan Al Abdullah Al-Faisal, President of the Saudi Arabian Motor Federation, Saudi car dealers and the press, a special ceremony was held to declare the results of the 6th edition of PR Arabia Auto Award 2017/2018. Mr. Mohamed Ali Almajdouie, MD of Almajdouie Motors - Changan received the award's honorary shield. The winning came in recognition of the "Extreme Heat Challenge" campaign, which was launched last summer by Almajdouie - Changan, where the campaign



was recognized by the Award's jury as the best marketing campaign that achieved a great success and reflected a positive impression about Changan cars in the Saudi market.

"Extreme Heat Challenge" campaign had succeeded in attracting the public attention to the striking performance and durability of Changan cars under severe driving conditions and extreme temperatures. The campaign widely attracted social networking celebrities who interacted with the campaign through their accounts on the social networks and websites, and followed its route in Saudi Arabia, then to Kuwait and U.A.E., with a total distance exceeding 20000 km. After getting the honorary shield, Mohamed Ali Almajdouie, commented as saying: "This is a great new accomplishment to add to many achievements we achieved and still achieving since we acquired the dealership of Changan cars. Thanks to the precise execution of our strategic plans in terms of both marketing and social initiatives, we are very proud and pleased for winning this prestigious award."

Noting that Almajdouie Motors Company is planning to launch, within the coming couple of months, the all-new Changan CS95 car, which was tested in the - Extreme Heat Challenge - campaign with the participation of Chinese experts, who attended the challenge specifically to assess the capabilities of the car, where the car proved to be capable to operate perfectly under harshest driving and climate conditions.

Hci Port-of-Entry (POE) Inspection

Before the launching of new model Accent Hci in the Middle East, Hyundai Motors in cooperation with Almajdouie Motors conducted the Port-of-Entry Inspection to all new Accent Hci in Almajdouie Motors new vehicle stock yard on February 05-08, 2018. The inspection purpose is to make sure to have the best quality of the product before sales and take necessary immediate action if quality defect is detected.

This activity is participated by different representatives from Hyundai Motor Company (HMC) Korea, KSA and Dubai Offices, Hyundai Motor India Ltd. (HMIL), AMQC and Mobis Dubai and Almajdouie Motors in Dammam.



After Sales (Service and Parts) Annual Gathering 2018



Almajdouie Motors After Sales celebrated the 2018 annual gathering in Al-Sultan Hall in Dammam on February 17, 2018. On this gathering, both Service and Parts department awarded their respective

best employees in different categories in recognition for their outstanding efforts and contributions for their achievements during the 2017-year performance.





SUMITOMO VISIT.

Almajdouie received a courtesy visit from Mr. Ryo Matsuda - (COO / GM RPL), Mr. Ichiro Hattori - (Sumitomo General Manager of International Project Department) and Mr. Jun Nomoto - (Sumitomo Managing Executive Officer) to Almajdouie Head Office.

Mr. Baheej Al Biqawi - CEOL and Mr. Mohammed Almajdouie courteously accommodated our guests and also invited them for lunch in Almajdouie Majlis after the meeting.

Al-Bahri and MELI



First training program for AL-Bahri / MELI training Agreement which was held in Riyadh 13th - 15th August (Freight, Custom and Port Operations).

Almajdouie Logistics handling high speed rail trains

Almajdouie Logistics is handling high speed rail trains for client GEFCO. The units are specially designed for railway system. The train service is between two holy cities, Makkah and Madina.

Almajdouie Logistics is moving first shipment, which has a set of 2 locomotives. Our team will handle the move from Jeddah Islamic Port to Rabigh station covering 110 km approximately.



Almajdouie Logistics CEO Ranked 8th Regionally

Logistics Middle East Magazine has ranked Almajdouie Logistics' CEO, Mr. Baheej Al Bi-gawi as the 6th most influential logistics executive in the Middle East.

Today, Almajdouie Logistics provides integrated end-to-end logistics solutions to the major industries in the region. Using its asset-based approach, Almajdouie Logistics operates one of the largest fleets in the Middle East reaching 7,000 Units, and manages various facilities exceeding 2 Million SQM of terminals and warehousing capabilities, all piloted using a centralised shared services based out of Dammam - Saudi Arabia, and supported by regional offices in UAE, Bahrain, Kuwait, Oman, South Korea and Japan. On this occasion, MR. Baheej stated, "These achievements are natural fit, in line with our long-term strategic vision, and continues our focus in areas where we can achieve higher margins and deliver greater value to our clients. We thank our colleagues, clients and suppliers for their trust and commitment." This year alone, Almajdouie Logistics collected the "2017 Domestic Logistics Service Provider of the Year, KSA" by Frost & Sullivan, 'Supplier of the Year' in the GCC wide and national category of MEED Quality Awards for Projects and the 'Bespoke Logistic Project of the Year' by the Logistics Middle East Award.



Almajdouie De Rijke

MDR
achieves
new certifications

Almajdouie de Rijke Limited Company recently achieved Gulf SQAS accreditation for warehouse upgraded their integrated management system documentation and practical implementation and has been able to re-certify the organization for the petrochemical industry important certificates:

- * ISO 14001 a certificate for Environmental Management Systems, and
- * OHSAS 18001 a certificate for Occupational Health and Safety Management Systems.

The organization since 2012 put an extensive amount of work in obtaining and maintaining the for the business line important certifications and is very proud to lead by example and to use

these standards as the main tool to keep the operation safe and sound at any time.

Mr. Rudy Sadi, General Manager said: 'Our organization is aiming at full compliance with all relevant international and stakeholder standards and we're committed to improve our safety culture and not allow any major accident happening in our operation.'

Mr. Amador Brinkman, SHEQ Manager said: 'Its all about dedication and goal orientation, the organization has a clear strategy towards prevention of incidents and accidents and keeping the environment safe, and this is what we're doing since it started in the early days (2006) and we're picking the fruits of this now'.

NEW GANTRY CRANE FOR HEAVY LIFT OPERATIONS



Almajdouie Logistics recently added a new gantry crane service, which further expands our impressive heavy lift capabilities and opens up huge potential opportunities for us across the Middle East.

With a maximum capacity of 1,100 tonnes and a maximum height of 12 metres, it enables us to provide specialised lifting and installation services on-site where overhead cranes are limited by access. It is already being used to lift heavy equipment, ranging from 250-300 tonnes, at a power plant project in Fadhili.

Gantry cranes are ideally suited for the installation of heavy machinery, especially transformers, generators, and turbines. They provide substantial lifting capacity and are mobile, making them a great alternative to large, permanent systems.

Almajdouie Heavy Lift General Manager, Rafael Vicens, said:

"Most heavy machinery has lifting points to enable installation, however, spatial constraints and working in congested areas can sometimes prohibit overhead cranes from being utilised.

Alternatives such as jacking and sliding can be considered, but this option is often impractical when working at height. In such cases, gantry cranes are the best and safest choice." This new equipment is a valuable addition to Almajdouie Logistics' asset portfolio and enables us to provide an even greater variety of services to customers across the region.





MELI PLAYS CRUCIAL ROLE AT CONFERENCE

Middle East Logistics Institute (MELI) played a key role as scientific partner at the recent Saudi Supply Chain Conference 2017.

The event, which featured a number of panels and forums, highlighted some of the most pressing challenges currently facing supply chain management professionals in the Kingdom.

Held in Riyadh under the patronage of his Excellency Dr. Nabil Mohammed Al Amoudi, Minister of Transport, the conference also proved an ideal platform to discuss the fundamental importance of the transportation and logistics in the Kingdom's Vision 2030. MELI - part of Almajdouie Group - is one of the leading academic institutes in the region. It provides specialised training programmes and certifications for young professionals, practitioners, managers, and executives working in logistics and supply chain management.

The 'learning by doing' approach is one of the institute's main pillars and is applied in all of its programmes. This assures that graduates are equipped with the relevant knowledge to proactively contribute to the

success of their organisations. In line with this, a number of MELI students attended the conference. They were able to interact with some from the leading players in the industry, learn about the latest supply chain practices and trends, and hear individual and cross-industry case studies that inspired them to develop their skills.

Some of the key topics included: Inventor Management, Supplier Management, Safety And Quality Maintenance, Risk Mitigation, Best International Practices, Decreasing Product Cycle Time, Improving The Quality And Timeliness Of Operations, Cash Flow, and The Importance Of High- Quality Customer Service.

MELI Board Member, Mr. Rudy Sadi, gave a presentation on 'How to Establish Innovation in Supply Chain'. In it, he discussed implementing new ideas, creating dynamic products, and improving existing services. He also shared examples of leading companies that have utilised efficient business systems to drive innovation. Furthermore, he took part in a panel discussion with other prominent supply chain professionals.

A MELI spokesperson said: "We are proud to be part of conferences such as this. The exceptionally well-attended event not only provided an invaluable learning opportunity for our students, it also served as a fantastic

platform to share best industry practices and discuss a number of important topics that are shaping the industry today.

We look forward to reaching even greater heights and covering other important topics at the next conference."

The event also shed light on the Women in Logistics and Transport initiative. The initiative, which comes under the umbrella of the Chartered Institute of Logistics and Transport, aims to promote our industry to females and encourages their career development. Gender and cultural diversity not only creates a richer talent pool, which is essential for the success of any company, it also sparks creativity and innovation. MELI prides itself on expanding its expertise through partnerships with some of the world's best logistics and educational providers.

This enables the institute to provide students with a wider variety of relevant educational and training programmes.

One of such partnership is with R&G Global Consultants - expert facilitators who are trained to help clients accomplish clarity, accuracy, and speed in their business processes. This has enabled the institute to become the first in the Kingdom to offer a training and consulting programme in Lean Six Sigma for the Supply Chain Industry.

MDR and Sadara Celebrate Safety Milestone

Almajdouie De Rijke Limited (MDR) and Sadara recently celebrated a major safety achievement, with MDR reaching 10 million safe man-hours (operating without any lost time injuries) in all its operated projects. This includes over 2.6 million safe man-hours at the MDR-operated Sadara Packaging Centre since September 2012.

Walid Zabeery, Sadara Vice President of Business and Services, said: "This is an outstanding achievement that was only made possible through the collective efforts, commitment and teamwork of everyone involved, keeping safety as our top priority. We have come a long way in the last five years, and this achievement is something that Sadara and MDR can both be proud of." When Sadara Chemical Company outsourced its Packaging Centre activity for solid and liquid petrochemical handling to Almajdouie De Rijke Logistics (MDR) both companies knew it would be a huge undertaking. The Sadara chemical complex is the largest chemical facility ever built in a single phase, and a project of its size and scope requires enormous collaborative efforts.

Baheej Al Biqawi, CEO Almajdouie Logistics, thanked Sadara and the MDR team for their proactive efforts and hailed the achievement. Almajdouie Logistics is committed to safety and shares best practices throughout the supply chain to provide employees and stakeholders with an incident free working environment.

Steiner said: "Success is about taking personal ownership and the diligence of the workers who follow the procedures in place. MDR has been working as a team from day one to drive safety to its highest level. We have achieved excellent results, not only at the Packaging Centre level, but also on a site level. No injuries have been reported since the start of operations, the implementation goals for EH&S have been achieved 100%, and MDR has registered the highest contractor achievements on site in terms of compliance with our internal EH&S system." Almajdouie Logistics, in line with its continuous efforts to improve and maintain high safety standards, successfully conducted four Sustainability & Quality Assessments (Gulf SQAS) from 2015 to 2017 at the company's main sites in Jeddah - Tusdeer terminal,



Yanbu and Jubail - transport terminals, and at Sadara.

Additionally, Almajdouie Logistics' Eastern and Western region SHEQ Management Team recently conducted, in cooperation with the Transportation Department, safety awareness campaigns on important topics such as Incident Prevention, Compliance with International Standards and New Legal Requirements. The team's main objectives were to encourage employees to report near misses and unsafe conditions, and to voice recommendations for improvements. MDR celebrated the safety achievement at all of its project sites in the Eastern and Western regions.

In the Eastern region, a special get together was held at Sadara's VIP tent. James Steiner - Sadara Supply Chain Director, Rudy Sadi - MDR General Manager, Taher Al Bader - MDR Eastern Operation Manager and Bart Darcis

- General Project Manager, gave speeches thanking the employees for their hard work and highlighted the magnitude of this accomplishment.



Expansion Plans Underway



Almajdouie Logistics CEO, Baheej Al Biqawi and Yujianmin, Vice President of Sinotrans Limited, recently signed an agreement outlining expansion plans for our joint venture partnership in the Middle East.

Almajdouie Logistics has two joint ventures with Sinotrans Limited - Sinotrans Almajdouie Middle East (SMME), located in Saudi Arabia, and Maxx Logistics, which is based in Dubai's Jebel Ali Free Zone.

Maxx Logistics has acquired Sinotrans Gulf in the UAE. The acquisition enables the company to now trade both within the Free Zone and the UAE open market. It will provide added capacity in terms of freight forwarding expertise as well as customs clearance and brokerage services.

In line with the agreement, Maxx Logistics will be absorbed into SMME. Following the rebranding, SMME will expand its presence within the GCC market and the Levant this year.

Hu Song, nominated by both parties, has been named as General Manager of the new SMME Group and all country managers will report to him.



New Regulations

In line with new regulations issued by the Kingdom of Saudi Arabia's Ministry of General Authority of Zakat and Tax, Value Added Tax (VAT) will be applied to all of Almajdouie services from January 1st, 2018. For more information, please visit <https://vat.gov.sa/en>.



Logistics|further

المجدوعي
Almajdouie 



**DELIGHTING FMCG
SUPPLY CHAIN**

GEFCO and Almajdouie Logistics Partnering on Automotive Logistics in KSA



Almajdouie Logistics is partnering with GEFCO, the leader in Europe for finished vehicle logistics (FVL), to provide automotive logistics services for Almajdouie Motors.

Established in 1949 to meet the logistics challenges of the automotive industry, GEFCO provides supply chain management on a global scale. It is the partner of choice for leading manufacturers and caters to sectors as diverse as automotive, FMCG & retail, electronics, aerospace, industry, health, and heavy equipment.

A pioneer in its industry for over 50 years, Almajdouie Logistics is a leading integrated end-to-end logistics provider in the Middle East.

With its footprint across the MENA region, we continue our legacy of building business relationships based on trust and reliability. This collaboration will add to our expertise, expand our FVL know-how, and open up new business opportunities for both companies across the GCC and beyond.

By combining Almajdouie's regional infrastructure with GEFCO's international network and global customer base, there is potential to develop other areas, including overseas and overland transportation, and warehousing.

Almajdouie is proud to collaborate with such a reputed company and believes that by working together we can reach even greater heights.

Best Logistics Vendor Award Honour



Almajdouie Logistics was named 'Best Vendor' during a recent awards ceremony by Hitachi in Japan.

Receiving the award from our valued client is a great honour and it inspires us to find new and innovative ways to exceed our customers expectations.

A nighttime photograph of a modern skyscraper in Istanbul. The building features a prominent red neon light strip running vertically along its side and a glowing, illuminated top section. The city skyline is visible in the background under a dark blue sky.

SOMERSET MASLAK ISTANBUL

AN OASIS OF TRANQUILITY IN THE HEART OF ISTANBUL.

> Almajdouie Investment Company and its partners in association with Ascott Hotels Group in Istanbul announced the opening of its iconic new project in the heart of Istanbul, "Somerset Maslak Istanbul". The project consists of 159 hotel units ranging from warm and elegant studios to four bedrooms. The project aims to provide guests with a unique hospitality experience in Istanbul that is a major business hub and features many of Istanbul's most attractive landmarks.

Istanbul, one of the most important city in the world, is characterized by its uniqueness and appeal to its residents and visitors alike. This is due to its cultural richness and diversity in food, drink, shopping, fashion and art. The project of designing a new city within Istanbul aims to facilitate access to these attractive sites. Which is difficult to achieve, in

light of the difficulties of traffic and congestion and transport due to the recent migration movement.

"We are very pleased to invest in Turkey, especially in a valuable project in a distinctive area of Istanbul," said Amr Shahwan, General Manager of Almajdouie Investment Company. "The project is one of the leading projects in terms of space, location and design. To provide a high quality of life for residents, equipped with all services from commercial markets, restaurants and hotels ..

Ascott country General Manager for Middle East & Turkey Vincent Miccolis added: "We are pleased to open the first Ascott project in Istanbul, and now visitors can enjoy Ascott's high quality hospitality experience, which has already become a feature of our properties in more than 120 cities in 31 countries."





Signature of Contract with OLAT for (Majd Square) prestige with absolute luxuriousness

OLAT (OPM) Company for management & development of owned property which is one of the real estate marketing leading pioneer companies has signed a contract for marketing (Majd Square) project owned by MAJD Real Estate Development Company located in Jubail City, K.S.A, MAJD Real Estate Development Company is executing this project in an area of 28,670 square meters, knowing that, this project consists of tower for Offices & economic hotel & commercial area and zone that includes Series of restaurants & high rank cafes in addition to a housing village with its all facilities belonging to Krawan for housing villages comprising of (59) housing villas. It is worth mentioning that MAJD Square project is selected within the selected list for (City Skip) award for the best multiple use project for the whole kingdom. As well it obtained (Restatex) real estate award for the best architectural design for the year 2016. OLAT Company is one of the pioneer companies its domain and of the prominent

institutions specialized in the management & marketing the administrative, commercial real estate housing buildings with an experience that reaches 17 years in this field. OLAT Company in all its business relating to management & marketing of owned property depends on high level qualified skilled human cadres supported with scientific qualifications
The Signature of the Contract for Marketing the Project is made at the Head Office of MAJD Real Estate Development Company LLC. in Dammam. K.S.A whereas representing MAJD Company the contract is signed by its Chief Executive Officer (CEO) Mr. Ibrahim Almajdouie and on behalf of OLAT Development LTD its vice chairman Mr. Abdul Malik Al-Darweesh. The Project with its excellent distinguished location in King Faisal Road in Jubail is counted as of the greatest projects in serving the business sector in Jubail province which will provide an attractive investment & housing environment in the province when its construction stages are completed.



Deafah South Jeddah

Quality, service, location



In light of the development witnessed by the Kingdom of Saudi Arabia and its vision of 2030 and the increase in development projects that increase the number of expatriate labor and based on our belief in the impact of the healthy and safe environment of housing, which reflects positively on the productivity and profitability of the worker, Majd Real Estate announced the launch of its residential project (Deafah - Hospitality: South of Jeddah), which was built in the city of Jeddah, Al-Khomrah, and what differentiate this project from others is the high quality services.

The modern housing management that Majd Real Estate has adopted contributes significantly to eliminating the disadvantages of residential squatters and thus solving most of the security and health problems that may arise. It also provides a healthy and safe environment for all employees.

The positive impact of the housing of workers reflects positively on the worker's productivity and its profitability. The urgent need for manpower in the economic and urban expansion phase in Saudi Arabia gives a great differentiation in the labor market for companies that follow the management of housing on scientific grounds where they effectively

SHOROFAT "DEVELOPMENT TALK"

Majd Real Estate is a main sponsor of Shorofat program.

Majd Real Estate recently signed an agreement with Asharqia Chamber of Commerce to sponsor shorofat program, which is organized by the Chamber represented by the Committee of Housing and Real Estate Development that is headquartered in Dammam as part of its social responsibility and the company's

beliefs in the importance of supporting this development program.

The organizers of this program said: as part the activities of this program, we will host the chairman of "Home of Marketing for trading" group Eng. Musa'ad Al-Qafari, and Engineer Turki Al-Husaini from the IQ Architecture Consulting Office who are scheduled to talk about the design and its impact on housing in the Kingdom.





With the Kingdom's leadership of a promising future through its vision 2030



With the Kingdom's leadership of a promising future through its vision 2030, The technology of the trailers industry is expanding and the pace of local and international competition is increasing, and as local giant's transporters and local logistics and distribution companies are increasing their demand for trailers and transport solutions with the highest specifications, lightweight, Higher loads and greater safety on the kingdom's roads, Almajdouie Manufacturing Co. Ltd. has expanded to its new location in Dammam's 2nd industrial area to be the leading provider of premium transportation solutions in the field of steel & aluminum trailer manufacturing.

In its new location, Almajdouie Manufacturing has expanded its aluminum trailers manufacturing units since 2014 to be the first in the Kingdom to manufacture aluminum fuel

tankers, and extended to Aluminum Hoppers to transport chemical and other products to become the leader in the Arabian Gulf in manufacturing aluminum trailers with European alliances in technology.

An industrial manufacturing unit has been designed & dedicated to the assembly and manufacturing of freight wagons for the transport of railway goods, scheduled to launch by the third quarter of 2018, to be the first manufacturer of railway wagon in the region with American partnership alliances in technology and engineering.

Privileged with the support of Almajdouie Holding, and our customers, we may exceed a production capacity of 300-trailer-per-month for a mixed product array of insulated bodies, steel, aluminum trailer, and railway wagons.

The factory's new site has been equipped

with state-of-the-art equipment, machinery, operation and control mechanisms, and robots to ensure the highest quality standards. Almajdouie Metal Industries is the leader in the field of road safety inspection, thanks to its in-house European / American inspection equipment, used for testing axles, brakes, and suspensions of every trailer manufactured, Guaranteeing our customers the best functioning components and equipment delivered on our trailers.

Almajdouie Metal Industries has a strong engineering development, and innovative team to meet the challenges of its customers, with outstanding customer service, and on-going technical training support extended to our customer's technical team ensuring better operation and safe transport on the Kingdom's roads.



SUBMIT IDEA THROUGH
SPARK SOFTWARE OR
CONTACT YOUR DEP. SPARK HEAD



Spark Best Saving Idea Contest 2018 Launching Now!

Suggest To Spark How Can We Cut Cost & Save Money

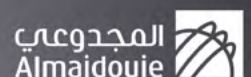
First Prize
Hyundai Elantra
+ Rewards as per Spark reward policy



All Adopted Idea Submitters Will Get Rewards As Per Spark Rewards Policy


Last Date To Submit Idea For The Contest: 31st December 2018. | Total Savings Should Not Be Less Than SAR 100,000.

For more information, contact Senior Spark Program Officer, Manoj Philip
Tel.: +966-13-8198390, Mob.: +966-507100134, Email: manojp@almajdouie.com








NEW APPOINTMENT

Almajdouie Motors, Changan	Raya Financing	Almajdouie Holding	Almajdouie Logistics	Almajdouie Logistics
				
Assaf Al-Ghamdi Jeddah Branch Sales Manager	Mohammed AL Mashjary Admin General Manager	Waleed Alghamdi IT Help Desk Representative	Mutib Algannas Business Solution Design Analyst	Abdulbasit Qurish Consumer Goods Industry Manager

CONGRATULATION

Tas'heel	Almajdouie Metal Industries	Almajdouie Motors, Hyundai
		
Ahmed Reda Ahmed	Ibrahim Al-Ghamdi Production Engineer, Steel Services	Duha Al-Buali Senior CV After sales Marketing Officer

NEW BORN

			
* Adam * Bilal Yaser Almajdouie Holding	* Saud * Sultan Khobrani Almajdouie Holding	* Jeremiah Andrei * Salvador Inere Dordolo Almajdouie Holding	* Rayan * Saleh Alzubaidi Almajdouie Holding

 **Hazard Safety Tips**

Hazard Warning Labels



Flame



Harmful/Irritant



Acute Toxicity



Compressed Gas



Corrosive



Oxidising