

# IMAGE

Almajdouie Group Newsletter



المجدوعي  
ALMAJDOUIÉ

Vol.17 | Issue 04 | November 2013



# 50,000 IDEAS

Almajdouie Group's Idea Generation Program  
(SPARK) Reached 50,000 Ideas Within A Decade.



# Talent ACQUISITION

It is said that the success of any organization relies on one main factor...  
The Human factor...

So we are talking about Talent Acquisition, which is a set of defined processes and procedures performed by TA professionals to allocate & identify the right candidate to fill a vacancy in the organization.

The individual

The post



In the past; the name used to be Recruitment Department, however the change of the name to Talent Acquisition was due to the evolution of the techniques used in allocating talents, let it be social media, recruiting websites and the increased number of true and specified opportunities, in addition to the challenges of finding the innovative and distinguished calibers in light of the tough competition in the market. So all of these elements have merged together and imposed the change of approach to become more Talent Acquisition oriented than anything else.

**The Talent Acquisition team is a vibrant part of the Human Resources function, and it bears the very sensitive role of searching, screening, interviewing and finally hiring the most suited fits for the organization.**

# IMAGE

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SPARK

# 50,000 IDEAS : ALMAJDOUIE SPARK REACHED 50000 IDEA SUBMISSIONS ON 31<sup>ST</sup> JULY 2013



On 31st July 2013, Almajdouie Group's Idea Generation & Employee Appreciation Program 'Almajdouie Spark' reached 50,000 Spark Idea Submissions. Almajdouie Spark succeeded this remarkable victory within a decade ranging from 2003 to 2013. Top managements strong & valued support, Spark Corporate Committees bright leadership, divisional Spark teams committed & positive involvement, talented employees idea submissions, timely recognition & award distributions, adoption of the world best leadership training-sharing practices, promotion & publicity, success-cum-celebrations, adequate budgeted back-up, systematic-creative-innovative approaches, excellent team work and progressive working culture are the success factors behind this unparalleled success. On this fabulous occasion of recognition & celebration, Almajdouie Group President & Spark Patron Abdullah Ali Almajdouie granted a special interview for Image Newsletter & his response as follows.



Special Interview with  
Group President Abdullah Ali Almajdouie

### 1. How do you rate this unparalleled success?

Success is sweet, encouraging & stimulating our group to aim for higher destinations. Succeeding 50,000 Spark ideas within a decade is an unparalleled success for any organizations history. Also, it precipitates an important message that employees are playing a vital role in institutions rise and prosperity.

### 2. Why Almajdouie Group initiated a program for employee appreciation?

The modern world is moving on the wheels of creativity & innovation. Pioneering innovation will lead to unpredictable success. While considering this on institutional level, either we can accumulate this through research, intellectual support or we can open up the canvas by ensuring employees participation. In 2003, Almajdouie Group launched a dedicated creativity and innovation program called "Spark" to invite employee's participation in company's business & to train them fit for a healthy and standard working environment. Also, the group decided to recognize them for their contributions to the group.

"The best reason to start an organization is to make meaning; to create a product or service to make the world a better place."

### 3. How Spark stimulated Almajdouie Group's achievements?

Almajdouie Spark facilitated a structured system to expose employee's feelings. Our group evaluated these opinions in different levels & put it into action based on merit level. Spark enables an interactive platform which unifying group employees and encouraging them to think out of the box. Employees are encouraged to submit their suggestions through Spark software. Almajdouie Spark promoting creative & innovative exchanges within the group, discovering ground level achievements, highlighting best idea makers, updating world best practices, generating fraternal spirits, hosting social & cultural entertainments, piloting relation building events, ensuring performance evaluations & contributing its level best for employee's personality development. All of these created a standard environment which is very supportive for organizations growth.

### 4. What's the most important thing you learned with Spark program?

To become successful is to recognize every single step towards glory. We must involve our employees to bring improvements at their work place, tapping their minds, exploring ideas & solutions. Unifying employee spirit towards business will contribute extraordinary outputs. A better working culture is essential for modern institutions.

### 5. What are your goals in the coming years & what are your plans to achieve your goals?

Our goal is to uplift our organizational system to the world best standards. Our group became the 'No.1 Innovative Company in the business sector of Saudi Arabia' during Saudi innovation Index 2010. We should take initiative to elevate Spark program to the world number one 'idea generation and employee appreciation program'. Almajdouie Group will always perform its social responsibility with a bit extra. Almajdouie Spark will organize community oriented program such as 'Community Spark Program' where we are planning to reach communities & will execute our commitment to the society.

### 6. We are expecting your valuable message?

Imagination is most important. The most successful people used their imagination. They relied on imagination for their new inventions. They went through a creative phase while detailing. Our employees should search for more innovative ideas which will broaden their knowledge, strength & vision. They should use Spark platform to open up their mind, develop themselves for higher destinations & the group will value their contributions to the best of its merit.

Wishing you all success....



SPARK

## 50,000 IDEAS : SPARK IS THE ORGANIZED WAY OF RECEIVING IDEAS FROM EMPLOYEES



Almajdouie Spark is “Employees Integrated Idea Generation & Appreciation Program” designed by Almajdouie Group to encourage employees to submit creative & innovative ideas. Spark is an excellent platform for Better Interaction, Relation Building, Information Exchange, Effective Training, Dynamic Leadership, Innovative Thinking, Creative Contribution & Personality Development.

Almajdouie Spark is “Employees Integrated Idea Generation & Appreciation Program” designed by Almajdouie Group to encourage employees to submit creative & innovative ideas. Spark is the organized way of receiving the ideas from the employees and tries to implement them according to the value of the idea itself. The purpose of SPARK is to generate worthwhile suggestions and innovative ideas to reduce cost, save resources & time, improve service, increase safety and improve the quality of work life.



ALMAJDOUIE SPARK CREATIVE SLOGAN CONTEST 2011: Winners of Almajdouie Spark Creative Slogan Contest - Ibrahim Syed (CID) & Naeem Subhan (LTR) with Group President Abdullah Ali Almajdouie, Spark Corporate Committee Head Enayat Shaikh & Group Spark Administrator Manoj Philip during Spark Arabian Night held on 4th January 2012.

The main motive behind Spark is to ignite employee's participation in companies business & to train them fit for a healthy & standard working environment. Spark is an excellent

platform for Better Interaction, Relation Building, Information Exchange, Effective Training, Dynamic Leadership, Innovative Thinking, Creative Contribution & Personality Development.





SPARK

# 50,000 IDEAS : ALMAJDOUIE SPARK CONDUCTING SEVERAL INNOVATIVE & INTERACTIVE PROGRAMS



Almajdouie Spark Program facilitating an active interaction between more than 5000 employees belongs to 25 Spark divisions and getting vibrant, innovative & creative response from the entire system.

Almajdouie Spark Program facilitating an active interaction between more than 5000 employees belongs to 25 Spark divisions and getting vibrant, innovative & creative response from the entire system. Almajdouie Spark conducting several innovative & interactive programs like creativity workshops, seminars, day outs, confests, celebrations, study trips, information exchange programs, fun-oriented events, award ceremonies etc. to maintain an established environment and culture that encourages and releases creative and imaginative talents of all employees. Since 2003, Almajdouie Spark organized various programs to honor & appreciate employees for their best idea contributions.



THE EXCITING & ENCOURAGING SPARK PROGRAM IN ALMAJDOUIE GROUP: Almajdouie Spark conducting several innovative & interactive programs like Creativity Workshops, Seminars, Day outs, Ground Tours, Contests, Celebrations, Study Trips, Information exchange programs, Fun-oriented events, Award Ceremonies etc. to encourage and release creative and imaginative talents of group employees.

Every year, Almajdouie Spark conducting "Spark Ground Tour" to appreciate the Best Idea Makers for the year. Best Spark Division, Best Spark

Idea of the Year, Best Spark Head, Highest Spark Idea submitter are the other titles waiting for Spark front runners.





SPARK

# 50,000 IDEAS : ALMAJDOUIE SPARK PROMOTES AN EXCELLENT REWARD SYSTEM



Almajdouie Spark promotes a reward system where employees will get maximum benefit as per the value of the idea. This reward system assuring incentives for tangible (direct savings) & intangible ideas (no direct savings).

Almajdouie Spark promotes a reward system where employees will get maximum benefit as per the value of the idea. This reward system assuring incentives for tangible (direct savings) & intangible ideas (no direct savings). This program started in 2003 and since then Almajdouie Group employees submitted 51,531 ideas, implemented 3530 ideas & resulted a saving of SAR 23524108 till October 2013. Spark Sharing Point (Spark Web Site), Spark Flash (Spark Blog), Sparking Board (Spark Awareness Messages), Almajdouie Spark Face Book Link, Spark pages in Image Newsletter, massive emails, Spark posters & catalogues are the communication mediums spreading Spark related information.



No. 1 Innovative Company in the Kingdom: In 2010 - Almajdouie Group won the title "No. 1 Innovative Company in the Kingdom" during Saudi Innovation Index. Almajdouie Spark organized a celebration in Sheraton Hotel, Dammam. Top Management, Department Managers, Spark Corporate Committee, Spark Heads & Special invitees were participated.

"SIMNET" is providing software support so that employees can submit their valuable suggestions online and track its further proceedings.

Divisional Spark Teams evaluating these ideas purely based on merit basis after consulting with experts in different levels.





SPARK

## 50,000 IDEAS : ALMAJDOUIE SPARK ADOPTS THE WORLD BEST LEADERSHIP- TRAINING-SHARING PRACTICES



Participation in improvement, appreciation, consideration in employees' performance, self-respect, problem solving capacity, cash rewards and gifts are the benefits for an idea submitter. Reduce waste elimination, health and safety improvement, quality improvement, process time/cost reduction, system/business development are the benefits of this program at work places.

The Spark program started in 2003. Initially its name was "Idea Generation Pool". This program was renamed as Spark in September 2003 & the new emblem designed with new motto introduced, Creativity... Our way to progress.

First Spark Corporate Committee formed in September 2003. Second Spark Corporate Committee formed since 2006. Third Spark Corporate Committee formed since 2008. Fourth Spark Corporate Committee formed since 2010. Almajdouie Group won the title "No. 1 Innovative Company in the Kingdom"



A SHINING SPARK IN ALMAJDOUIE GROUP: Almajdouie Spark Program started in 2003 and since then Almajdouie Group employees submitted 51,531 ideas, implemented 3530 ideas & resulted a saving of SAR 23524108 till October 2013. Almajdouie Spark organized various programs to honor & appreciate employees for their best idea contributions.

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SPARK

# 50,000 IDEAS : ALMAJDOUIE SPARK HONORING EMPLOYEES FOR THEIR BEST CONTRIBUTIONS



The Spark Corporate Committee is the governing body of Spark program under the patron ship of the Almajdouie Group President Abdullah Ali Al Majdouie. The Spark Corporate Committee formed with Committee Head (SCCH), Committee Members (SCCM) and the Group Spark Administrator.

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THE DAZZLING SPARK PROGRAM IN ALMAJDOUIE GROUP: Top Managements strong & valued support, Spark Corporate Committees bright leadership, Divisional Spark Teams committed & positive involvement, talented employees idea submissions, timely recognition and award distributions, adoption of the world best leadership-training-sharing practices, excellent team work & progressive working culture are the success factors behind Almajdouie Spark.

success-cum-celebrations, adequate budgeted back-up, systematic-creative-innovative approaches, excellent team work & progressive working culture are the

success factors behind Almajdouie Spark. For more information, contact Manoj Philip, Group Spark Administrator, Almajdouie Group, Dammam, Saudi Arabia. Phone. +966-13-8198390.



# ALMAJDOUIE MOTOR PARTS BAGGED EXCELLENCE IN PARTS SALES FOR 2012

Annual Parts Conference in Barcelona, Spain



Almajdouie Motor Parts, the Hyundai Spare Parts - Sole distributor in Eastern and Northern Provinces was awarded as "Best Sales Performance" among Middle East & North African distributors at a conference held by MOBIS in Barcelona - Spain.

Almajdouie Motor Parts, the Hyundai Spare Parts sole distributor in Eastern and Northern Provinces was awarded as "Best Sales Performance" among Middle East & North African distributors at a conference held by MOBIS in Barcelona - Spain. This is the fifth year in a row Almajdouie Motor Parts has been recognized in different disciplines by MOBIS.

Chi Whan Yoon, the Managing Director of MOBIS Middle East and North Africa presented the award to Enayat Shaikh (General Manager, Almajdouie Motor Parts) who said that the recognition is factored by consistent efforts in customer satisfaction made by their elite outlets. The efforts and determination made are all conformed to the International Standards of Genuine Hyundai Spare Parts and Accessories and customized to serve needs of their valuable customers in Eastern and Northern Province coverage.

"We have more than thirty (30) authorized dealers and new branches that cover other areas to keep our



Enayat Shaikh (General Manager, Almajdouie Motor Parts) receiving "Excellence in Parts Sales for 2012" award from Chi Whan Yoon (Managing Director of MOBIS Middle East and North Africa). Majdi Yousef Abuawad (Retail Sales Manager, MMP) accompanied GMP.

impeccable customers closer." added Enayat Shaikh.

In accord to Almajdouie Motor Parts' vision; (Lead the Automotive parts market with distinguished and trusted premium service to be benchmarked in the industry) its employees have been another fundamental influence of these achievements year after year by giving their unlimited efforts, harmonious cooperation and the upmost team work spirit in focus of a common goal "Customer Satisfaction".

A dinner party was organized and all employees in company of GMP, GMS, Retail Sales Manager - MMP, Wholesales Manager - MMP, and other Divisional Managers in Almajdouie Group gathered to celebrate the victory in a lovely

atmosphere of unity and intimacy.

Hyundai Mobis proved that the ability to compete with counterfeit/imitated parts in terms of quality, price and lead time is also an obvious reason that led to the growth of over 65% up to June 2013 comparing with the same period of 2012.

Enayat Shaikh (General Manager - Almajdouie Motor Parts) esteemed the higher management of Almajdouie Group for their invaluable backing. "Without the Chairman, Shaikh Ali Almajdouie's splendid support, the President Abdullah Ali Almajdouie's reliable concern, and the CEOA Yousef Almajdouie's outstanding leadership, we wouldn't have been this far today. May Allah always protect them." He concluded.



Almajdouie Motor Parts organized a dinner party to celebrate their fabulous achievement. GMP, GMS, other Divisional Managers, Retail Sales Manager - MMP, Wholesales Manager - MMP, and employees were participated.



Almajdouie Motor Parts, the Hyundai Spare Parts was awarded as "Best Sales Performance" among Middle East & North African distributors at a conference held by MOBIS in Barcelona - Spain.



“During that time I really enjoyed thinking of ways I could improve the company”

The fourth edition of Logistics Middle East's Power 25 list – a ranking of the region's most influential executives from logistics industry was released in August 2013 (issue 107). The 20 pages special report includes the industry most prominent figureheads. Together, these decision makers are representatives of a respected and elite community that plays an important role in the success and growth of Logistics activities throughout the Middle East.

The Chief Executive Officer, Logistics S. I. Mustafa is ranked on 6th position consecutive second time (2012 and also in 2013 he ranked on 6th position; in 2011 he was at 10 position).

Beside this An ITP Business Publication – Middle East Logistics magazine covered a two page interview of Almajdouie Logistics CEO S. I. Mustafa in their September 2013 issue 108 with his photo on cover page with a title “Golden Touch”

S. I. Mustafa has overseen the firm's growth from a small trucking firm to one of the biggest players in the region. Almajdouie logistics CEO is brimming with industry knowledge garnered through the incredible journey of transformation that he has led the firm through for the past 37 years. Ahmad Lala – ITP editor did the interview from which few points have been stated here.

S. I. Mustafa joined the fledgling Almajdouie as an accountant in 1976, having worked previously as bank manager. “The whole day I was left alone in office” Mustafa recalls of his early days. “During that time I really enjoyed thinking of ways I could improve the company”. One of the ways Mustafa realized he could improve business was to make sales calls. But he had to first sell the idea to his boss. He used his lunch breaks to visit clients and in his first week landed three new deals.

“I visited the first company, a Korean company and asked if they were interested in customs clearance or truck transport and they said YES, yes,

# CEO LOGISTICS RANKED “NUMBER 6” IN THE LIST OF 25 MOST POWERFUL EXECUTIVES IN THE MIDDLE EAST

## Almajdouie Logistics News Review



The Chief Executive Officer, Logistics S. I. Mustafa is ranked on 6th position consecutive second time (2012 and also in 2013 he ranked on 6th position; in 2011 he was at 10 position).



we need it! I gave them the quotation the next day from my judgment. They accepted the same day,” says Mustafa.

“Afterwards I went to my boss and showed him the confirmation. He saw that the rate was higher than his expectations, so he gave me the green light to start moving as a salesperson, and that opened doors for me” through regular visit to the ports, Mustafa stumbled upon another tactic. He started taking note of the cargo tags on goods, getting the names of the customers and then tracing them through the telex list – there were very few phones, and no fax or email at that time. Using his astute judgment, Mustafa claims he had a phenomenal success rate. Based on my market judgments, I was sending the rates up and right up until today, my success rate is 70%, because my approach was never to go for every single business, but first check, analyze and then pick the correct customers, he says.

The interview covered various stories but in image we have covered few glimpses. Further he added **“I have been involved in the business very long, and customers were satisfied with my commitment, because whatever I promised I delivered”**

Almajdouie has expanded rapidly in the Heavylift cargo vertical and according to Mustafa, they are today the number one firm in the Middle East in the specialization. Last year the firm handled around 2.1 million freight tones of project cargo and around 9 million tons of petrochemical supply chain goods. The firm also became the first Saudi privately owned firm to enter the Guinness book of world record for the “Heaviest Item Moved by Road Freight” when it transported evaporator unit weighing 4891 tons from Manufacturer in South Korea to the project site in Saudi Arabia. In total 8 units were installed at project site.

Almajdouie logistics expansion plan in 2000's lead to the formation of independent joint ventures with international market leaders in the industry from Japan, China, the Netherlands and Italy, as we have 6 joint ventures.

In January 2013 internally the firm has been slowly merging its 100% owned subsidiaries namely Almajdouie Transport, Almajdouie Logistics and Distribution, continental freight, international projects and its fleet services all under one umbrella with name Almajdouie Logistics Co. LLC.

### The secrets of S. I. Mustafa's Success:

1. Speaking from my experience, sales-people too readily over-commit. The customer might be happy at the time, but a few months later they may be upset about something or other, and will not want to see the salesperson again. When sales-people over-commit, they hurt themselves and hurt the firm's reputation. So my advice is to make a commitment that is realistic.
2. When it comes to management: you have to respect everybody, whether he is your number two or a worker in the warehouse. If I am visiting a warehouse facility and go and shake hands with the laborers, they will become happy and motivated. This will be better for the company, rather than me thinking that my hands will become dirty. So: treat everyone with respect.
3. There is no short-cut for rising up in the ranks. If somebody thinks that in a short period of time, he can become the CEO, than that will not work for long-term success. I have seen many people that have moved up very fast, but within a short time they were fired or release, because they didn't have the correct capabilities.

For more information, visit: [www.arabiansupplychain.com](http://www.arabiansupplychain.com)



MANUFACTURING

# ALMAJDOUIE STEEL INDUSTRIES LAUNCHED ITS NEW LAW BED TRAILER

## Almajdouie Manufacturing News Review



Almajdouie Steel Industries is proud of providing an outstanding product, a low bed trailer, with a hydraulic front that are customized to load a heavy equipment that cannot be loaded from the back because of its large size and heavy weight.



The new low bed trailer has 5 axles of 16 tons per axle and has 20 tires. It has a load floor and 10 meters in addition to the possibility of loading in the area of the axles.

Almajdouie Steel Industries is proud of providing an outstanding product, a low bed trailer, with a hydraulic front that are customized to load a heavy equipment that cannot be loaded from the back because of its large size and heavy weight. This low bed trailer can carry about 100 tons and can be increased to 130 tons by adding a cart called dolly.

The new low bed trailer has 5 axles of 16 tons per axle and has 20 tires. It has a load floor and 10 meters in addition to the possibility of loading in the area of the axles. It is an excellent alternative to the European low bed trailer which is more costly. The new low bed trailer has gained a high percentage of customer satisfaction.

### Café Liwan Opened its 13th Café in Dareen Mall

A new Liwan branch was inaugurated in Dareen Mall which has a strategic location in Dammam on the Gulf Sea road. This branch is No 13 of Liwan Café series in the Eastern Area. This expansion is due to quick development and growth. The new branch design lies in the same criteria of Liwan designs in the other branches. Also the colors used in this branch match the other branches colors.

### National Day Campaign Launched in Aryaf Foods

On the auspicious occasion of 83rd Anniversary of Saudi Arabia National

Day, Aryaf Foods launched its new product. This new Cake is a template with distinctive and creative design reflecting a total makeover from the product which Aryaf Foods launched last year. Aryaf Foods innovative idea matches the National day theme and it was greatly accepted by the customers and resulted huge sale for them.

### Aryaf Foods Launched "Velvet Colors" on Eid Campaign

With big shared efforts from Marketing and production department, Aryaf Factory had launched the new product "Velvet Colours" in Eid campaign which is got a good impression from the audience side with good sales.



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On the auspicious occasion of 83rd Anniversary of Saudi Arabia, National Day, Aryaf Foods launched its new Cake. Aryaf Factory had launched the new product "Velvet Colours" in Eid campaign.



MAJD

# MAJD ORGANIZED 'THE BEST ARCHITECTURAL DESIGN COMPETITION' FOR KARAWAN BUSINESS PARK

## MAJD Company News Review



Recently, MAJD Company organized a unique design competition in Novotel Hotel, Dammam to explore the best architectural design for its project 'Karawan Business Park'.

Recently, MAJD Company has organized a unique design competition in Novotel Hotel, Dammam to explore the best architectural design for its project 'Karawan Business Park'. This unique project is on King Faisal Road in Jubail next to Hyundai Show Room. The project has four components: Offices, Commercial, Residential, and Hotels and the mixed to produce a wonderful environment in order to meet the growing demand for these elements is one of the architectural landmarks of Al Jubail City.

A jury committee has been formed in accordance with the importance and size of the project & the committee included a group of university professors and specialists headed by Prof. Dr. Abdullah Al-Qadi (Undersecretary of Dammam University and Dean of the Faculty of Engineering) to evaluate the



Prof. Dr. Abdullah Al-Qadi, the president of the Jury Committee for the Best Architectural Design Competition updating the details to Ibrahim Almajdouie (CEOR).

architectural proposals provided by the three leading engineering offices in designing large-scale projects :

- (1) Dar Al Omran Office
- (2) Arab Architecture Office
- (3) Abdel Fattah Almomin Office.

Designs exhibition was made during the contest to view the proposed architectural designs to visitors who are specialists in the field of engineering and real estate. MAJD Company have welcomed the visitors and took their valued feedback which will be reflected positively on the project. Abdullah Ali Almajdouie, the Group President has provided appreciation certificates to the President and members of the Committee for their

efforts in evaluating the architectural alternatives.

### Leasing Starts in Al Badia Commercial Center

MAJD Real Estate Company has signed a commercial contract in Al Badia Commercial Center with Saudi Marketing Company (Farm Markets). This contract is for a period of twenty years beginning immediately after the completion of the project of Al Badia Commercial Center in Al Badia District. The project includes a mall, shops and different offices spaces. The project design was completed. Now, it is the stage of choosing the contractor to start construction which is expected to complete on 01/04/2015.



Designs exhibition was made during the contest to view the proposed architectural designs to visitors who are specialists in the field of engineering and real estate.



MAJD Real Estate Company has signed a commercial contract in Al Badia Commercial Center with Saudi Marketing Company (Farm markets) for a period of twenty years.



MELI

# “MELI” IS ON ITS WAY TO BE A LOGISTICS SPEARHEAD IN SUPPLY CHAIN TRAINING

## Middle East Logistics Institute for Training News

Middle East Logistics Institute for Training (MELI) aiming to provide a platform for advanced analysis and research on risks and resilience in supply chains.

Dr. Turhan Bilgili, MELI Project Manager and Senior Instructor, conducted training on "Risk Management in Supply Chain" at the Supply Chain Center in Saudi Aramco, Dhahran, on May 26-27, 2013, aiming to provide a platform for advanced analysis and research on risks and resilience in supply chains. He included theories and methods of supply chain management with regards to risk and safety as well as introducing risk management with risk analysis and risk assessment and management of vulnerabilities in logistics and Supply Chain. During the training he also addressed the analysis of how global crisis and changes affect the material flow chain (including globalization, outsourcing, mergers, regionalization, customer requirements, legislation, e-commerce, international terrorism and demographic change) by preventive security at different levels, related to accidents, disasters and genuine uncertainty through risk sharing, risk avoidance, risk reduction and risk transfer. He emphasized the importance of risk management to supply chain professionals in Saudi Aramco (expecting them to deal



Dr. Turhan Bilgili, MELI Project Manager and Senior Instructor, conducted training on "Risk Management in Supply Chain" at the Supply Chain Center in Saudi Aramco, Dhahran.

with risks in their routine business and professional lives in the future) in a robust design by introducing and discussing various risk management concepts, tools, and techniques in a global context. Thus, the training offered by Dr. Bilgili had furnished a comprehensive look at the risk management process, including tips to apply it and traps to avoid based upon real scenarios reinforced by syndicate groups' studies on implementation of risk management practices.

### CILT Grants Another 3 Years Accreditation to MELI:

Throughout the years, MELI consistently maintain its strong partnership and relationship with The Chartered Institute of Logistics & Transport or CILT by offering the latter's various logistics certification

and diploma programs in Saudi Arabia. And with such strong partnership, MELI is proud to have been granted for another 3 years accreditation with CILT.

### Middle East Logistics Institute for Training (MELI) and Saudi Aramco Training Collaboration:

With the on-going good relation between MELI and Saudi Aramco, both parties came into an agreement for MELI to provide nine (9) different supply chain courses to the Saudi Aramco Supply Chain Center. These supply chain courses are expected to commence starting September 2013, and more other courses will be agreed and provided to the Center later on with the support of MELI's partner, Michigan State University (MSU).



CILT Extends Accreditation to MELI: Dr. Mohamed Hasan Jaber, MELI Manager; Dr. David Maunder, CILT Trainer & Mr. Amer Badarneh, Academic Manager)



On 26-27 May 2013, Dr. Turhan Bilgili emphasized the importance of risk management to supply chain professionals in Saudi Aramco at the Supply Chain Center in Saudi Aramco, Dhahran.



### Strategic Planning Workshops Organized By Corporate Strategic Unit

Corporate Strategic Unit (CSU) has organized Strategic Planning Workshops in order to review the strategic plans of the Group Companies and Services Units. These workshops were held in Holiday Inn at Al Khobar-Corniche on September 2013.

A presentation was conducted during the workshop about the Strategic Planning Methodology and its relation with the KPIs which the tool that used to review and measure the Group

Services Units and Companies' commitment to achieve the setting goals. The aims of these workshops are to enable the attendees to update their units and companies annual plans. These workshops are conducting every year as they are an essential part of our Group Strategic Planning Mechanism. A full day workshop is held for every company or service unit to assure that enough time is allotted for discussions about the future trends.



### Almajdouie Motor Service Won Global Service Support Center (GSSC) Award for the Second Consecutive Year

Almajdouie Motor Service (MMS), one of Almajdouie Automotive, has been granted the Best Global Service Support Center during the days of Hyundai Global Service Support Center Conference in South Korea.

This award is built on the best Management and Support Operation concepts which are remarkably credited to Almajdouie Motor Services' practices. The award focuses on the delivered solutions to Customer complaints and feedback with a sound of world class performance.

"This award was granted to Almajdouie Motor Service (MMS) for the second

consecutive year, it shows the harmony between Almajdouie Motor Services' employees and how they really care about any customer feedback as the customer is priority number one for the company" Mr. Aqel Abu Hanoud, Almajdouie Motor Service General Manager said.

It is worth to mention that Almajdouie Motor Service (MMS) also received the award of Quality Information Report back in April 2013 for the seventh year in a row proving the fact that the company constantly implements the best global practices in dealing with customer services.



### Oracle Point of Sales Project Successfully Implemented in Aryaf and Café Liwan Branches.

Corporate Information Department / Point of Sales Team (CID-POS) lead by Mohd. Sami have successfully completed the roll-out of Oracle POS services to all Aryaf and Café Liwan branches (22 Branches across the Kingdom).

Oracle POS will facilitate secure, lean, standard and back end integration all

commercial transactions & Inventory run at those mentioned branches. The percentage of utilization of this new rolled technology Oracle POS by business reach as YTD around 92% and CID-POS team initiate along with business many enhancement projects to reach maturity level of this technology at next soon future.



### Almajdouie Motors Celebrates Saudi National Day with Patients

Almajdouie Motors celebrated Saudi National Day with 'the in-patients children' in King Fahad Specialized Hospital in Dammam. The initiative behind this visit was to please the children who were staying in the Tumors Section and to make them happy.

Almajdouie Motors Team visited the patients who admitted in the hospital, enquired their health condition & prayed for their early recovery. Almajdouie Motors Team distributed gifts during the celebration.



### Almajdouie Motors Organized Awareness Campaign about the Disadvantages of Smoking

Almajdouie Motors had an awareness campaign about the disadvantages of smoking and how to help smokers to quit. The campaign took place in

Hyundai Main Showroom in Dammam. The event was attended by many smokers who want to quit.

# LHL EMPLOYEES SUCCESSFULLY COMPLETED "MASTERING HEAVY LIFT EXCELLENCE" BY INGENUS

Almajdouie Logistics News Review



The program witnessed a representation of members of EPC Contractors, Heavy Lift Operators, Shipping Lines and Freight Forwarding Companies.

Almajdouie Heavy Lift Transport & Engineering (LHL) employees have successfully completed the technical course of "Mastering Heavy Lift Excellence" provided by Ingenus, an Olygen Company Malaysia. National Operations Manager Engr. Liyo Cefre, Heavy Lift Superintendent Liaquath Ali, and Technical Superintendent Edward Celebre experienced the modern methods of achieving safe, heavy lifting jobs and project success. Members from different part of the world attended the training. The program witnessed a representation of members of EPC Contractors, Heavy Lift Operators, Shipping Lines and Freight Forwarding Companies. The industries experience speakers delivered training focusing on heavy lift transport on-shore/off-shore industry issues and practical solutions; it was also an opportunity for employees to develop business network and transforming new techniques into practical jobs as well.

The logistics industry contributes significantly to any country's economy. In the global world advancement of employee's skill with modern technology is very essential. Through proper training, employees gain standard methods



Almajdouie Heavy Lift Transport & Engineering (LHL) employees have successfully completed the technical course of "Mastering Heavy Lift Excellence" provided by Ingenus, an Olygen Company Malaysia.

to use in their tasks. They are also able to maintain uniformity in the output they give. This results with a company that gives satisfying services to their clients.

Humayun Mirza, General Manager of LHL, said: "Investing in providing quality trainings to develop and enhance leadership skills in our key management executives is a cornerstone of our human asset development strategy."

### Almajdouie Logistics Awesome Participation in "Leaders in Logistics Conference"

On 23rd September 2013, Almajdouie Logistics Company (MLC) Participated at the Logistics Middle East Magazine's Annual "Leaders in Logistics Conference", which was held at the Ritz Carlton Hotel in Dubai. Almajdouie Logistics sponsored Lunch at the event. The event attracted more than 150 industry leaders and included key note speeches. The conference is an unrivaled networking forum, bringing together some of the biggest names in

Middle East logistics to help benchmark operations, brainstorm ideas, and overcome the challenges facing the industry today.

The conference was chaired by Michael Stockdale, Managing Director of B2C Logistics. "The annual Leaders in Logistics conference today saw the heavyweights of the logistics industry gather to discuss and debate the way forward for the region," said Stockdale. "This conference is the preeminent forum for senior leaders in the logistics industry to meet and discuss issues of leadership, strategy, vision and change." Dudi Hermanto (General Manager, Logistics Business Development) was in the panel discussion topic GCC BORDERS AND THE CHALLENGE TO TIMELY LOGISTICS, along with Mohammad Alkhas (Chief Executive Officer – GCC, Aramex), Isa Broderick (Chief Executive Officer, Capital Star Shipping) & Masood Hassan (Partner, Price Water House Coopers).



On 23rd September 2013, Almajdouie Logistics Company (MLC) participated at the Logistics Middle East Magazine's Annual "Leaders in Logistics Conference", which was held at the Ritz Carlton Hotel in Dubai.



The event attracted more than 150 industry leaders and included key note speeches. Almajdouie Logistics sponsored Lunch at the event.



# LOGISTICS PROFESSIONALS GEAR UP FOR WORKSHOP IN JUBAIL

## Almajdouie Logistics News Review

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The workshop aimed to improve the performance of Logistics activities in Arab countries, and to strengthen participant's scientific knowledge of the importance of logistics activities and the nature of roles and functions of those in charge in respective fields.

On 17-18, 2013, Saudi Ports Authority, Arab Academy for Science, Technology & Maritime Transport, Port Academy for Maritime and Technical studies were jointly hosted a workshop on title "The Role of Logistics Activities in supporting the competitiveness of the transport Sector" at the Intercontinental Hotel – Al Jubail, Saudi Arabia. Almajdouie Logistics was one among the sponsors for this program.

Dudi Hermanto – General Manager Logistics Business Development presented a case study "How Port Expansion Supported, 3PL companies to Grow". The eventual presentation covered the support and coordination between logistics companies like Almajdouie and port authorities to prosper.



Dudi Hermanto – General Manager Logistics Business Development presented a case study "How Port Expansion Supported, 3PL companies to Grow".

H.E. Eng. Minister of Transport, Dr. Jabara Bin Eid Suraiseri – Chairman of Board of Director General Organization of Ports, H.E. Eng Abdulaziz bin Mohammed Al Tuwajiri – Chairman, the General Organization for Ports Saudi Arabia, H.E. Prof. Dr. Esmail Abd El Ghafar Ismail Farag President, AASTMT participate at the event.

Beside govt. bodies, attendees from Sabic, shipping, stevedoring and container handling, logistics, procurement, logistics buyers, etc. participated and discover more about the benefits and challenges in the industry.

The workshop brought together attendees from most of the Arab countries to gain relevant education and industries best practices. Beside Almajdouie the learned speakers from

Spain, UK, Switzerland, Egypt and Saudi Arabia delivered presentation on different topics to increase the awareness of logistic concept and its various applications through presentation, case studies and actual models on macro and micro levels.

Overall, the workshop aimed to improve the performance of Logistics activities in Arab countries, and to strengthen participant's scientific knowledge of the importance of logistics activities and the nature of roles and functions of those incharge in respective fields. It also represents modern Logistics activities applications in ports, rail and transport Industry. Almajdouie members from Transport, Freight Forwarding, Project Logistics also joined the 2 day workshop.



The workshop brought together attendees from most of the Arab countries to gain relevant education and industries best practices.



Beside Govt. bodies, attendees from Sabic, shipping, stevedoring and container handling, logistics, procurement, logistics buyers, etc. were participated.

# ALMAJDOUIE IFTAR PROGRAMS HEIGHTENED HARMONY & BROTHERHOOD

Iftar Events Hosted in Almajdouie Group



Almajdouie Logistics-Heavylift Transport & Engineering Spark conducted Iftar Party on 29th July 2013 at Dammam Palace Hotel. Humayun Mirza (GLHL), Liyo Cefre (SCCM) & LHL Spark Team participated.



Almajdouie Spare Parts hosted an Iftar event for its Dealers and Key Customers followed by a meeting to discuss the developing mechanics of the business, ended with gifts distribution and well attended by GMP&WSM.



Almajdouie Corporate Audit Department Spark hosted its Iftar program on 29th July 2013 at Carlton Hotel, Alkhobar. Yazan Anwar Odeh (MCAD) and CAD Spark Team joined the ceremony.



Almajdouie Logistics Business Development Spark organized Iftar Program on 5th August 2013 at Queens of India Restaurant, Alkhobar. Dudi Hermanto (GMBD), First Line Managers, LBD Spark Team & Group Spark Administrator attended.



Corporate Human Resources Division (CHD) organized their Iftar Program at Al Jasaq Wedding Hall, Dammam. CHD employees were participated along with CHRO Abdullah Saeed Al Ghamdi. Every year CHD make this event in order to strengthen the relationships between its team.





IFTAR 2013

# ALMAJDOUIE IFTAR PROGRAMS HEIGHTENED HARMONY & BROTHERHOOD

## Iftar Events Hosted in Almajdouie Group



Ramdan Iftar Events Organized by Almajdouie Aryaf Foods : During the month of Ramadan, Almajdouie Aryaf Foods organized Iftar programs for all Aryaf employees. Omar Almajdouie (Chief Executive Officer, Manufacturing) was the Chief Guest of the event.



Aryaf Iftar Events were hosted in Al Madinah, Al Hassa, Cornish Branches, Aryaf Factory & Aryaf Female Section. Mohamed Ghanem Aldan, (CEOM Office Manager) coordinated the event. Aryaf Food Managers & Employees were participated.



Almajdouie Logistics associated with clients at Iftar Gatherings : Logistics Business Department (LBD) took a lead in coordination with Almajdouie Logistics SBU's to arrange IFTAR parties and invite their existing /potential clients as part of company's continuing efforts to strengthen relations with its customers. On different schedules IFTAR gathering were arranged across the regions in the Kingdom.



On 21st July 2013, Almajdouie Spark hosted "Spark Annual Iftar Program 2013" at Park Inn Hotel Alkhobar. The Spark Annual Iftar Program facilitated an opportunity for Spark members to come together, to share food & to communicate the experiences of each day's successful fast during the holy month of Ramadan.

Spark Corporate Committee Head Enayat Shaikh welcomed the guests and congratulated them on the occasion of the month of Ramadan. Abdullah Saeed Al Ghamdi (CHRO), Ahmed Bdeir (CFO), Abdul Bary Mohammed Atassi (EMAD Project Manager), Spark Corporate Committee Members Liyo Cefre & Ahmed Saleh, Group Spark Administrator Manoj Philip, Spark Heads, Spark Members & Special Invitees were participated. The program ended with a wonderful

IFTAR 2013

# ALMAJDOUIE IFTAR PROGRAMS HEIGHTENED HARMONY & BROTHERHOOD

## Iftar Events Hosted in Almajdouie Group



ALMAJDOUIE SPARK ANNUAL IFTAR PROGRAM 2013: Abdullah Saeed Al Ghamdi (CHRO), Ahmed Bdeir (CFO), Abdul Bary Mohammed Atassi (EMAD Project Manager), Spark Corporate Committee Head Enayat Shaikh, Spark Corporate Committee Members Liyo Cefre & Ahmed Saleh, Group Spark Administrator Manoj Philip, Spark Heads, Spark Members & Special Invitees were participated.

raffle draw where many attendees being awarded with attractive gifts. The whole program invited applauds from

all corners for its calm & spiritual atmosphere, gorgeous arrangements and active participation of the invitees.





SPORTS

# ALMAJDOUIE SPORTS CLUB ANNUAL BOWLING TOURNAMENT 2013

## Almajdouie Sports & Games Review



Almajdouie Sports Club hosted its 4th Annual Bowling Tournament at Laith Sports Center, Dhahran on 11 June 2013. The event was well organized with four competition categories such as:

- (1) Individual
- (2) Team
- (3) Hall of Fame
- (4) Managers Tournament

Bowling Tournament witnessed awesome involvement of the employee's and a total of 123 employees participated.

Bowling Committee Head Radni Ray in association with Co-committee Michael Pajarillo and Joget Moncada outlined the whole tournament. The winners of Almajdouie Sports Annual Bowling Tournament are as follows:

### Individual Tournament Winners

Champion: Nazim Tole (CFD)  
 1st Runner Up: Bryan Perilla (MAF)  
 2nd Runner Up: Radni Ray (MLC)

### Hall of Fame Tournament Winners

Champion: Rey Labiano (LFP)  
 1st Runner Up: Rommel Berzabal (LTR)  
 2nd Runner Up: Ramon Magdato (LHL)

### Team Tournament Winners

Champion: LFP Team  
 (Rey Labiano, Nazim Tole & Nadir Ansari)  
 1st Runner Up: LHL Team  
 (Humayun Mirza, Ra mon Magdato & Noni Cunanan)  
 2nd Runner Up: LBD Team  
 (Niyaz Mohamed, Salvador Dordollo & Hyder Abbas)



Almajdouie Western Region Sports Club hosted its 1st Annual Bowling Tournament at Jeddah Lanes Bowling Center, Jeddah on 4th July 2013.

### Managers Tournament Winners

Champion: Humayun Mirza (GMLHL)  
 1st Runner Up: Tawfik Shousha (D,SM)  
 2nd Runner Up: Ihab Yousef Hawai (MCID)

### Best In Team Uniform:

Logistics Management Team  
 (Runner up: LHL Team)

### Best in Team Management: LHL Team

### Almajdouie Western Region Annual Bowling Tournament

Almajdouie Western Region Sports Club organized its 1st Annual Bowling Tournament at Jeddah Lanes Bowling Center, Jeddah on 4th July 2013.

60 individual players participated in this

tournament. First time in the Western Regions sports history, the tournament witnessed a 100% response from the regional employees with the grand support of Salahuddin Shaikh (Director Joint Venture), Mufareh Al Ghamdi (Human Resource Manager, Western Region, Zahoor Ahmed (Dy. General Manager, Logistics Freight Forwarding Project), Naseer Ahmed (Project Manager, Logistics Freight Forwarding Project) in coordination with Tajamul Pasha (Group Asst. Sports Manager).

Moreover, Almajdouie Sports Club is planning to schedule more programs in Western Region to encourage & ensure a healthy & sporty environment in the region.



Almajdouie Sports Club hosted its 4th Annual Bowling Tournament at Laith Sports Center, Dhahran on 11 June 2013. Tournament witnessed awesome involvement of the employee's and a total of 123 employees participated along with Department Managers of Almajdouie Group.





SPORTS

# ALMAJDOUIE TEAM PARTICIPATED IN EASTERN PROVINCE BASKETBALL LEAGUE

## Almajdouie Sports & Games Review



Almajdouie Basketball Team participated in the most prestigious basketball tournament in the EPBL (Eastern Province Basketball League). More than 30 companies including the National Pipes Company, ARCC-EEI, MMG, Tamimi Group, Saipem, Al-Hoty, Extra Stores and Hyper Panda participated. The opening ceremony was held on Friday, 6th Sept. 2013 at Al-Etifaq Club Gymnasium Al Khobar.

Almajdouie Team received a special award from EPBL for "Best in EPBL Uniform Logo". This had been consecutive awards received by the team which was also awarded "Best in Team Management" on last year's edition. Almajdouie team would like to express its gratitude to our Group President Abdullah Ali Almajdouie, Sports Manager Tawfiq Shousha, Assistant Sports Manager Tajamul Pasha and the Department Managers who had extended their support and made this endeavor a success.

### Almajdouie Hyundai Sports Tournament Organized

During the month of Ramadan, Almajdouie Sports Club hosted Ramadan Tournament



Almajdouie Basketball Team participated in the most prestigious basketball tournament in the EPBL (Eastern Province Basketball League).

sponsored by Almajdouie Motors. In this tournament, fifteen (15) teams participated from Almajdouie divisions. The first winner of this tournament was the Kenian's Koula. The second place gone to the Corporate Finance Department (CFD).

Tawfik Shousha (Sports Chairman) & Tajamul Pasha (Asst. Sports Manager) along with Sports Committee Members conducted the grand finale. The purpose of this tournament was to bring friendly & healthy environment among the group employees through fun & discipline. The employees of the group enjoyed the full season.

### Almajdouie Sports Launched New Events

Almajdouie Sports Club launched two new games for group employees & will be organized in both Eastern and Western Region.

The new games are Badminton and Dart. Registration is already open for the all the interested players.

Almajdouie Sports Club Chairman Tawfik Shousha and Assistant Sports Manger Tajamul pasha is planning to introduce more new games to group employees in order to provide friendly and healthy environment among the employees during the term 2013-14.



The first winner of Ramadan Tournament was the Kenian's Koula. Fifteen (15) teams were participated from Almajdouie divisions.



President Certificate: MAJD-FM got prize and appreciations from Group President due to their best support to organize sports activities in Almajdouie Group & maintain the sport area in Almajdouie Camp.



SPARK

# SPARK CORPORATE COMMITTEE AL HASSA VISIT 2013

Spark Enhancement Drive Held on 5<sup>TH</sup> September 2013



On 5<sup>TH</sup> of September 2013, Spark Corporate Committee has visited Al Hassa to enhance Spark awareness, Training & other Spark related concerns. During this visit, Spark Corporate Committee has conducted various training programs for Hyundai Showrooms, Aryaf Bakery & Café Liwan for MMSM, MMP, MMS, MAF & CLN employees.

The highlight of this visit was the active participation of employees. Spark Corporate Committee Head Enayat Shaikh & Group Spark Administrator Manoj Philip with Spark Heads of respective Spark Divisions interacted with employees, evaluated Spark performance & honored the



Best Spark Idea Makers with gorgeous gifts. Spark Corporate Committee visit aimed to reach more employees with

Spark program & to increase idea submissions and implementations within Spark Divisions.





TOASTMASTERS

# ALMAJDOUIE TOASTMASTERS CLUB EXECUTIVE COMMITTEE MEETS THE GROUP PRESIDENT

## Almajdouie Toastmasters News Review



“It’s not how known this platform is that announces its prominence, it’s how live and wild it’s presented to people that makes the thoughtful impression”

The Almajdouie Toastmasters Executive Committee had a meeting with Abdullah Ali Al Majdouie, Group President on 6th of October 2013. This meeting provided an opportunity for the committee to update Group President about the weekly Toastmasters sessions and the future activities and projects of the club. Abdullah Ali Al Majdouie on the other hand, enlightened the committee with his practical ideas on how to improve and promote the Toastmasters activities within the group.

The Group President outlined some motivational ideas on how to capture a great attention for the club’s activities from members of the entire group. He called for a grand campaign on educational platforms like Contests, Debates and Young Toastmasters Speech Conventions. “It’s not how known this platform is that announces its prominence, it’s how live and wild it’s presented to people that makes the thoughtful impression” Said the Group President.

The Group President promised to back-lift the club’s recognition by attending and



On 6th of October 2013, the Almajdouie Toastmasters Executive Committee had a meeting with Almajdouie Group president Abdullah Ali Al Majdouie.

awarding winners in the next Educational Award giving ceremony.

### Area Governor’s Visit to Almajdouie Toastmasters Club

The Club hosted the Toastmasters International Area Governor, TM Omer Farooq on the afternoon of 10th August, 2013.

The Governor was mesmerized by the warm welcome and hospitality rendered by the club officials besides the well-organized meeting agenda and activities flow.

In his remarkable speech, TM Omer expressed his gratitude towards the club for being well informed and up to date and congratulated it for the (Distinguished Club) award he presented at the end of his speech.

“This is a club I love to visit because I learn something every time I pay it a visit. Please keep up the good spirit.” He complimented.

The club was honored to promise the Area Governor an invitation to an Educational Awards Recognition Party that the club plans to hold later this year.



Al Majdouie Toastmasters Club hosted its 325th Session on September 17, 2013 and was graced with the presence of Mohammed Al Majdouie.



Al Majdouie Toastmasters Club hosted Toastmasters International Area Governor, TM Omer Farooq on the afternoon of 10th August, 2013.



## Osama Shuga

Manager, Hyundai Service Workshop,  
Branch 91 (MMS)

## أسامة شجاع

مدير ورشة خدمة  
هيونداي فرع ٩١



التحقث بالعمل بمجموعة الجدوعي في ١٨/١١/١٩٩٢م كمهمدس إستقبال وتدرجت في السلم الوظيفي حتى أصبحت مديرا لورشة خدمة هونداي فرع ٩١. ووصلت إلى هذه المرتبة نتيجة لعملي الدؤوب ومنابرتي وولائي وإخلاصي وصبري وقوة تخملي وعملي الجاد لإكتساب رضا العملاء وتلبية رغباتهم وبناء علاقات جيدة معهم.

تعلمت في المجموعة مزيدا من الخبرة من خلال العمل والدورات التدريبية ورحلات العمل وحضور ورش العمل. كما تعلمت الإعتماد على النفس والإستمتاع بالعمل والإحساس بأنني شريك في العمل والشعور بالفخر أنني أعمل في مجموعة الجدوعي وأسعد بالنمو الذي حققته الشركة.

الرسالة التي أريد توجيهها لزملائي منسوبي المجموعة هي : أن يتقي الله في عمله ومراعاة ضميره ويعمل كأنه شريك في العمل فإن الله سيكافئه وأن الشركة ستكافئه أيضا ، وعليك أن تحس بالفخر أنك تنتمي لمجموعة الجدوعي.

I joined Almajdouie Group on 19th November 1992 as a Reception Engineer and gradually I ascended the career ladder to become the Manager of the Hyundai Service Workshop, Branch 91.

I reached to this place as a result of my dedication, hard work, loyalty, patience, sincerity, my working culture & endurance to gain customers' satisfaction, meet their desires and build a good relationship with them.

I attained more and more experience through work, training courses and business trips and attending workshops. I learnt self-help, confidence and to enjoy the work. I feel that I am a partner not an employee. I am proud that I work in Almajdouie Group. I am happy that my company grew a lot.

The message that I want to be tell to my fellow employees of the group is "to fear God in his work and observance of conscience, work like as if he is a partner and be patient. Almighty Allah and the company will reward you for your hardworking. You should feel proud that you are a part of Almajdouie Group".



## PROUD OF YOU فخرون بكم

حصل الاخ يامن المحمد من قسم أرياف للأغذية على شهادة في اعداد خطة التسويق بعد ان اجتاز الامتحان المحدد والمعتمد من الجمعية الأمريكية للإدارة . وتعتبر الجمعية الأمريكية للإدارة (AMA) من المؤسسات المعتمدة في مجال التطوير والتدريب. وكانت الدراسة والامتحان عن طريق الشبكة ( أون لاين ) من خلال موقع فليكس ستيدي ( Study Felix ) المصمم خصيصا للتعلم الذاتي.

**Yamen Al Mohammad** from Almajdouie Aryaf Foods (MAF) has got a certificate in preparing Marketing Plan after he passed the exam that is accredited from The American Management Association (AMA). The American Management Association is one of the accredited organization in the field of training and development. The study and the exam are online through Felix Study website which is designed for self- study.

# وَذَكِّرْ

FROM THE HOLY  
QURAN

قال الله تعالى: "وَتَعَاوَنُوا عَلَى الْبِرِّ وَالتَّقْوَىٰ وَلَا تَعَاوَنُوا عَلَى الْإِثْمِ وَالْعُدْوَانِ وَاتَّقُوا اللَّهَ إِنَّ اللَّهَ شَدِيدُ الْعِقَابِ" سورة المائدة - الآية الثانية

Almighty Allah says:

"Help ye one another in righteousness and piety, but help ye not one another in sin and rancor: fear Allah: for Allah is strict in punishment." SURAH 5: AL-MA'IDAH (THE FOOD)



السيد محمد عبيدات من قسم تقنية المعلومات رزق مولوداً أسماه يامن  
Mohamed Obeidat from CID has been blessed with a son named Yamen



السيد ألفريدو توريجوس من قسم مشاريع الشحن رزق مولوداً أسماه الأمير إيمانويل  
Alfredo Torrejos from LFP has been gifted with a son named Prince Emmanuel



السيد / عطية محمد خطابي من قسم التغليفات حدة رزقه الله بنوام أسماهما آدم ويس  
Atfiya Mohammed Khatoby from LTRJ has been gifted twin babies named Adam & Yassin



السيد خالد أبو جبل من أرباب رزق مولوداً أسماها صيبا  
Khaled Abujabal from MAF has been blessed with a daughter named Seba



السيد محمد أبو عقيل من التغليفات حدة - رزق مولوداً أسماها أنابيا عقيل  
Mohammed Aqeel from LTRJ has been enlightened with a daughter named Anabia Aqeel



السيد أصف باتيل من أرباب رزق بنتاً أسماها أنيقة  
Aseef Batil from MAF has been blessed with a daughter named Anika



السيد نبيل محمد من أرباب رزق مولوداً أسماها رماس  
Yamen Nabeeh Mohamed from MAF has been blessed with a daughter named Remas



السيد علي سعيد الشهراني من شركة مجد العقارية رزق مولوداً أسماه إباد  
Ali Saeed Al Shahrani from MAJD has been adorned with a son named Eyad Ali



السيد علي سعيد الشهراني من شركة مجد العقارية رزق مولوداً أسماه محمد علي  
Ali Saeed Al Shahrani from MAJD has been blessed with a son named Mohammad Ali



السيد محمد عبد الحميد الفداغ من قسم التخطيط الإستراتيجي رزق مولوداً أسماها علياء  
Mohammed Abdulhameed Alfaddagh from CSU has been blessed with a daughter named Alya



السيد نسيم أحمد من قسم دي راكحة رزق مولوداً أسماه فيزان أحمد  
Naseem Ahmed from MDR has been blessed with a son named Faizaan Ahmed

## BLESSED MARRIAGE



## زواج مبارك



عبد العزيز محمد المرسل من قسم الموارد البشرية نهنئه ونتمنى له حياة زوجية سعيدة  
**Abdulaziz Mohammed Almoraisil (CHD)**  
Congratulations & Wishing a Happy and Prosperous Life



حسين علي السيهاتي من قسم النقل الثقيل نهنئه ونتمنى له حياة زوجية سعيدة  
**Hussain Ali Alsihati (LHL)**  
Congratulations & Wishing a Happy and Prosperous Life.



محمد عوض أبو المعاطي نهنئه ونتمنى له حياة زوجية سعيدة  
**Mohammed Awad Abu Almaati (CFD)**  
Congratulations & Wishing a Happy and Prosperous Life.



LET US THINK TOGETHER ...

دعونا نفكر معا...

"الضحك رائع حينما تضحك وحدك. ولكنه أحلى حينما تتقاسمه مع الآخرين حولك. لجأحك ينبغي أن يؤدي لنجاح الآخرين". إسرائيل مور إيفور

“Laughter is sweet when enjoyed alone. But it becomes sweeter when you enjoy it together with the people around you. Your success must lead to the success others.”

Israelmore Ayivor



السيد نيل فورد تم تعيينه حديثا مديرا للتشغيل بشركة الحدومي - دي راكنه  
Neil Ford has newly been appointed as Operation Manager in MDR



السيد جي روبرت كوستوديو تم تعيينه حديثا مديرا للإسكان بشركة مجد العقارية  
Jay Robert Custodio has newly been appointed as Housekeeping Services Manager in MAJD Company



السيد خورام شهاد زايب تم تعيينه حديثا كضابط لوجستيك بمشاريع الشحن  
Khuram Shahad Zaib has newly been appointed as Logistics Officer in LFP



السيد خالد أبو جبل تم تعيينه حديثا مديرا لوحدة الإعلان بأرياف  
Khaled Abujabal has newly been appointed as Advertising Unit Manager in MAF



السيد إبراهيم السعيد تم تعيينه حديثا منسقاً للأصول بالإدارة المالية  
Ibrahim Alsaied has newly been appointed as Fixed Assets Supervisor in CFD



السيد جاسم الهارون تم تعيينه حديثا كمحاسب أول بالإدارة المالية  
Jassim Alharoon has newly been appointed as Senior Accountant in CFD



السيد إبراهيم مراد تم تعيينه حديثا كمحاسب أول بالإدارة المالية  
Ibrahim Murad has newly been appointed as Senior Accountant in CFD



السيد رياض إسماعيل تم تعيينه حديثا كمحاسب أول في الإدارة المالية  
Riyadh Ismail has newly been appointed as Senior Accountant in CFD



السيد مفسر أمات تم تعيينه حديثا كمحاسب أول بالإدارة المالية  
Mufasser Amanat has newly been appointed as Senior Accountant in CFD



السيد إياه سلهب تم تعيينه حديثا محلل مالي ومرافق تقارير بالإدارة المالية  
Eyad Salhab has newly been appointed as Financial Analysis & Reporting Controller in CFD



السيد عبد الله نبيل الموسوس تم تعيينه حديثا كضابط لتنظيم الحضور والانصراف بإدارة الموارد البشرية  
Abdulla Nabeel Almoswas has newly been appointed as Attendance System Officer in CHD

BLESSED MARRIAGE



زواج مبارك

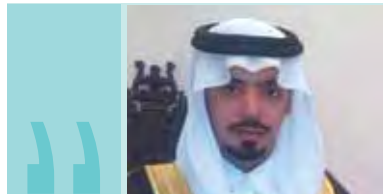
PROMOTED



ترقيات



السيد محمد سليم العرادي من قسم النقل الثقيل تزوج حديثا ببارك له ونتمنى له حياة زوجية سعيدة  
Mohd. Al Aradi (LHL)  
Congratulations & Wishing a Happy and Prosperous Life.



السيد سلطان البويمي من قسم النقل الثقيل تزوج حديثا ببارك له ونتمنى له حياة زوجية سعيدة  
Sultan Al Boeimi (LHL)  
Congratulations & Wishing a Happy and Prosperous Life



السيد إدوارد سيلبريه من قسم النقل الثقيل تم ترقيته من مشرف فني إلى كبير المهندسين  
Edward Celebre has been promoted to Chief Engineer from Technical Superintendent within Almajdouie Logistics Heavylift Transport & Engineering (LHL)



## فريق اللوجستيك يحصل على الشهادة الدولية في اللوجستيك والنقل LOGISTICS TEAM GRADUATED WITH CILT INTERNATIONAL CERTIFICATION



Sixteen (16) Almajdouie Logistics employees from various logistics divisions successfully passed and graduated the CILT International Introductory Certificate in Logistics and Transport training course which held on last 2012 conducted and offered by Middle East Logistics Institute (MELI).

In both Dammam and Jeddah, the participants underwent 4 different course modules scheduled at a regular interval throughout the year. Each module is being taught for 5 days and a final examination is being conducted after every module in which each participant has to pass in order to proceed to the next module and eventually complete and pass the course.

Following are the successful graduates from Almajdouie Logistics:

#### • Dammam

Mohsen Al Amoudi	(Transportation-Dammam)
Ahsan Riaz	(Transportation-Dammam)
Faisal Nadeem	(Transportation-Dammam)
Zeeshan Aslam	(Freight Forwarding-Riyadh)
Basit Ali Zaidi	(Freight Forwarding-Dammam)
Abdullah Al Zawad	(International Projects-Dammam)
Imran Ahmed	(International Projects-Dammam)
Khalid Al-Ghamdi	(Heavy Lift-Dammam)
Mohamed Ezzat	(Logistics & Distribution-Dammam)
Shao Hongtao	(SMME)
Loay Al-Aredh	(MELI)

#### • Jeddah

Abdul Aziz Al Rubiya	(Transportation-Jeddah)
Syed Layq Ali	(Transportation-Jeddah)
Imtiaz Ahmed Masood	(MDR-Yanbu)
Osama Abu Shriea	(Transportation-Jeddah)

حصل ١٦ من موظفي لوجستيات المدوعي على الشهادة الدولية في مقدمة اللوجستيات والنقل. ويمثل هؤلاء الموظفين عدد من أقسام لوجستيات المدوعي. ولقد منحت لهم هذه الشهادة بعد اجتيازهم الإمتحان المحد لها عقدت الدورة وقدمت من قبل معهد لوجستيات الشرق الأوسط "ميلي". وقام الدارسون في الدمام وجدة بحضور محاضرات في أربع مقررات دراسية تمثل أربع مستويات. وكل مقرر يدرس في ٥ أيام ويليه إمتحان. وعلى كل متدرب النجاح في المقرر الذي درسه لكي ينتقل للمقرر الذي بعده.

أسماء الناجحين في الدورة التدريبية من لوجستيات المدوعي:

#### • الدمام

– محسن العمودي	– النقلات الدمام
– فيصل نديم	– النقلات الدمام
– زيشان أسلم	– مشاريع الشحن الرياض
– باسط علي زايدى	– مشاريع الشحن الدمام
– عبد الله الزواد	– المشاريع الدولية الدمام
– عمران أحمد	– المشاريع الدولية
– خالد الغامدي	– النقل الثقيل الدمام
– محمد عزت	– النقل والتوزيع الدمام
– شاو هونجتاو	– SMME الدمام
– لؤي الرضا	– معهد ميلي

#### • جدة

– عبد العزيز الربيعة	– النقلات جدة
– سيد لايق علي	– النقلات جدة
– إمتياز أحمد مسعود	– المدوعي ودي رايسة جدة
– أسامة أبو شريفة	– النقلات جدة

### The Great Farewell

### حفل وداع رائع



قام قسم المدوعي للصناعات الحديدية بتكريم السيد سيفا وهو أحد الموظفين الرواد حيث قضى ٣٢ سنة في خدمة مجموعة المدوعي. وأقام المدوعي للصناعات الحديدية حفلا بهيجا لوداع السيد سيفا. شرف الحفل السيد باسم طعمة مدير عام المدوعي للصناعات الحديدية وهذا إن دل فإنما يدل على وجود بيئة عمل صحية تشجع الموظف على الاستمرارية ومزيد من الإنتاج، نتمنى للسيد سيفا الحظ النجاح والتوفيق في مستقبل حياته.

Almajdouie Steel Industries (MSI) honored Siva, one of their pioneer employees who spent 32 years' in Almajdouie Group. MSI organized a wonderful farewell program to honor him & the program well attended by employees & Basem Tomeh (General Manger, MSI). This is an indicator that we have a healthy work environment that encourages the employee to retain and produce more. We wish him all success.