WE GET THE AWARDS
YOU GET THE REWARDS

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

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

www.kcg.cc
Is Change Good?

When we say “This is a game changer,” that connotes something good and positive... and yes, it’s okay to “change” your mind.

— Allan Karl, World Rider - www.allankarl.com

Why is it that many find difficulty in dealing with change? Change comes in a variety of sizes, shapes and flavors. It’s how you choose to look at and deal with that matters most.

The fact is that most people feel change will have an immediate negative impact on their life or career. Why all of this obsession with change?

I find that it does take a strong person to weather any change. Though it’s often difficult to see when you’re in the middle of it, but in reality change is good. I do agree that important changes in business and life are important to all of us, but you have also to agree with me that without change, things stay the same and ultimately will stagnate and die.

Most people are afraid of change because it forces them outside their comfort zone. Without change there is no adventure in life. It takes much more energy and effort to resist change than it does to accept it. It’s much easier to embrace change than to fight it. Since most will resist change, successful people will use this fact to their advantage. Change is learning, learning is growing, and growing is living... So live! Change is opportunity for more development and productivity; status quo is boring and gets all nowhere. Change is exciting and forces you to move. Change can be scary and uncomfortable only when you look at it that way.

Fear of change is a feeling you can change, and it’s okay to change your feelings! People resist change because it brings feelings of fear of the unknown. The unknown will be uncomfortable unless you shift your position. Change is a harbinger of possibilities. When we change we adapt and move forward. The weather will change, so don’t worry about it! The sun is still shining, so enjoy it!

Sima Al-Safadi
EDITOR-IN-CHIEF
Sheikh Hassan Isam AlKabbani

Appointed as the new IKK Group Chairman

Having completed 45 illustrious years at the Group’s helm, The IKK Group Founder and Chairman, Sheikh Isam Khairi Kabbani, appointed in July 2015 Sheikh Hassan Isam AlKabbani as the IKK Group’s new Chairman. Sheikh Isam Kabbani will remain involved in the family business he initiated, as its Founder & Honorary Chairman.

On behalf of the IKK Group family, we send a hearty congratulation to the new Chairman, and wish Sheikh Isam Kabbani all the best.
Warren Buffet has said "Someone's sitting in the shade today because someone planted a tree long time ago."

For a family business, transition is a once-in-a-lifetime decision. Perhaps no other challenge has as much potential to intensify the special stresses or, to the contrary, to highlight the special advantages of operating a family business.

Like any business, a family enterprise must be built on a foundation of mutual agreement on fundamental questions: What are our vision and our mission? What strategy should we follow to reach our goals? What structures and people do we need to succeed?

The health and longevity of a family business begin with a clear vision, and depend on careful transition planning, and
on communicating the results of that planning to involved parties at the right time. Doing so will ensure that the business will withstand very well after the leadership transition, delivering lasting value to the whole IKK Group big family, to its suppliers and customers.

Serving our customers will remain our principal reason for being. I have been honored to work with an incredibly dedicated and talented group of professionals who take this vital mission seriously. Therefore, the IKK Group is very well-placed to continue playing its important role in the business.

Under its previous leadership, the Group has thrived, as accomplishments were founded on a commitment to excellence in our core competencies. I am very proud of our achievements over the past 45 years, and I am leaving the chairmanship of the IKK Group of Companies, with it standing at the forefront of the trading, manufacturing and contracting business in the KSA and in the MENA Region.

By delegating the responsibility now to the new Chairman, Hassan Isam AlKabbani and his fresh management structure, we all look forward to a new era with more development, sustainability, and market integrity. I am sure that with its new leadership, the IKK Group will continue to serve its customers even better, and the Group’s corporate culture will stay intact.

A big "Thank you" goes to each and every one of you for your support and for being loyal members of the IKK Group big family.

Isam Khairi Kabbani
We want firstly to congratulate you on this achievement and wish you the best in your new endeavor. We wish our Honorary Chairman, Sheikh Isam K. Kabbani, all the best and convey out heartiest thanks to him, in the name of the big IKK Group Family, for the support and benefit of the business knowledge we all gained somehow from his business philosophy and vision.

1. Is being Chairman of the IKK Group Management Board an enjoyable job? And what do you believe is the main task of the Chairman of such an important business entity?

Leading an ambitious large organisation is certainly an enjoyable but highly challenging position. I consider myself honoured to have been entrusted this mission by my father, Sheikh Isam K. Kabbani. I am also lucky that I am surrounded by an excellent corporate and managerial team with whom I will continue to work hand in hand. People have varied things they want to do, they have plans. We can make some of those dreams happen, and for some, we won’t be able to; but that ambition never goes away! My task is this: how can I tie together all of those individual ambitions with the interests of the Group as a whole? I need to balance planning, execution, cost-control, motivate and manage staff to get beneficial plans be implemented and completed on time and within the budget.

2. What do you look for when hiring staff, and how do you go about leading an organisation of almost twelve thousand employees?

Plenty of listening, talking, explaining and communicating: that’s the key. “We want to be the best: the best business group with varied activities, and the best employer too... and that takes effort!” When hiring, we should think in terms of skills, experience, initiative, and adaptability to work positively, comfortably and effectively with others. You need to hire people who appear capable of moving up in the organization: a strong company needs a strong staff. Note that experienced executives are always at a premium for the Group to get a fast return on its investment. A growing, energetic company can never have too much talent.

3. What is your management style?

You have probably enough awareness about the Group’s style to know that my management will complement it. The various styles include being: task-oriented (enjoying problem-solving by identifying what’s wrong), choosing a solution and implementing it, results-oriented (every management’s decision to make should be determined by how it will affect the bottom line), and of course paternalistic (being committed to taking care of subordinates and pointing them in the right direction).

4. What’s your biggest challenge for the future?

Basically, it is how to deliver the highest quality at acceptable costs. The word was always that the only way to improve quality was to spend more money. I somehow disagree, but that does not mean us taking on a complete new approach to our own work and our own group of companies.

5. And what impact could that have on the IKK Group employees?

Employees have to think too about
matters creatively and intelligently, while enjoying their career, which is just as important. Staff at all levels should think critically about the working day: are we doing our work in an intelligent way? Basically, we need to have the courage to re-invent time again and again for ourselves. The Management will support staff in that, of course. Career guidance and training will always be given important consideration. Staff has to genuinely want to make progress, and work together to get things done to the best. If you are someone who goes to the heart of the matter and wants to grow, the IKK Group is for you. So let’s see the ambition!

What challenges do you currently see in the industry and how would you deal with them?

As I channel my thoughts about the direction in which the business is generally heading, I can say that good opportunities are always there, in spite of certain economic conditions, challenges, and some regulatory demands. We are consistently pursuing the expansion of our national and international business towards strong growth markets and emerging markets in particular. I expect that we will reach our goals. Practically, the Group will always continue to review any options that are encountered for the positive development of our varied business activities.

With a view on our markets, we have certain exceptional circumstances taking place. We are standing by our activities in the MENA Region despite the currently difficult situation arising from the political crisis in this part of the Arab World. Here we have taken measures to alleviate the negative impact; this will, however, be a question of time.

We thank you for your time and are certain that the IKK Group will continue to develop under your wise management. As our Honorary Chairman, Sheikh Isam K. Kabbani, had always stated: “the Sky is the limit”.

We are

Here we have taken measures to alleviate the negative impact; this will, however, be a question of time.
CONSTITUTION OF THE NEW IKK GROUP BOARD

Sheikh Hassan AlKabbani, the new IKK Group Chairman has announced in his memo dated 12 July 2015 of the new Board’s constitution:

- Sheikh Isam Khairi Kabbani,
  Honorary Chairman

- Sheikh Hassan Isam AlKabbani,
  Chairman of the Board

- Eng. Tala Dabbagh,
  Assistant to the Chairman of the Board

- Sheikh Khairi Sahl Kabbani,
  Board Member

- Mr. Samir Jawdat Kadi,
  Board Member

- Mr. Amr Mamoun Al Kabbani,
  Board Member

- Mr. Riayd Obaid,
  Secretary to the Board

The IKK Group big family congratulates the new Board, and is sure to see plenty of development under its new governance.
The IKK Group new Chairman promoted the Group’s Chief Operating Officer, Mr. Amr Al Kabbani, to the position of Group Chief Executive Officer.

We take the opportunity of this promotion to extend the warmest congratulations to our new CEO on this very-well-deserved promotion.

During his time of service as the IKK Group COO, Mr. Amr Al Kabbani made remarkable efforts leading to outstanding development results. His contribution to the IKK Group development is sound in all of its aspects, and his promotion to CEO represents a proud recognition.

On behalf of the entire IKK Group family, we congratulate Mr. Amr Al Kabbani and wish him continued success.
Ladies and Gentlemen, Dear Colleagues,

I would like to start my brief intervention by thanking IKK - our group Founder - and HIK our group Chairman for the trust they have put in me by appointing me as the new CEO of Isam K. Kabbani Group of companies. I would also like to thank my predecessor - TMD - for all the good work he has done over the past years and I hope to be able to "fill his rather large shoes" in the coming years...

As we enter into 2016, the old saying "seeing the glass half full or the glass half empty" comes vividly to my mind. Yes there are real challenges ahead of us - geopolitical, financial, regulatory, market and so on and so on - you see them as well as I do. Does it mean that we should have a pessimistic approach to our respective operations? Does it mean that we should cancel or postpone all our investments - whether in human resources or fixed assets? Does it mean that we should go into a "self-fueled depression cycle"?

My resounding answer to all the previous questions is NO. We must look at the events unfolding ahead of us as opportunities. Opportunities to gain market share, opportunities to attract top talent from competitors and so on and so on. In other words, we will NOT cancel all investments BUT we will make SMART investments - investments which will make our operations more efficient and automated, investments which will grow our market share, investments which will give us tools to monitor better our businesses, investments which will reinforce our teams...you see where I am going.

We will be able to do the above because of the legacy established over the past 45 years by the IKK group and this legacy includes:
- Spotless reputation, Strong equity, Wide bank support, Reputable suppliers AND most importantly loyal Labor, Staff and Management

So do I see the glass half full or half empty, well I believe you have your answer! So let us roll up our sleeves, put our hands together and get to work.
Mr. Samir Jawdat Al Kadi, who has been serving NAMAT for over 40 years, will remain active in his role of Board Member of the Group, a position through which he will continue to serve the Group’s interests.

Under the new energetic and dynamic leadership, we will surely see NAMAT thrive even more.

We also wish Mr. Kadi all the best and thank him on behalf of the IKK Group family for his loyalty and professional approach throughout the past years.

The new IKK Group Chairman, Sheikh Hassan Al Kabbani, has been appointed as the General Manager of the “Mothership” Company NAMAT, following the footsteps of Sheikh Isam Kabbani the IKK Group Founder and Honorary Chairman.

Under the leadership of Sheikh Hassan Al Kabbani, the IKK Group Chairman, NAMAT has been appointed as the General Manager of the “Mothership” Company NAMAT, following the footsteps of Sheikh Isam Kabbani, the IKK Group Founder and Honorary Chairman.

We also wish Mr. Kadi all the best and thank him on behalf of the IKK Group family for his loyalty and professional approach throughout the past years.
The new IKK Group Chairman, Sheikh Hassan AlKabbani, has promoted Eng. Talal Dabbagh, the ex IKK Group CEO, to the Board position of ‘Assistant to the Chairman’, and UNITECH’s General Manager.

Eng. Talal is very well known to the IKK Group family, as he has been with the Group for 33 years. He was firstly appointed with the mother company ‘National Marketing’ becoming afterwards the IKK Group’s General Manager. He was promoted later by the Founder and Honorary Chairman, Sheikh Isam Kabbani, to the post of ‘IKK Group Chief Executive Officer’.

Through his career path at the IKK Group, his many skills lead Eng. Dabbagh to prove himself as a key player, communicating and coordinating in an energetic way the IKK Group business with its various companies, in and out of the KSA.

His management skills, job knowledge and expertise, creative thinking, ethics, quality and quantity of work, were reflected positively on the Group companies during his management time.

We wish Eng. Talal Dabbagh all the best in his new position.

After 29 years of loyal service to the IKK Group in the position of UNITECH’s General Manager, Eng. AbdulKarim Rajab has announced his resignation to start on a new path: continuing his higher academic education, preparing a PhD, a dream that he had put on hold for quite some years, as he was taken by his heavy responsibilities in the Company.

29 years were marked by challenges, obstacles, and huge efforts to raise UNITECH to where it now. Eng. Rajab, the architect and main player in this IKK Group Company enjoyed every moment of work, hand-in-hand with his dedicated team, from the humble starts to today’s empire where UNITECH stands as a key player-enterprise in many of the GCC and MENA Region markets.

Eng. Rajab leaves the Company in good hands, to take UNITECH up to higher skies.

We thank Eng. AbdulKarim Rajab for long the years of dedication and devotion to the IKK Group, and reassure him that he will witness more growth of UNITECH, backed-up by its new management and its one big family of colleagues... his family.
With the aim of providing an internal audit services for reasonable assurance leading to better effectiveness and efficiency of operations (including assets’ safeguarding), as well as for the reliability of financial reporting and compliance with applicable laws and regulations, the IKK Group has established in October 2011 its Corporate Internal Audit Department (IAD), approved by the Group’s Chairman and by the Group’s Audit Committee. IAD’s charter gives IAD full, free and unrestricted access to all activities, records, property and personnel necessary to accomplish the audit purposes.

What is Internal Auditing?
It is an independent, objective assurance and consulting activity designed to add value and improve an organization’s operations, leading to achieving objectives by bringing a systematic, disciplined approach to evaluate and improve the effectiveness of risk management, control, and governance processes.
Internal Audit Mission and Objectives:
The (IAD) mission is to provide independent, objective assessment of the Group’s system of internal control and underlying business processes. IAD aims to provide board of directors, management and employees analyses, testing, recommendations, counsel and information concerning the adequacy and effectiveness of the Group’s internal control structure.

Framework for Defining and Evaluating Internal Control:
The Internal Audit employs a framework for defining, evaluating, testing and reporting on the Group’s policies, processes and information systems. Internal control is a process of methods & measures, affected by the Group’s Board of Directors, Management and Staff. It is adopted within an organization to:

1. Safeguard its assets
2. Enhance reliability of accounting records
3. Ensure compliance with laws & regulations

The internal control consists of five interrelated components that are integrated into the management process. These are:

1. Control Environment; management’s attitude & awareness concerning the importance of internal control
2. Risk Assessment;
3. Control Activities; policies & procedures
4. Information and Communication; and
5. Monitoring

The Approach Summary consists of 3 main steps
- PLANNING
- FIELDWORK
- REPORTING

These are conducted in accordance with the related Professional Practice Standards of Internal Auditing and some other standards as applicable.
CORPORATE FINANCE at the IKK Group of Companies

Definition
The Corporate Finance Department deals usually with the monetary decisions that business enterprises make, providing the tools and analysis needed to make appropriate decisions. The Corporate Finance is concerned primarily with making investment and financing decisions; i.e. making sure that resources are being used in the best of ways.

Functions of the IKK Group Corporate Finance Department
The IKK Corporate Finance Department is headed by Mr. Yasser Ali who has been with the Group since 2006. He was promoted to the post of ‘IKK Group Chief Financial Officer (CFO)’ in 2012, enriching the Department with his expertise of 23 years in the domain of finance and accounting.

The Department and its experienced team functions at the level of the Group Head Office. It is mainly involved in the IKK Group financial reporting; such encompasses:
- Analyzing and reviewing the overall monthly performance, including profitability for all of the IKK Group Companies.
- Obtaining the required financing from banks for the Group’s ongoing or future business.
- Presenting various reports to the Group’s Senior Management for their review and effective feedback, including the monthly bank facilities.
- Prepares the Group’s yearly budget, which incorporates the prospective future revenue and relevant costs.
- Provides the overall controlling of the ‘over run of cost’ throughout the year.

The Department plays a crucial role in:
- Coordinating relevant processes between the IKK Group Companies and the accredited external auditors.
- Assuming the responsibility of maximizing the shareholders’ value in an efficient way, by controlling the running of financial resources through policies and procedures aiming at safeguarding the shareholders’ dividends.

The Department conducts regularly the meetings of the ‘Finance and Risk Committee (FRC)’, which role lies in ensuring that the IKK Group Companies comply with the relevant legislation and regulations, act in accordance with the Group’s overall mission, vision and values, remain solvent and in sound financial health. The Committee has also the role of analyzing and managing each of the IKK Group Companies’ overall risk profile.

The IKK Group Corporate Finance Department is consulted by Companies, members of the Group, for proper guidance on various financial matters such as financial reporting, implementation of reporting standards, system requirements and obtention of required finance facilities from banks. All requests are handled and any required general support is provided by the team members.

with the relevant Saudi governmental regulations.
- implementing a coordinated approach between support functions within each of the IKK Group Companies, with a homogenous approach across the Group, and leveraging the know-how experience from one support function to another between sister companies.

Mr. Obaid has been assigned, as a start, a specific KCG mandate, with the aim of implementing a unified and homogenous work process for all Admin & HR functions across the three KSA regions. Such encompasses applying discipline, optimizing employees’ number, categorizing duties, and distributing the work load & creating an objective appraisal of Admin/HR staff & management.

We are sure that Mr. Obaid will achieve all the set goals and go even beyond, using his skills of competence, his education and solid experience in the field.

We warmly congratulate Mr. Obaid on his appointment, and wish him every success in his new endeavor.
Almost a decade ago, the IKK Group Datacenter was created in Jeddah; initiating the ‘Centralized Information Technology Department’ headed by Eng. Zohdi Al Saadi, the Team began the story of a successful and ambitious department, which has been attending since then, in services and solutions, all of the IKK Group Companies.

The Department started by providing the core IT services, providing a platform for sharing information and deploying business solutions. It developed to become a pillar in the foundation of any business within the IKK Group. The CITD services are increasing periodically, as new systems and facilities are being introduced for the various business lines whether in contracting, trading or manufacturing. The Team is now in the process of establishing the main disaster recovery (DR) site in the IKK Group building in Dubai Industrial City (DIC) to guarantee a smooth seamless shift of services in case any drop or natural disaster occurs. Over the years, the CITD operations evolved, maintaining a 24/7 uptime with a 99% availability of datacenter services.

One of the CITD initiatives that adds sugar and spice to the Department, reflecting its Team’s lively and youthful spirit, is the newsletter ‘ADRENALINE’ available in its soft format on the IKK Group portal, in addition to its publication in a hard form yearly. “Adrenaline” is a name that indicates the enthusiasm and energy that the CITD Team symbolizes.

Several projects are currently running, and others are planned with the purpose of enhancing services, technical tasks and functional duties, in addition to providing continuity by securing the business tech environment and information. The future remains promising and the CITD will always strive to offer better services to help achieving more success and higher revenues to the IKK Group.
The IKK Group has recently launched its new domain http://www.ikk.com.sa

The Group's original domain http://www.ikk-group.com still exists and can be surfed at all times. We are very excited to announce the launch of our newly designed website. Visit us at our new web address www.ikk.com.sa. The site's homepage features bright colors and an uncluttered design. We wanted to make the new website faster, easier to navigate, and more user-friendly. As a market leader business entity, it is important for The IKK Group to make information regarding solutions, services and trends easily accessible for our current and prospective customers. We endeavor to provide our customers with the most accurate, up-to-date information, and give our visitors an opportunity to know us better.

By browsing through our various companies, you will be directly linked to the Company's website. One of the most noticeable changes on our new site is the appearance that evokes trust, loyalty, security and strength which represent the IKK Group qualities.

Our new site is divided into five main sections: Trading, Manufacturing, Construction, Services and Multimedia. We shifted to a client-centric layout so our customers could easily navigate our site and locate the information they need.

Each company provides detailed descriptions of the services and solutions it proudly offers. You’ll find links to our code of ethics, mission and vision as well. In the About Us section, you can read our company overview, meet our leadership team, view our local and regional affiliation, and learn who our strategic partners are. You can also get information about being a part of our team in our Careers section, and learn how to contact us. The website was redesigned with cool navigation features so that you can access the website from any pc, tablet or smart phone.
FULAZ launches its new website

Fulaz has recently launched its new website. A website is not a program and some content only; it is the experience that clients have with the company and might be their first impression.

Fulaz website is designed using the latest HTML 5 and CSS3 technologies meaning it will now load quicker and will work seamlessly on desktops, laptops, tablets (iPads) and smartphones.

Through Fulaz mobile-friendly website, you can now access information on-the-go with the same high standards of reliability and speed in a user-friendly environment. Not all browsers support all web pages; however, the implementation of HTML5 and CSS3 helps to create a compatible site within all browsers.

You will never miss any information you want to know about Fulaz anytime, anywhere! Just relax, browse and enjoy!

www.ikkfulaz.com

NAMAT updated its website

Namat has recently updated its website using the HTML5 platform which is the new core technology of the internet. HTML 5 is being developed to improve the look of the website, remove the need for plug-ins such as Java and Flash, and it is perfect for tablets and smart phones design adaptation.
Al-Hayat Building Materials Co. Ltd. opens its third showroom

Al-Hayat Building Materials Co. Ltd. has inaugurated at the beginning of 2015 its third Showroom. Situated in a prime location on King Fahd bin Abdulaziz, Dammam/Al Khobar Highway, the new showroom extends on 700 sq. meters of ground floor and 300 of Mezzanine.


With many years of experience in several Al-Hayat divisions, and supported by his capable team of professional designers and salesmen, the showroom’s manager, Mr. Muhammad Dahhan, went beyond the usual ways of promoting high-end brands, and the team was able to attract the American standards-driven Eastern Province’s market.

Al Hayat Showrooms have adopted a diverse marketing approach with the purpose of increasing showrooms’ footfall, by offering its clientele a free-of-charge high end in-house design work, prepared by professional interior designers.
AL-HAYAT & FIORE RUBINETERIE COMPANY

A Story of success that began in 1965...

FIORE Rubinetterie, one of our major elected suppliers, has celebrated recently its 50th Founding Anniversary in Baveno – Italy.

Al-Hayat Materials Co. Ltd. General Manager, Mr. Fawaz Hajjar, and his Deputy Mr. Talal Hajjar, represented the Company in this event, honoring the long years of distinguished hard work and cooperation between the two firms.

Thanks to the entrepreneurial skills of its founder, the FIORE business moved on from marketing taps to producing them.

The Company expanded its business activities during the past 50 years not only nationally in Italy, but internationally as well, standing solidly in the Saudi market through its representation by Al-Hayat in 1997.

The range of FIORE’s bathroom and kitchen items is a very last one that ranges from traditional taps, mixers, faucets with an Eco stop Cartridge, thermostatic and electronic faucets, to mixers, as well as an array of other varied items.

Fiore website: www.fiore.it
SIGMA Factory Awarded the UAE ISO 14001 & OHSAS 18001

To reveal its care for safety of its stakeholders and the environment, SFSP UAE has been able to acquire **ISO 14001 and OHSAS 18001** and is now certified as an ISO 14001:2004 Environmental Management, and OHSAS 18001:2007 Occupational, Health and Safety Management factory.

SFSP UAE team had worked on this achievement for around a year, taking every single detail into consideration. Safety and environmental aspects had been reflected on its production module adding a competitive edge to the facility.

Such achievement will widely increase the business opportunities of SFSP within the Oil and Gas sector in the region.

SFSP is already holding the following certificates

- ISO 9001 certified.
- KEMA certified for all cable management range of products.
- Chiltern UK tested for all sizes of Garbage and linen chute doors.
- Q-Mark certifies for fire rated garbage and linen chute doors.
- Green buildings certified.
- UL registered (certification is still under process)

SFSP will always remain keen to provide the most advanced steel building products to comply with common international standards. The factory embraces a deep understanding of the delicate needs of the business, optimizing the best production process day by day.

We salute SFSP for this remarkable achievement.
In line with the Company’s strategy for continuous growth and business expansion, the IKK Supply & Trade has moved to its new headquarters, located in a privileged part of Jeddah’s center, in Al-Muhammadiyah Center Plaza.

The old premises at Al-Mina street, which were the Company’s headquarters for the past 20 years, have been allocated solely to the Jeddah Branch.

The move to the new headquarters took place, as planned after the Eid El-Fitr 1436 H Holiday, in a smooth and quick manner, with no work disruption.

The new Headquarters feature a wider space with a better location, which contributes to the achievement of the Management’s policy in expanding its business volume of work and increase its staff, in harmony with its conviction of the necessity of keeping up with the development of the food sector business in the Kingdom, and providing employees with a healthy work environment that reflects a positive image in commensuration with the Company’s standard within the sector.

The Company has also assigned in the new headquarters a special Women’s Section, in line with the Management’s belief in women’s full role within the society and their right of work within the labor market; the new site helped to hire a category of qualified university graduates, while the old offices’ location would not allow such.

Address: Al Muhammadiyah Plaza, Madinah Road - Jeddah, KSA
P.O.Box: 31567 Jeddah 21418
Tel: +966 12 65 75 758
Fax: +966 12 65 74 010
KAMAL ABDOU APPOINTED IN AL HAYAT BUILDING MATERIAL CO. LTD. AS ITS NEW RETAIL DIRECTOR

Kamal Abdou has joined Al-Hayat Building Materials Co. in June 2015, appointed as their Company’s Retail Director.

Kamal brings with him a diversified academic background in Economics, Software Development and Marketing and 16 years of experience in multiple industries ranging from the telecom to the retail of building material (VODATEL, CARREFOUR & GROHE).

Based in the Jeddah Head Office, we have asked him about his main goal and planned strategy, to which he answered:

- Our strategy is to optimize the use of our core competencies in order to deliver a premium offering to the Saudi market. I list:
  - We offer our customers the freedom to select among premium European brands in terms of quality, design and technology; Devon & Devon, Antonio Lupi, Alfalux, CP Parquet, Fir Italia, Ambiance Bain, Grohe and many more...
  - We offer a free 3D design to our customers in order to visualize their selection of products based on the dimensions of their bathrooms.
  - We support designers, architects, consultants and contractors with a state of the art design ideas for a turn-key bathroom solution.
  - We have our showrooms located in the main three KSA cities (Riyadh, Jeddah and Khobar) and we are capable of serving our clients anywhere else within the kingdom.

- With all these advantages and our success history, we look forward to increasing our market share within the high-end business sector.

WE WISH KAMAL ABDOU AND HIS TEAM ALL THE SUCCESS IN THEIR NEW APPROACH.
Unitech held its yearly meeting on the 21st of November at the Sheraton Mall of Emirates Hotel in Dubai, gathering key figures and managers of the IKKG and its sister companies and from Unitech as well.

Attending the meeting from the IKK Group Corporate Management were the Founder & Honorary Chairman of the IKK Group Sheikh Isam Kabbani, Chairman Sheikh Hassan Alkabbani, Assistant to IKK Group Chairman Eng. Talal Dabbagh, the Group’s CEO Mr. Amr Kabbani, the Group’s CFO Mr. Yasser Ali, and GM for Support Functions Mr. Riyad Obaid. Also present was KCG’s CEO Eng. Hatem Salahuddin and Mr. Moayad Hamed, the Operations and Development Manager of National Marketing in addition to Key managers and executives from Unitech.

The meet started with the opening speech delivered by Sheikh Hassan Alkabbani who extended his thanks and appreciation to the IKK Group Founder & Honorary Chairman in Sheikh Hassan’s stewardship of the business empire he has built over the past 4 decades.

Sheikh Hassan Alkabbani stressed that certain people may consider these “turbulent” times as very challenging, full of obstacles and therefore become pessimistic in their assessment and approach to the future. “I am NOT one of those people and I remain resolutely optimistic for the future of Unitech and the IKKG”.

He continued to say in his speech: “The IKK Group has been built with the contribution of talented and committed managers and staff all; the key difference between the success and failure of any company is its Management.

He also emphasized on the positive look upfront, and that he is confident that
the IKK Group and Unitech will have together a bright future, overcoming all difficulties and challenges, turning them into fruitful opportunities.

**Mr. Amr Kabbani** spoke about the IKK Group and specifically UNITECH’s evolution, stressing on the importance of work team building, unifying efforts towards one main target leading to continuity, growth and development of Unitech on a solid and healthy basis.

He also spoke about the cash flow and efficient capital management at Unitech, collections patterns and focus on aging of receivables, control of Inventories, and automation in factories.

The Operations and Development Manager of National Marketing, **Mr. Moayad Hamed** focused in his speech, on retaining human talents, and empowering them to become the future leaders of our companies.

"**RECYCLE the TREND**" was the theme of the event, presented by **Eng. Abdulkarim Rajab**, Unitech’s Managing Director. He emphasised the necessity of paying attention to main economic indicators such as the low oil prices and its consequences on the huge drop in steel prices, confirming that some projects will be sidelined, with delays in spending.

For his part, **Mr. Saqib Altaf**, Unitech KSA General manager, focused in his presentation on gearing for the challenges of tomorrow by reaching a common understanding of present circumstances and working based on a logical approach.

The meeting ended by a session of ideas shared between the attendees, namely Messrs. Jamal Dasan, Munir Tulaimat, Talal Al Safadi and Omar Saht, in relation to several matters related to the Company’s development.
Isam Kabbani for Supply & Trade Participates in Saudi Foodex

Isam Kabbani for Supply and Trade participated lately in the “Saudi Foodex International” held in Jeddah under the patronage of the Saudi Ministry of Agriculture at the Jeddah Centre for Forums and Events between 17-20 November 2015.

The exhibition was marked by an international and national representation of about 130 companies, from countries like Italy, Mexico, Greece, Germany, Turkey, India, Malaysia, Palestine, Egypt, Lebanon, Jordan, and Saudi Arabia.

The IKK Supply and Trade displayed proudly an array of its own branded products, such as Victoria, Al Sawsan, Al Basha, in addition to brands from the Company’s suppliers like Palirria, Incolac, Honey Bunch, Basak Soup, Al Amir, Serjella, Al Rasheed, and Bruggman.

Above-listed products represent the various items that are distributed by the Company through its four sales channels: supermarkets, wholesalers, restaurants, hotels, bakeries and confectionery manufactures.

A large turnout by diverse groups of guests visited the IKK Supply & Trade booth, ranging from traders to household consumers. They were offered the opportunity to taste the Company’s products through its four tasting stations. All visitors expressed appreciation for the quality & good taste of the displayed items:

- Olive Oil (Al Sawsan, Victoria)
- Stuffed vine leaves (Al Sawsan, Victoria)
- Stuffed eggplant and zucchini (Victoria)
- Roasted Eggplant (Al Sawsan)
- Hummus (Victoria)
In line with KCG’s objectives to train its safety inspectors with the aim of monitoring and controlling our projects in accordance with all local and international Health & Safety regulations, the KCG Academy (R&D) organized OSHA sessions (Occupational Safety and Health Administration - USA Accredited) in Jeddah & Riyadh for enhancing the knowledge of our safety inspectors. 44 safety inspectors participated in these sessions and received OSHA Academy certificates, after passing successfully the required exams.

OSHA is a USA Federal organization (part of the Department of Labor) that ensures safe and healthy working practices and conditions, enforcing standards and providing workplace safety training.

OSHA Academy is recognized by:
- ISHM (Institute for Safety and Health Management - USA)
- NSMS (National Safety Management Society - USA)
- WSO (World Safety Organization - USA)
- ASSE (American Society of Safety Engineers - USA)

During the training, the following modules were covered:
- Fire Hazards and Controls
- Electrical Hazards and Controls
- Industrial Hygiene Hazards and Controls
- Confined Space Hazards and Controls
- Scaffold Hazards and Controls
- Fork Lift Hazards and Controls
- Machine Hazards and Controls
- Personal Protective Equipment
- Means of Egress in case of emergency

We believe that SAFETY is the first step on the ladder to success; therefore, we are sure that training offered an excellent opportunity for our safety inspectors to develop their skills and efficiency, in promoting safety awareness at jobsites.
BMC has undergone steady improvements & development over the past years; it reached a platform where it requires the undivided attention of a competent manager. Therefore, Mr. Talal El-Khatib has been promoted to be “BMC Saudi Arabia General Manager.”

Mr. El-Khatib proved his ability to grow from a Regional Manager to a General Manager through delegation of authorities & teamwork.
KCG EMIRATES APPROVED BY DUBAI MUNICIPALITY FOR USING SPRAY POLYURETHANE FOAM (SPF) INSULATION

Recently, KCG Emirates has received the necessary Dubai Municipality certification for using Spray polyurethane foam insulation system.

Spray polyurethane foam (SPF) insulation helps keep homes warm in the winter and cool in the summer. Sprayed directly into the gaps, cracks and other surfaces that contribute to heat loss, it insulates and air seals, offering one of the easiest and most effective ways of weatherizing existing homes and new construction.

HOW DOES (SPF) INSULATION WORK?

(SPF) is made by mixing two liquid chemicals to create Spray Polyurethane Foam through a chemical reaction. The mixture reacts very quickly, expanding on contact to create foam that insulates, and provides a moisture barrier. The two liquids come in two different containers, referred to by professionals as the "A" and "B" sides.

Contractors apply the two-component foam using specific personal protective equipment.
A senior executives’ team from the USA manufacturer of the Weld-On Solvent Cement Products, Messrs. Tracy Bilbrough, Chairman & CEO of IPS Corporation, and Fabio Castellani, President of Weld-On, concluded a visit to the National Marketing Establishment Co. Ltd. in the IKK Group Jeddah Headquarters on October 5th, 2015.

The main purpose of this visit was to meet with the newly appointed IKK Group senior Corporate Managing Team, Sheikh Hassan AlKabbani, Chairman, and Mr. Amr Al Kabbani, CEO.

During this meeting, both parties agreed and stressed on the importance of continuing to develop the strategic relationship that started 26 years ago between the two parties, and put necessary plans to keep the Weld-On products positioned as a the number one in the Saudi market.
Accidents happen, and having trained staff means enhanced safety for all. The steps a rescuer takes during the first few minutes of a medical emergency are critical - they can mean the difference between temporary or permanent disability or between life and death. That's why first-aid knowledge and training are so important. They prepare staff to intervene calmly and effectively in a medical emergency. Everyone has a chance to be a life saver!

R&D has initiated its first aid training program for adding qualified medical first aiders to the safety team.

Based on above, R&D conducted HABC-UK Registered Level 1 and Level 2 Awards in Emergency First Aid at Workplace Training in Jeddah & Riyadh. 30 safety inspectors attended the program. Other sessions will be conducted soon in different locations.

KCG Academy is certified by HABC - UK. HABC - Highfield Awarding Body for Compliance is a UK based leading training provider and recognized by Ofqual, Welsh Government and SQA, the international recognized awarding body that can issue the registered First Aid Certificates to First Aiders around the globe.

Following topics were covered during the training:

- Responsibilities of the first aider
- Assessing an incident
- Managing an unresponsive casualty
- The respiratory system
- Wounds and bleeding
- Shocks
- Seizures
- Dealing with minor injuries
- First aid Kit usage
**MOHAMMAD TALEB IN ALLAH’S ALMIGHTY MERCIFUL HANDS**

*Give glad tidings to those who patiently endure, who say when afflicted with a calamity: “To Allah we belong and to Him we return.” They are those on whom (descend) blessings and mercy from their Lord, and they are the ones who receive guidance.”* (Qur’an Surah Baqarah; 2:155-157)

When writing these words, we never though that such a joy, such a success story will turn to be as sad as it can be. We had to remove this corner, to replace a success story with a sad one.

We never imagined the factory without Mohammad, well, but we know that Mohammad left SFSP in good hands, having trained all his colleagues and supervisors very well, stressing on them all to pay attention to the most delicate details.

“All that is on earth will perish, but face of your Lord will abide (forever), full of Majesty, Bounty and Honour” (Qur’an Surah Rahman; 55:26-27)

On behalf of the IKK Group big family, we extend our deepest condolences to Mohammad Taleb’s family, to Unitech & SFSP Management and staff, especially to Eng. Talal Dabbagh and to Mr. Talal Al Safadi.

May God Almighty bless Mohammad with mercy and grant him the highest levels in Heaven.

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**UNITECH launches its new website**

http://www.unitech-ikk.com/

Unitech for Building and Construction Materials launched its new modern website. An easy to navigate website, Unitech’s new website offers the simplicity and functionality of new website trend, enabling the viewer to grab the information needed within a short period of time.

The website has been built using the latest web development technique and HTML 5 markup language for structuring and presenting content and coding.
Did you know that the human heart beats about 2.5 billion times in 70 years!
And that the heart cells do not regenerate!

Although general functions of the heart are known to many people, there is a lot of information that we do not know, such as:

- Man can be subject to a temporary heart attack as a result of exposure to emotional shock, as the body sends stress hormones in the blood, which leads to symptoms of a heart attack.
- The heart pumps about 1.5 million barrels of blood in the human body on an average lifetime.
- The establishment of the first catheter to the heart of the process in 1929, when the German surgeon Werner Forssman examined his heart internally by threading a catheter into his arm’s artery.
- The cornea is listed as the sole body organ which blood does not reach.
- Hearts of old mummies dating back to more than 3,000 years were found.
- The blue whale has the largest heart; its weight reaches over 1,500 kilos.
- Exercise regularly, getting away from tension, together with a good diet are healthy habits that will keep your heart healthy. Laughter is one of the most important reasons that help maintain a healthy heart, as the heart pumps 20% extra blood to flow through the body, thus relaxing blood vessels.

- The heart continues pulsing after it is separated from the rest of the body, because it possesses electric waves of its own.
- The size of heart valve can be up the size of half a coin.
- One cell in the heart is sufficient to pulse for an entire month.
- The heart has sufficient energy to make him reach the moon and back.
- The heart generates enough energy to drive a truck for a distance of 20 miles a day.
- Women’s heart beat faster than men’s.
Five Red foods Packed with Antioxidants & Vitamins

A good diet should be packed with colorful fruits and vegetables as brightly-colored produce delivers disease-fighting phytochemicals. In fact, particular attention has to be given to orange, red and dark green produces.

1. **Pomegranate**
A near-icon of fertility and representative of good health, studies have shown that the fruit itself helps to reduce the buildup of plaque in arteries and lower blood pressure. Other research hints that pomegranate juice may help manage prostate cancer, diabetes, and arthritis. Experts believe that pomegranate’s benefits come from its powerful punch of polyphenols - including anthocyanins (found in blue, purple and deep-red foods) and tannins (also found in tea).

2. **Cherries**
Rich in antioxidants, like anthocyanin (believed to reduce pain and inflammation), cherries have been purported to fight many diseases including diabetes, cancer, arthritis and gout. Cherries are also a good source of fiber, potassium and vitamin A.

3. **Beets**
With an earthy flavor that gets supersweet when cooked, beets are very nutritious: 1/2 cup of cooked beets has just 29 calories but boasts 2 grams of fiber and provides 19 percent of the daily value for folate, a B vitamin needed for the growth of healthy new cells. In addition to their beautiful color that comes from betanin, a phytochemical that’s thought to bolster immunity. Roast them, pickle them or shred them raw and dress them with citrus for a wonderful refreshing salad.

4. **Chile Peppers**
Capsaicin, an antioxidant in chiles, thwarts food spoilage and may protect blood vessels. It also makes peppers hot and increases the body’s metabolic rate and may stimulate brain chemicals that help us feel less hungry.
Tomatoes

A terrific source of vitamin C with a touch of vitamin A, potassium and fiber thrown in for good measure, tomatoes don’t just taste great, they’re also good for you. They are also rich in lycopene, an antioxidant that fights skin aging and may be beneficial against cancer and heart disease.
TechnoMix launches its new website

TechnoMix General Trading LLC has built its new website, “www.technomix.com”

A member of the IKK Group and Al-Hayat Building Materials sister company, TechnoMix is proving its successful journey in the supply of the highest quality exclusively imported sanitary ware, taking bathrooms concepts into a whole new level.

With a long list of specialized European and Far Eastern partners and suppliers, TechnoMix proved adaptation with the market’s latest needs.

The Company provides full solutions for contemporary bathrooms, covering a wide segment in projects’ business from the budgeted to the high end ones.

Its distribution division was set to elevate the standards in the wholesale market by redefining the genuine meaning of the word service and the latest interpretation of the word value.

TechnoMix has a rich brands and products’ portfolio for distribution around the region, relying on its long experience and the relevant knowhow.

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