

# impact



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**Zamil**industrial

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## Dear Colleagues,

Greetings and welcome to the latest issue of *Impact*.

As 2016 progresses, our company remains focused on new business development and expansions in line with market conditions both in our region and those regions of the clients we serve. As we pursue a growth-centered strategy, we strive to integrate technological developments and adjust our decision making in order to achieve the best results for each business sector and for the entire company.

In preparing this edition, we chose to highlight the creativity of our executives, managers and employees in applying innovative policies designed to stimulate business growth in challenging environments and advance the recognition of our brand on a global basis. The articles describe the results of efforts to locate new opportunities and expand ventures with both recently acquired clients and customers with whom we have maintained productive, decades-long partnerships.

This issue also reports on the progress of our company's ongoing initiatives to conduct activities designed to enrich the communities in which we operate, both in the region and beyond. We are as dedicated to the pursuit of excellence in community relations as we are to raising our benchmarks for product and service excellence, as evidenced by the prestigious awards bestowed upon our businesses in recent months.

It is my hope that you will find this edition interesting and enjoyable, and will supply feedback and suggestions for future publications.

With respectful regards,

**Abdulla M. Al Zamil**  
**Chief Executive Officer**





# Zamil Industrial Posts SAR 40 Million Net Profits in Third Quarter 2016

**Zamil Industrial Investment Company (Zamil Industrial) has announced its consolidated interim financial results for the period ended 30 September 2016.**

Net profits for the third quarter of 2016 were SAR 40.1 million (USD 10.7 million), compared with SAR 57.5 million (USD 15.3 million) during the same period in 2015, a decrease of 30.2 percent, and compared with SAR 50.8 million (USD 13.5 million) posted in the second quarter, a decrease of 21 percent.

Gross profits for the third quarter of 2016 were SAR 277.3 million (USD 73.9 million), compared with gross profits of SAR 308 million (USD 82.1 million) for the same period in 2015, a decrease of 10 percent.

Operating profits during the third quarter of 2016 were SAR 71.2 million (USD 18.9 million), compared with SAR 86.2 million (USD 22.9 million) for the same period in 2015, a decrease of 17.4 percent.

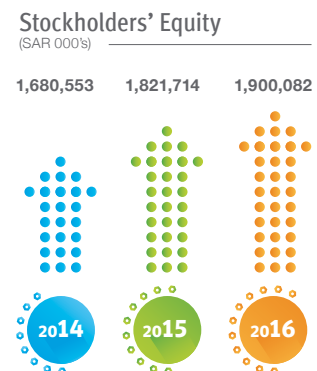
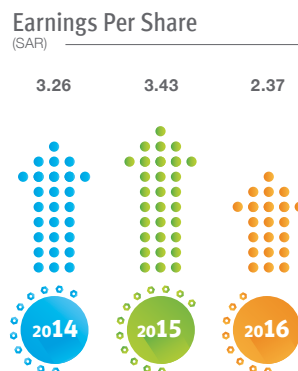
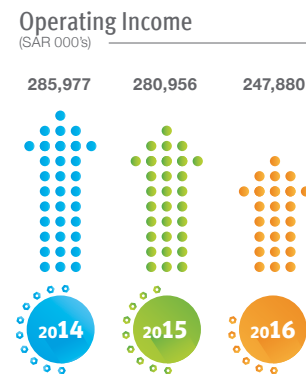
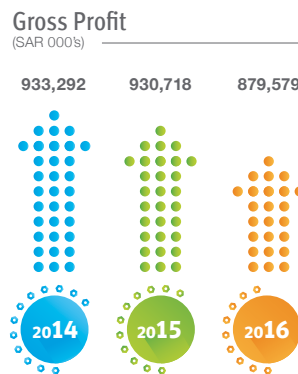
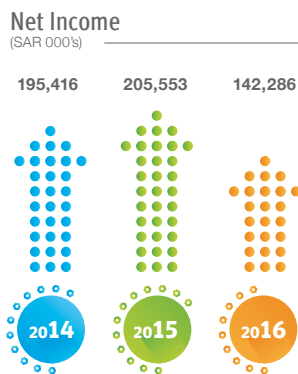
During the nine months ended 30 September 2016, net profits were SAR 142.3 million (USD 37.9 million), compared with SAR 205.5 million (USD 54.8 million) for the same period in 2015, a decrease of 30.8 percent.

Gross profits for the nine months were SAR 879.6 million (USD 234.6 million), compared with SAR 930.7 million (USD 248.2 million) for the same period in 2015, a decrease of 5.5 percent.

Operating profits for the nine months were SAR 247.9 million (USD 66.1 million), compared with SAR 280.9 million (USD 74.9 million) for the same period in 2015, a decrease of 11.8 percent.

Earnings per share for the nine months ended 30 September 2016 were SAR 2.37, compared with SAR 3.43 during the same period in 2015.

Comparison Charts of Q3 2014 – 2016 Financials (Nine months)



# Saudi Preinsulated Pipes Industries Wins SAR 10.6 Million Contract for Saudi Aramco Sulfur Railcar Loading Facility in Jubail

● **Saudi Preinsulated Pipes Industries (SPPI), a member company of Gulf Insulation Group, was recently awarded a contract worth SAR 10.6 million (US\$ 2.82 million) by the international joint venture of BARTEC PTE Ltd and POSCO Engineering & Construction Co. Ltd (POSCO E&C). The agreement calls for the fabrication and supply of pre-insulated heated piping systems for the facilities at Saudi Aramco Sulfur Railcar Loading Facility Project, which is located in Jubail Industrial City in the eastern region of Saudi Arabia.**

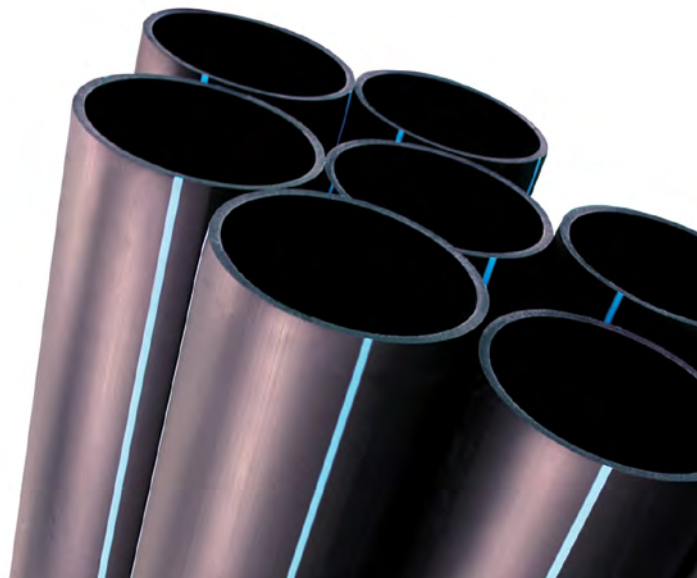
According to the contract, SPPI will manufacture and supply pre-insulated pipes, including spool fabrications, blasting, coating, insulations and extruded high-density polyethylene ultraviolet stabilized jacketed piping systems. The company will also perform all welding operations and provide two layers of insulation (perlite and polyurethane) for the straight pipes and fiber optic and heat tubes that are supplied by the customer.

The landmark project marks the first time that a manufacturer (SPPI) will carry this type of piping insulation system in Saudi Arabia. SPPI was chosen from among the other competitors for this vital project due to the company's experience in meeting a wide range of specific requirements while serving diverse clients throughout the region and beyond. The company's flexibility and dedication to better quality details and deadlines made the difference in the final selection.

Implemented by Saudi Aramco, the project is the first of its kind to involve a molten sulfur loading facility. This railcar loading operation is built to facilitate the removal of molten sulfur from Wasit Gas Plant and Berri Gas Plant to Ma'aden facilities at Ras Al Khair and Waad Al Shamaal and transports about 10,000 metric tons of molten sulfur per day to the two Ma'aden facilities. In addition, the project includes installation of 21 km of skin effect current tracing (SECT) heated pre-insulated pipelines that will be used to transport molten sulfur from Khursaniyah Gas Plant to Wasit Gas Plant with the rated capacity of 3,600 metric tons per day.



Saudi Preinsulated Pipes Industries, located in the Second Industrial City in Riyadh, Saudi Arabia, is engaged in the manufacturing of pre-insulated piping systems utilizing spray and injection methods. The company is also involved in the manufacturing of extruded high-density polyethylene (HDPE) pipes, steel welding, and the fabrication and anti-corrosion coating (fusion-bonded epoxy [FBE] or 3LPE) of pipes. The company's innovative products have been utilized in projects by clients throughout the Kingdom as well as in the GCC and Middle East regions.



# Zamil Steel Construction Co. Awarded SAR 24 Million Contract for the United Carton Industries Factory in Al-Kharj

- Zamil Steel Construction Co. (ZSCC), a subsidiary of Zamil Industrial, has been awarded a new contract worth SAR 24.3 million by the United Carton Industries Co. (UCIC) for the second phase of construction at UCIC's new manufacturing facility in Al-Kharj in the central region of Saudi Arabia.

The UCIC factory construction project is a fast-track, multicomponent undertaking that requires a specific lead time for fitting and synchronization, in addition to the completion of other complex safety and security requirements within a challenging time frame. As a result, this project will demand an extraordinary level of attention to detail, with a focus on establishing and maintaining efficiency throughout the factory.

"Our proven turnkey expertise was an important factor in winning this second contract for the UCIC facility, and we are proud to be a

part of the company's expansion. Moving forward, we are confident that we have the support network necessary to provide the highest-quality materials and most efficient project management and coordination services available," said Mohammed Al Sahib, director of ZSCC.

Zamil Steel Construction Co. caters to clients that require comprehensive solutions for industrial and commercial steel structures. The company offers engineering, procurement and construction services for setting up new projects in different market



sectors, and provides the design, fabrication and supply of steel buildings as well as related civil and concrete works; erection of steel buildings; and installation of firefighting and fire alarm systems, architectural materials, and mechanical, electrical and plumbing works through turnkey contracts using full-site management teams.

## ... and Wins SAR 23 Million Contract for the SEC PP 14 Power Plant in Riyadh

Zamil Steel Construction Company (ZSCC) has been awarded a new contract valued at SAR 23.1 million by Chinese contractor Sepco 3 for the Riyadh Power Plant 14 (PP 14) project in the central region of Saudi Arabia.

The contract calls for the erection of the main structural steel at the site of the PP 14 combined cycle power plant project, which

is owned by Saudi Electricity Company and located near Riyadh.

The project will require an extraordinary level of attention to detail due to complex safety and security requirements, which must be satisfactorily completed within a challenging time frame.

The PP 13 and PP 14 power plants are considered one of the largest power projects in the Kingdom, with each of the facilities demonstrating a capacity of between 1,600 and 1,950 megawatts.

"As demand for energy rises across Saudi Arabia, we are excited to join with Sepco and the Saudi Electricity Company in efforts to expand infrastructure and build new components that will provide reliable and efficient sources of electricity for decades to come," said Mohammed Al Sahib, director of ZSCC. "Our unique blend of project management and coordination skills enables us to provide our client with the services needed to ensure timely and accurate completion of this prestigious project."



الشركة السعودية للكهرباء  
Saudi Electricity Company

# Zamil Steel Construction Company Wins SAR 12 Million Contract for Saudi Aramco's Fadhili Industrial Support Facilities in Jubail

- Zamil Steel Construction Company (ZSCC) was awarded a contract valued at SAR 12 million by the Al-Muhaidib Contracting Company for Saudi Aramco's Fadhili industrial support facilities in the eastern region of Saudi Arabia.

The scope of the contract includes the supply and erection of 1,200 metric tons of pre-engineered steel buildings for the Fadhili industrial support facilities, part of the Fadhili Gas Plant, which is owned by Saudi Aramco and located north of Jubail.

The project has several component parts that must be completed within a defined time frame and demands an exceptional degree of attention to detail, in keeping with the

company's needs for stringent safety and security controls.

"This project was awarded to our company because of its ability to provide both top-quality materials and project management services that meet the consistently high standards of Saudi Aramco," said Mohammed Al Sahib, director of ZSCC. "We are proud to participate in their world-class initiatives to provide ample and affordable energy to customers across the Kingdom."

In its early phase, the Fadhili Gas Plant will process 2.5 billion standard cubic feet per day (scfd) of sour gas from onshore and offshore fields and is on track to come on stream by 2019. When completed, the plant will become a key component of the Kingdom's master gas system, which will meet growing domestic demand for energy by expanding from its current 9.3 billion scfd of sales gas in 2015 to 12.2 billion scfd by 2021.

## ... and Wins Contract from Saudi Aramco in Dhahran



Zamil Steel Construction Company (ZSCC) was awarded a direct EPC contract by the Saudi Arabian Oil Company (Saudi Aramco) in the eastern region of Saudi Arabia.

According to the contract with Saudi Aramco, ZSCC will provide engineering, procurement and construction services needed to complete civil works, electrical works, architectural and structural

works, external and utilities works, and solar lighting works for the new Saudi Aramco pedestrian bridge in Dhahran.

The new bridge construction project is a fast-track, multicomponent undertaking with complex safety and security requirements and a challenging time frame that will require an extraordinary level of attention to detail.

"We are happy to partner with Saudi Aramco once again in this valuable infrastructure project. Our relationship is based on a

history of cooperation, trust, skill and timeliness combined with the prompt delivery of the highest-quality materials available in the region," said Mohammed Al Sahib, director of ZSCC. "We look forward to the completion of this project and to participating in many such endeavors in the years ahead," he added.







## Saudi Society for Quality Honors **Zamil Air Conditioners**



- The Saudi Society for Quality in the Eastern Province recently honored Zamil Air Conditioners Company, a subsidiary of Zamil Industrial Investment Co. (Zamil Industrial), in recognition of its successful efforts to support regional activities, which have contributed significantly to the achievement of the mission and objectives of the society.

The recognition took place during a special ceremony, which was organized by the society on Monday, October 31, 2016, under the patronage of HRH Prince Saud bin Naif bin Abdulaziz, Governor of the Eastern Province. The honorary shield was presented to Abdulla M. Al Zamil, chief executive officer of Zamil Industrial.



# Zamil Steel Buildings Vietnam Co.

## Receives the AISC Certification for Steel Building Structures

- **Zamil Steel Buildings Vietnam Co. – Dong Nai Factory has been certified by the American Institute of Steel Construction (AISC) for meeting the standards of steel building structures and sophisticated paint endorsement, thus becoming the first steel buildings provider to receive AISC certification for these standards in Vietnam.**

The AISC, headquartered in Chicago, is a not-for-profit technical institute and trade association established in 1921 to serve the structural steel design community and construction industry in the United States and worldwide. AISC's mission is to make structural steel the material of choice by being the leader in structural-steel-related technical and market-building activities, including specification and code development, research, education, technical assistance, quality certification, standardization, and market development.

AISC's Standard for Steel Building Structures is widely recognized among North American builders and contractors when assessing the fabricator's capability to satisfy project quality needs. Structural steel fabricators must undergo an initial evaluation program, audited directly by AISC's independent auditors in order to be certified, and are subject to yearly review. The audit scope includes all functions of structural steel fabrication, from the receipt of the contract until final delivery, excluding the erection process.

The Sophisticated Paint Endorsement (SPE) is a program included in the AISC's Standard for Steel Building Structures Certification that inspects the fabricator's painting facility for complex protective coating systems, such as zincs, epoxies, urethanes, and multi-coat systems.

An AISC-certified fabricator for steel building structures is automatically certified for conventional steel



building structures. By meeting AISC's Standard for Steel Building Structures, fabricators are confirmed by the AISC to have the facilities, personnel, organizational experience, procedures, knowledge, equipment, and commitment to structural steel building construction.

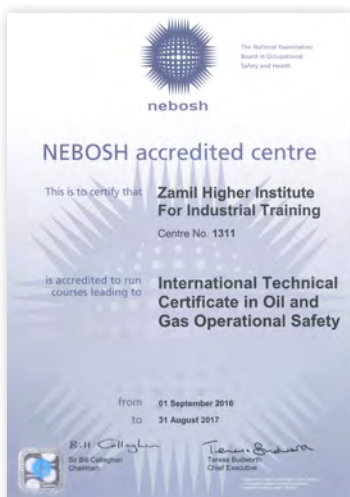
An AISC fabricator is often entrusted with large public service and institutional buildings, heavy manufacturing plants, powerhouses, metal producing/rolling buildings, stadiums, auditoriums, high-rise buildings, and chemical and petrochemical plants.

As an AISC-certified fabricator, Zamil Steel Buildings Vietnam Co., Ltd. is now ranked among the world's most trusted structural steel suppliers for large-scale industrial projects. The company ensures that the quality of clients' projects strictly meets the AISC Standards for Steel Building Structures and sophisticated painting endorsement, alleviating client concerns about quality inspection and saving money.

# Zamil Higher Institute for Industrial Training Receives Accreditation from NEBOSH-UK

Zamil Higher Institute for Industrial Training has recently been accredited by the National Examination Board in Occupational Safety and Health (NEBOSH-UK) to deliver the following two certificate training courses: International General Certificate in Occupational Health and Safety; and International Technical Certificate in Oil and Gas Operational Safety.

Dr. Mohamed A. Sharif, director of the Institute, stated that the accreditation was granted to the institute to deliver the two internationally accredited certification training courses in occupational safety and health because the institute has fulfilled all the requirements and met



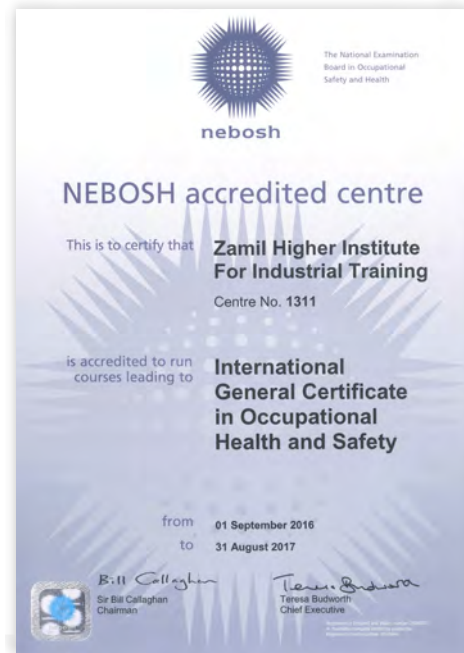
the strict standards stipulated by NEBOSH-UK. He added that the duration of the first training course is 80 hours (16 days) and the duration of the second course is 34 hours (six days). The course participants are then registered to sit for the certification examinations that are supervised by the British Council.

He stated that the general certificate course is suitable for supervisors, engineers and other employees who are involved in occupational health and safety in various manufacturing and service industries, while the technical certificate course is targeted at managers, superintendents, supervisors and engineers who work in the oil, gas and petrochemical industries.

Dr. Sharif invites all owners, stakeholders and concerned

parties at various private- and public-sector organizations to visit the institute and learn more about the internationally accredited training courses offered there.

Zamil Higher Institute for Industrial Training provides training programs accredited by the Saudi Technical and Vocational Training Corporation and financially supported by the Human Resources Development Fund. The institute is also accredited by a number of major national companies as a registered corporate training provider. It utilizes the newest innovations in industrial training equipment and employs highly qualified and experienced professionals to develop and deliver customized training programs in addition to those on the regular schedule.



# Zamil Industrial Receives Digital Excellence Award in the Cloud Applications Category From Oracle

- **Zamil Industrial Investment Co. (Zamil Industrial) recently received a Digital Excellence award in the cloud applications (Software as a Service) category. The award was received by Zaki Sabbagh, chief information officer of Zamil Industrial, during an awards ceremony held at the Oracle Executive Digital Summit on October 17, 2016, as part of GITEX Technology Week 2016.**



The ceremony celebrated exceptional digital transformations in the cloud that organizations from across the Middle East region are making in their digital transformation process.

The summit was attended by prominent regional government and corporate executives. Inspiring keynotes were made by thought leaders at the forefront of driving digital transformation. Zaki participated in an exclusive panel discussion in which Oracle customers, including Zamil Industrial, shared their individual experiences with the implementation of Oracle cloud solutions.

“We are proud to receive this award and honored to be associated with an award given by such a leading and respected technology organization,” said Zaki Sabbagh. “Zamil Industrial is committed to implementing the latest and best in technology innovations and standards in order to maintain operational agility, increase business value, and provide efficient and cost-effective service to our diverse customer base.”

The summit was organized with the objective of sharing best digital business practices and highlighting the unique results that enterprises have achieved using Oracle cloud applications and technology.





# Zamil Higher Institute for Industrial Training Signs Training Agreement with Saudi KAD Contracting Company



**Zamil Higher Institute for Industrial Training recently signed a training agreement with the Saudi KAD Contracting Company to train 60 of its Saudi employees in welding and fabrication technology as part of the first phase of the job localization (Saudization) program.**

Dr. Mohamed A. Sharif, director of the Institute, stated that the training program has recently started; its duration is six months and it is designed to qualify young Saudis to work as competent welders and fabricators. He added that the training program consists of a number of courses, including technical English language, occupational safety and health, technical drawing, and applied mathematics, as well as theoretical and practical courses on flux-cored arc welding (FCAW) technology.

The training program focuses on welding mild steel plates and pipes of various thicknesses and diameters and in different welding positions, using the latest welding equipment that is available at the institute. The company expects employees to be able to professionally weld metals of various dimensions and in different positions.



# Zamil Industrial Managers and Supervisors Complete In-House Leadership Courses, Qualify for ILM-UK Leadership Certification

- In line with the Zamil Industrial leadership development agenda, 36 middle managers and supervisors received leadership certificates from the UK-based Institute of Leadership and Management (ILM) during a recognition program presided over by Zamil Industrial COO, Osama Bunyan, at the Zamil Air Conditioners auditorium on August 22, 2016. Those completing the program represented a cross-section of Zamil Industrial business units and shared service departments.**

The presentation of the ILM certificates supplied a fitting conclusion to two intensive in-house leadership development courses: Level 1 (Fundamentals of Leadership Program) and Level 2 (Middle Managers Leadership Program). The programs were designed as pilot courses by Zamil Industrial Corporate Human Capital in collaboration with consultants from UK-based LMD Learning Solutions and were based on the following prevalent themes in Zamil Industrial’s leadership development curriculum: Lead Strategically; Lead for Business Results; Lead to Create Customer Value; Lead People; and Lead and Continue Self-Development.

Both courses contained a blend of learning solutions that included workshops, distance learning, case

studies, projects and assignments. The performance of the program participants in this group is worth noting. For the Fundamentals of Leadership Program, 23 out of 23 qualified for the ILM Certification, with four rated as “Achieved with Excellence” and one, Ravindara Devaji Dupare (Senior Production Engineer, ZAC U&A), rated as “Achieved – Outstanding Grade.” Of these, nine, or 39 percent, are Saudi managers and supervisors. The ILM assessor for the program reports that this 100 percent success rate is unprecedented.

In the Middle Managers Leadership Program, 13 out of 17 (76 percent) qualified, with six rated as “Achieved with Excellence” and one, Madhu Cheryyalil Kizhakkethil (HR Programs Manager, ZI Human Capital), rated as “Achieved –

Outstanding Grade.” Of the 13 who obtained the ILM certification, six, or 46 percent, are Saudi managers.

Nominees for the program were identified as a result of the 2015 Talent Review. Subsequent to the 2016 succession planning and talent review validation, the next batch of participants is now being formed for a program intake to be launched in Q4 2016. The development sessions/workshops under Zamil Industrial’s leadership development curriculum represent one facet of the company’s ongoing commitment to establish a strong leadership development pipeline across its businesses. Zamil Industrial values its human capital and aims to attract, reward, develop, and retain high-potential and high-performing managers and professionals.



# ZAC School Conducts Intensive Technical Training Programs for Clients

- **Zamil Air Conditioners (ZAC) School, the company's popular training institute for contractors and clients' employees, is pleased to report the successful completion of its latest group of courses and workshops.**

ZAC School recently conducted HVAC-related and ResisTec® Anti-corrosion Coating training courses for a large group of employees from several governmental, medical and educational organizations and institutions

located across the Kingdom. The training sessions, which focused on energy-saving HVAC products and solutions, were held August 20-25, 2016, at the Grand Nile Tower Hotel in Cairo, Egypt.

The selection of workshops and technical training courses was designed to sharpen the skills of professionals, assist them in career development and increase their on-the-job efficiency.

Participants also benefited from an introduction to the wide range of Zamil Air Conditioners products and services, updates on new product developments, and the availability of new products and services such as ResisTec® anti-corrosion coating, ResisTec®

roof coating and the ducting factory. Attendees enjoyed direct interaction with decision makers and engineers, discussions of direct marketing programs and opportunities to develop close relationships with participants that will enhance future business opportunities.

Attendees currently working in the HVAC field shared positive feedback on the courses and workshops provided, revealing that they regard the school and its offerings as a valuable career and skills development resource for all aspects of the industry, from engineering and design to sales and HVAC maintenance.







# “Zamil Goes to Campus” 2016 in Indonesia

● **Zamil Steel Buildings Vietnam Co., Ltd (ZSV) has successfully completed the “Zamil Goes to Campus” program, which was held September 19-23, 2016, in Indonesia.**

The program was designed as a series of mini-seminar tours conducted by the company at four top universities and educational institutions in Indonesia. It aimed to provide students with a basic understanding of the pre-engineered steel building system and its benefits to the modern construction industry, and to introduce Zamil Steel as one of the most recognizable brand names in the steel building industry.

The program was co-organized by Zamil Steel’s Marketing Department, Engineering Department and Indonesia Sales Office, and representatives of

the following four educational institutions:

- The Institute of Technology, Bandung, Indonesia
- Universitas Katolik Parahyangan, Bandung, Indonesia
- PETRA Christian University, Surabaya, Indonesia
- Institut Teknologi Sepuluh Nopember, Surabaya, Indonesia

Featuring guest lecturers Le Trung Nghia, Zamil Steel engineering manager, and Denny Tjandradjaya, ZSV Jakarta Sales Office area

manager, the seminars have attracted nearly 500 students over four days and created positive impacts among the student community. The participants included various faculty members, with the majority made up of civil engineering students who have shown great interest in Zamil Steel products and services.

Q&A sessions were held at the end of each seminar, during which participants were encouraged to openly discuss pre-engineered steel building designs, concepts and applications with the lecturers. Brochures, flyers and corporate gifts were also distributed to participants during the program.





## Zamil Industrial Presents Employment Opportunities at Wadaef Job Fair 2016

- As part of the ongoing recruitment effort aimed at increasing the number of Saudis employed by the company, Zamil Industrial participated in the Wadaef Job Fair 2016, organized by the Asharqia Chamber under the patronage of HRH Prince Saud bin Naif bin Abdulaziz, Governor of the Eastern Province, held at the Dhahran International Exhibition Center on October 9-12, 2016.

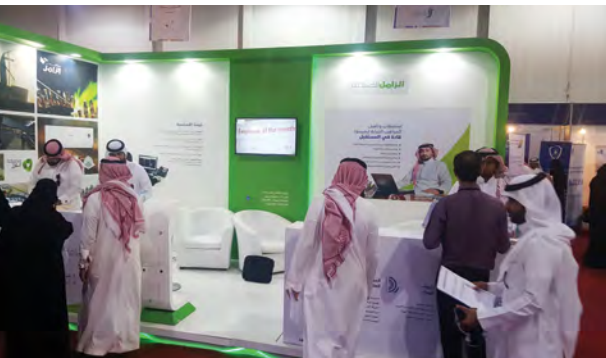
The annual job fair supports efforts aimed at increasing the Saudization of jobs, highlights the role of the business sector in creating new job opportunities for Saudi citizens, responds to the business needs for Saudi employees, and acts as a liaison

between the business sector and providers of employment and training services.

This year's event, which showcased thousands of jobs available at more than 100 participating companies from across the kingdom, presented an important opportunity for job seekers of both genders, especially well-qualified candidates, to meet with representatives of various national and international companies. Attendees discussed their professional goals and accomplishments while reviewing the available career opportunities and specific features of each position.

The job fair also facilitated the exchange of expertise and best practices in the field of human resource management and employment, and created an awareness of the importance of vocational skills development and proper career planning based on an informed choice of profession and area of specialization that best matches the job seeker's qualifications and abilities.

The event also promoted the concept of the development of a professional culture throughout society.





## Zamil Industrial Holds Annual Ramadan Iftar Celebration



## Zamil Industrial Sponsors Ramadan Iftar for Social Nursery Center in Dammam

For the fifth consecutive year, Zamil Industrial organized and sponsored a Ramadan Iftar program for residents of the Social Nursery Center in Dammam. This year's event was held on Monday, June 13, 2016, at the Sheraton Dammam Hotel and Towers and included all residents of the nursery.

The annual program was created in conjunction with the company's

community social responsibility initiatives, which aim to support and enrich the lives of people in the communities where Zamil Industrial employees live and work. To mark the occasion, the director of the Social Nursery Center in Dammam sent a letter of appreciation to the management of Zamil Industrial on behalf of the center for providing its residents with this exceptional opportunity.





# Zamil Steel Holds Its Annual Ramadan Iftar





# Zamil Air Conditioners Holds Ramadan Iftar Dinners for Employees and Distributors



## Business Delegation from Haier Company Visits **Zamil Air Conditioners**

On May 5, 2016, an executive business delegation from Haier Company paid a visit to Zamil Air Conditioners facilities at Dammam First and Second Industrial Cities.



The visiting delegates also met with Zamil Industrial officials to discuss possible areas of future cooperation between the two companies.

Members of the visiting delegation expressed their approval of the production and manufacturing facilities and were impressed by the advanced capabilities and enormous potential of Zamil Industrial companies at both the local and international levels.

Ahmed A. Al Zamil along with a group of company officials and engineers at Zamil Air Conditioners received the delegation, welcoming the guests and providing them with a detailed briefing on the operations of the respective plants and the state-of-the-art production equipment currently in use.



# Swedish Ambassador Visits **Zamil Industrial** Facilities

- On May 16, 2016, H.E. the Swedish Ambassador to Saudi Arabia, Mr. Dag Juhlin-Dannfelt, accompanied by a high-ranking trade and commercial delegation from the Embassy of Sweden in Saudi Arabia, paid a special visit to the Zamil Central Air Conditioners factory (ZCA) in Dammam Second Industrial City.



The delegation was welcomed by Nasser A. Al Zamil, VP of Government Sector at Zamil Industrial, and other company officials. The visit began with a corporate presentation that described Zamil Industrial and its various industrial activities and innovative products and solutions. It was followed by a technical presentation by Fawaz Bitar,

Head of the Chillers Unit at ZCA, about the latest energy efficiency solutions and the district cooling systems in Saudi Arabia.

Later, the visitors proceeded to tour the plant and observed the production lines and manufacturing operations. The visiting delegation was impressed by the advanced level of

operations at the Zamil Industrial manufacturing facilities and the wide variety of products and services provided by the company.

On this occasion, His Excellency took a moment to write a note in the company visitors' register, and a commemorative gift was presented to the ambassador.





# Zamil Air Conditioners Welcomes Visiting Delegations from SEC



During the month of September 2016, Zamil Air Conditioners welcomed visiting delegations from the Saudi Electricity Company (SEC) in the eastern and central regions to the company's facilities in Dammam Second Industrial City.

The purpose of these visits was to learn more about some key products and services provided by the company and to strengthen business relationships, with the aim of raising the level of cooperation between Zamil Air Conditioners and SEC with regard to ventures in various fields.

After receiving a warm welcome from the business development team, the delegations attended several technical presentations designed to describe the range of HVAC products and services offered, as well as the latest manufacturing operations and methods applied at the Zamil Air Conditioners factories.

The delegations also toured the production lines in the factory, and members were impressed by the advanced level of ongoing operations at the high-tech manufacturing facilities.



# Zamil Industrial Participates in Saudi Build 2016 Exhibition in Riyadh



Several Zamil Industrial sector businesses and Gulf Insulation Group companies participated in the 28th International Trade Exhibition for Construction Materials, Building and Environmental Technology (Saudi Build 2016), held October 17-20, 2016, at the Riyadh International Convention and Exhibition Center.

The event is the largest business-to-business construction fair in the Kingdom, and provides contractors, real estate developers, and building owners with a full range of building solutions and the opportunity to access the Saudi and regional construction markets under one roof.

Saudi Build 2016 offered a perfect platform to leading regional and international manufacturers, suppliers, and dealers of construction solutions to interact directly with real estate developers, building owners, architects, and contractors, among others, to showcase their range of products and services. Among the displays were the latest in building materials and equipment; architectural finishing products; stone, marble, and granite products; construction tools and technology; engineering services; infrastructure materials; security and safety systems; and more.

On-site representatives of Zamil Industrial businesses reported brisk activity on each day of the event. Current customers came to the exhibition to check on new developments and renew connections, while

many potential clients took the opportunity to become acquainted with Zamil Industrial's total building solutions philosophy and the product offerings of the individual sector businesses. Attendees included contractors, consultants, and construction professionals from Saudi Arabia as well as the entire GCC region.





# Nasser Al Zamil Participates in the Ninth Gulf Water and Electricity Rationalization Conference in Dubai

Nasser A. Al Zamil, VP of Government Sector at Zamil Industrial, participated in the Ninth Gulf Water and Electricity Rationalization Conference, which was held in collaboration with the Secretariat General of the Gulf Cooperation Council, under the auspices of Dubai Electricity and Water Authority, on October 5 and 6, 2016 in Dubai, United Arab Emirates.



The topic of Nasser's paper was "The interaction of the public sector with the private sector in the formulation and implementation of electricity and water efficiency standards." His submission was chosen as the best during the conference.

The paper, which was presented during the third session of the conference (GCC states' practices concerning the application of legislation and laws on the rationalization and efficiency of consumption), contained Nasser's discussion of the various stages of the development of the electricity consumption specifications, energy

efficiency cards for air-conditioning systems, and the progressive and mandatory application of the revised specifications on imported and locally manufactured air-conditioning systems. It also described the Zamil Industrial partnerships with government agencies to contribute to the rationalization process and increase the efficient use of energy.



A group of specialists and researchers in the field of rationalization of electricity and water and officials in charge of maintaining constant electric and water supplies took part in the conference. The workshop was also well-attended by a large group of people interested in the field from both within and outside the GCC region. It presented a comprehensive review of the experiences of the GCC states in these areas, and concluded with a series of important, practical recommendations deemed useful to all attendees.



# A Review of the Most Recent Achievements of **Zamil Industrial Loss Prevention Department**

- During the last few months, the Corporate Loss Prevention Department (CLPD) at Zamil Industrial has been focused on the resolution of a number of safety issues throughout the company. Areas of significant achievement during the period include:

## **EAP Fire Drills at ZI Business Unit Factories**

The Zamil Industrial Emergency Action Plan (EAP) was implemented at factories of eight Zamil Industrial business units in the second quarter of 2016 with the aid of several unannounced fire drills. Announced evacuation drills were also conducted at Zamil Higher Institute for Industrial Training (ZHIT), and announced fire drills were held at Zamil CoolCare and the Zamil Industrial HQ building.

The period also marks the first time Zamil CoolCare personnel have achieved full implementation of the emergency preparedness and response procedures in their building. The support of all Zamil Industrial business unit managers is commended and appreciated, along with the efforts of all who contributed to this accomplishment. The CLPD team is in agreement that the main objective is to continue with vigilant planning and gradual program implementation and to provide information and connections that foster the increased awareness and active participation of all employees, on all levels, in the various drills and exercises conducted.

Zamil Industrial CLPD team members have reported noteworthy developments during the implementation of

the program. Employees have developed a keener sense of their responsibilities during evacuation, and gradual progress has been observed with respect to the installation or acquisition of the emergency equipment mandated by the EAP program. Also, the performance evaluations of the business units revealed a steady improvement in employee awareness and knowledge of evacuation procedures of all occupants, including proper orientation of subcontractors and in-house client personnel.

In addition, portable fire extinguishers have been installed at all Zamil Industrial business unit factories that utilize forklift machineries, as mandated and as per CLPD-GI-033.

## **Development and Technical Support Activities**

During the last few months, the Zamil Industrial CLPD Development and Technical Support team also conducted a number of safety and risk assessments in diverse areas of Zamil Industrial business units. These assessments include:

- **Zamil Air Conditioners Consumer Division:** the process of receiving and storing raw materials/AC components in the warehouse; the freon charging process in the mini-split outdoor section; the

manual brazing process in the tube shop section; the process of washing and painting panels in paint lines 1 and 2; the coil brazing process in the coil shop; and the expansion valve assembly process in the tube shop area.

- **Building Component Solutions Co. (BCOMS):** the mineral wool sandwich paneling process and sandwich panel foaming process in Bay 1.
- **Zamil Steel Pre-Engineered Buildings Co.:** the processes of fitting steel materials in Bay 1; fitting steel materials in Bay 4; full welding of steel materials in Bay 3; full welding of steel materials in Bay 4; shot-blasting in Bays 4 and 5; painting and drying of steel material, including manual spray-painting in the painting area; handling, storage and issuance of the paints and thinner in the paint store; and the handling, storage and issuance of the raw materials in the warehouse.
- **Zamil Towers & Galvanizing Co. (Plant 1):** pickling and fluxing of the steel material process and galvanizing of steel material process in the galvanizing area; preheating of angle bars, the angle bar bending process and the angle bar surface milling process in Site 2.



- Updating the Safety, Health and Environmental Management System (SHEMS), ISO 14001 and OHSAS 18001 certificates for various Zamil Industrial sector businesses.
- Preparing scopes of work for reassessment of Zamil Air Conditioners Consumer Division's water-based fire protection system.
- Reviewing the Environmental Impact Study of Zamil Central Air Conditioners (ZCA).
- Conducting a joint site survey for Eta'am accommodation buildings in the Second Industrial City for the storage of LPG tanks and reviewed the layout plans for HSE requirements.
- Providing a Heat Stress Management Plan to Zamil Projects for the Ibn Rushd (SABIC) plant in Yanbu.
- Developing a job hazard analysis for the foundation and saddle, and details of their dimensional measurements, as requested by Zamil Process Equipment Co. as part of the Saudi Aramco requirements for method of statement.
- Reviewing and updating the loss prevention manuals of ZCA, Zamil Steel PEB, BCOMS and ZIMIPCO.
- Preparing and submitting the scope of work for the installation, testing and commissioning of Gaseous Clean Agent (FM-200 or Carbon Dioxide Extinguishing System) at Electronic Computer Data Processing Equipment, Server Room # 214 & 321 for ZHIIT.
- Preparing and submitting compressed gas cylinder storage guidelines as requested by maintenance, repair and operations (MRO), Jubail proponent.
- Assessing Zamil CoolCare-S3G in order to identify the quantity and type of fire extinguishers to be installed at the S3G offices, warehouse and workshop.
- Providing continuous assistance in obtaining technical and HSE statistical data to meet the safety prequalification requirements of Zamil Industrial business unit clients, such as Saudi Aramco, the Royal Commission in Jubail, Saudi Arabian Mining Co. (Ma'aden), and many others.



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## Safety Message: The Important Role of Safety Posters

- One of the most important tasks in ensuring that the entire company follows sound health and safety practices is the communication of crucial information. It is vital that everyone concerned understands job-related risks and how to deal with them.

Workplace safety posters play an important role in delivering effective safety communications, safety precautions and safety warnings to workers.

Workplace safety posters or notices are designed to promote safety in any work area prone to accidents. They usually display correct procedures, processes or even attitudes that are good to follow and helpful in avoiding mishaps. Carefully chosen content uses shock, alarm or even humor to get the point across. This is not to say that only signs and posters should be relied upon; there is no substitute for a properly trained workforce. Posters should serve as a

reminder and be of use to those who aren't necessarily familiar with a particular work area or process.

One key to using workplace safety posters effectively is smart placement. It is extremely important to hang them in a highly visible area, such as a break room or other high-traffic space. The goal in placing health and safety posters is to provide a consistent reminder to employees and other personnel at work in the area of potential safety and health hazards and to encourage behavior that minimizes risk.

"Be Aware Safety Posters" are in production and will be posted in all Zamil Industrial factories. Safety topics include Bloodborne Pathogens; Electrical Safety; Food Safety; Environmental Protection; Heat Stress; Slips, Trips and Falls; Home Safety; Smoking; Driving Safety; Fire Safety; and Office Safety.

