

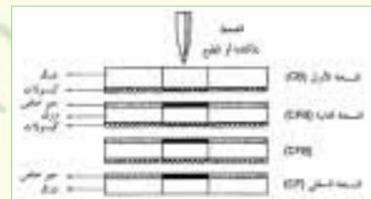


**AL NAKHIL PAPER INDUSTRIES CO.**

Commercial production started in 1996. The factory is occupying 15500m2 with a capacity of 15000tons of carbonless copy paper. More than eighty employees servicing the local and the export sales.

**PRODUCTION :**

- Carbonless Copy Paper.
  - CB (Top Sheet) coated on the back with microcapsules.
  - CFB (Middle Sheet) coated on the front and back.
  - CF (Bottom Sheet) coated on the front with image developing coating.
- Special paper for check (CB coated) 102g/m2.
- (S.C.)- Self contained paper 56g/m2.
- OCR- Optical character recognition.
- Offset paper white and coloured (Bonde).
- Bristol board white and coloured.
- Coated art paper and board (Haff + Gloosy).
- Linen embossed paper.
- letter-head paper.
- Azure paper.



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**AIA Editorial**

**The Virtual Company**

With the increasing number of information web (internet) users and its spread all over the world, the commercial companies developed their marketing techniques and sale operations to utilize services provided by the web. The most important of these services is facilitating communication operations and continuity with clients. The world has really become a small global village where you can surf its stores, universities and all institutions through your personal computer at home, while sipping tea or coffee. You can also review your bank accounts, trade in the international stock markets, buy flowers to present to your friends worldwide, go shopping in the international markets and buy what you like, proceed with your scientific studies, consult international medical centers and communicate with whom you please, with the least cost.

From here originated the on line company concept, where some think that the virtual company is the one that has a site on the world web and benefits of all services provided by the web. Others think that the virtual company is that which avail its clients the potential to cope with its products through the World Wide Web. While we think that the virtual company concept applies to those companies that join between the two. The on line company applications increase in the Western world: U.S.A and Europe due to the wide spread of awareness in that web and its availability to all.

It is currently observed that the recent fast- growing companies worldwide are the companies that provide their services through the internet and grant continuity to their clients through this web.

During the recent years, electronic winds have blown on our region and wonderfully accelerated to the degree that it became necessary for the companies and establishments to review fast their policies and strategies in order to join the procession, or otherwise left behind, especially that we are at the threshold of a new phase and a new challenge-joining the World Trade Organization (WTO) and market openness.

We, in Al-Khorayef Group, feel that challenge, and exert efforts to make use of the era through spreading knowledge and getting the staff acquainted with on line technology through various training programs of all computer applications and training on the employment of internet web and electronic mail side by side with the work of developing our company's site on the web.

All we aspire is to serve our clients in a better way and continue with them through communication across the web to reach the on line company in its best possible image.



Saud Abdulaziz Alswailem

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**Al-Khorayef Message**

**To strive for leadership in all of its business activities by supplying quality products together with professional after sales support through its carefully selected and highly performing employees and to play a vital role in technology transfer and environment protection.**

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**Under the auspices of HRH Prince Sultan bin Abdulaziz**

**Distinguished presence of Al-Khorayef Commercial Company in the Water Conservation Panel in Riyadh**

Al-Khorayef Commercial Company were invited to participate in the Water Conservation Panel in Riyadh, under the auspices of HRH Prince Sultan bin Abdulaziz, the Second Deputy Premier and the Minister of Defense and Aviation and Inspector General.

Al-Khorayef Commercial Company participated in the first panel for water conservation and development of water resources and the accompanied presentation, organized by the Ministry of Agriculture and Water, under the auspices of HRH Prince Sultan bin Abdulaziz, the Second Deputy Premier and the Minister of Defense and Aviation and Inspector General during the period of 16-19, April 2000.

The panel was held in King Faisal Conference Hall in Riyadh. The Company exhibited a number of its products that contribute in achieving the desired goal that help promote the standard of awareness towards water among all water consumers and get acquainted to the latest in the field of water equipment and technologies. This is in addition to the development of different water

resources and conservation of water in the domestic, agricultural, industrial and public utilities as well as limiting the loss of water in the public networks.

The Company presented the (EnviroSCAN) to measure soil humidity through conveying information from the soil-fixed probes to the computer, consequently achieving savings in the rate of consumed water that may reach 25%.

The Company also introduced energy efficient 8 5/8 inch center pivots. In addition, the Company presented a number of new sprinklers that will contribute in water distribution and employment of suitable pressure regulators to reduce the pressure in order to deliver water to the end of the irrigation pipes and limit the evaporation.

The Company showed models of all these products with the aid of computer displays and images that explain the function of every device to emphasize that all these products are designed to contribute in water conservation, preservation of quality and increase of productivity in agricultural fields.

## The Saudi Parts Center Co. Launches its Marketing Campaign

In response to a kind invitation from Sheikh Saad AL-Khorayef, head of the board of directors of the Saudi Parts Center Co., members of the board of directors, all staff of the company and a number of the staff of other sister companies attended the ceremony held by Saudi Parts Center Co. for the introduction of the new products and acquaintance with the good results achieved by the company.

Sheikh Saad AL-Khorayef emphasized his keenness and commitment for achieving the comprehensive quality. He indicated that the company since its establishment in 1988, was keen to provide the best services to its clients and reach them at their sites. This rendered the company a good reputation, distinction and many competitive advantages, the most of which is the provision of high quality spare parts from their original sources, the international plants.

Sheikh Saad AL-Khorayef expressed his happiness and indicated that the company by



approving the marketing of its own new products that bear its 'Company Fifty' trade mark will enter a new phase of development, which will empower it with additional driving force to achieve more of the marketing share and avail enormous chances for entering other markets in the region.

Eng. Ahmed Munir Misk, the general manager of the company, explained the properties and characteristics of these products and their importance in the development of the company in the following phase. Finally, symbolic presents were distributed and dinner was served.

## A distinguished Presence of Al-Nakhil Paper Industries Company in Drupa 2000 International Exhibition

Drupa 2000 International Exhibition, which was held in Dusseldorf during 18-31, May 2000, witnessed a distinguished presence of Al-Nakheel Paper Industries Company. It is the first Saudi specialized company ever to participate in this exhibition, which is regarded as one of the largest international specialized exhibitions in the world in the field of printing and paper. It is held every five years.

Al-Nakhil Paper Industries Company is proud to participate in this important exhibition for it introduces the Saudi products, which have reached a remarkable standard of technology that qualified them for international competition.

The company held a dinner party for its clients and all attendants of the exhibition on 25/5/2000 at SAS Hotel in Dusseldorf, Germany.



## AL-Nakhil Paper Industries Company Obtains ISO -9002 Certificate

AL-Nakhil Paper Industries Company made a new achievement by obtaining ISO-9002 certificate and adding another achievement to our national factories, which are continuing successfully under the care and encouragement of our prudent government.

This important certificate is regarded as the quality control for the production of the Company, which strides constantly with modern technology.

The Company received congratulations from a number of officials, businessmen, clients and national factories.

## AL- Khorayef Commercial Company Participates in the Specialized International Fair for Agriculture & Agricultural Machinery in Iraq

AL-Khorayef Commercial Company participated in the 2nd Specialized International Fair for Agriculture & Agricultural Machinery held in Baghdad, Republic of Iraq, during 26/4/2000 - 2/5/2000 where samples of AL-Khorayef agricultural factory products were displayed, such as center pivots and pumps.

The Company was granted an "Appreciation Certificate" from the Iraqi Ministry of Agriculture for the participation which had a great and effective role in the success of the fair. Eng. Fayez AL-Ani, the Company's branch director in Iraq, attended the opening ceremony.



## Saudi Leisure & Sports 2000- Jeddah Boat Show

For the second year, Al- Khorayef Commercial Co. Ltd., YAMAHA's distributors in Saudi Arabia, has participated in one of the important events (Saudi Leisure & Sports 2000) in the Kingdom, which incorporated Jeddah International Boat Show.

Its importance comes from the growth of the leisure sector in Saudi Arabia, where during the last four years alone, billions have been invested in leisure sector projects.

The Council of Saudi Chambers of Commerce and Industry predicts that the number of Saudis taking domestic rather than overseas holidays will increase by 50% - 60% in the next two years.

Why not, when Saudi Arabia has the glorious clear waters of the Red Sea, where everybody can enjoy maritime recreation with scuba diving, snorkeling, skiing, boating and deep-sea fishing.



## Al-Nakhil Paper Industries Company

# A Modern Era and Great Successes

Al-Nakhil Paper Industries Company has taken sure strides consistent with the policy of perfection followed by Al-Khorayef Companies, which chose the state-of-the-art equipment and contracted with Bartsch Company, which is regarded as one of the leading and oldest German companies in this field, to import the specialized technology in this industry, in addition to the supervision carried out by the company itself on the quality of the product and the quality control.

### Keeness to apply standards

Al-Nakhil Paper Industries Company started its commercial production in 1996. Though young, it has managed to obtain the lion's share and advanced position in the local market as a result of its high-quality products, flexibility, interaction and fast importing.

It is now present in the diaries of the government printing presses, which interact with the company as a reputed national producer characterized with high quality. There are also a group of advanced printing presses, The commercial activity of the Company extends throughout the kingdom through its many branches.

### The first in the Arab World

Al-Nakhil Paper Industries Company is regarded as the first integrated project in the Arab world for the production of self copying carbonated paper. The Company, since its establishment, plans to cover local consumption and export as the future strategic choice. Thus the Company, in a record time, is able to penetrate into the neighbouring markets and export its products to all GCC states, in addition to some Arab sister countries such as Jordan, Syria, Lebanon, Egypt, Yemen and Sudan, where the products received acceptance and appreciation.

### International standards

The Company contracted with one of the largest German companies to obtain the chemical composition, train employees how to use it and combine all necessary materials for formulation.

Regarding the maximum importance of providing high-quality and international standard products, the company established two laboratories provided with specialized equipment for this purpose.

The Company is keen, since its establishment, to obtain the most important and latest equipment and machineries. A developed paint line, bought by the Company from one of the oldest Swiss companies,



**- Our product is the first national product in the government printing presses.**

**- Sophisticated devices and machines for the sensitivity of the final product.**

which operates with a high speed to enable the Company to satisfy the clients' requirements, has been installed.

### ISO-9002

The company pays special concern to the after-sale services and technically follows up the product. It also qualifies its staff by training them on the printing techniques and arts and raises their technical efficiency to represent the company before the clients and provide the required services.

As a result to these accurate procedures to maintain the quality of the product, starting from the entry of the primary materials to the factory and ending with the produced materials in the final form, the

Company obtained ISO-9002 certificate and it is a strong competitor to the largest international companies in Drupa-2000 International Exhibition.

### Care for staff

The factory is located in the industrial area in Riyadh. it occupies an area of 15500m<sup>2</sup>, with an estimated annual capacity of production of 1500 tons of the carbonated papers, in addition to 45000 tons of the other commercial paper.

The Company has 80 employees and are highly cared for, as it is the practice in all Al-Korayef Companies, and are regarded as its real wealth and tools for the future.

The Company provides its staff with sports and recreation clubs, comfortable housing and excellent medical service in clinics and in the largest hospitals in the Kingdom, when necessary.

### Future before the Company

The Company is determined to diversify its products in the future to include a number of supporting paper products, according to a prepared program, to contribute in displaying our national products.



### AMACO Ukraine

## We provide excellent services and scientific techniques



### A reportage by: Fazal Mula

American Machinery Company (AMACO) was founded in association with Deere & Company as the sole representative for John Deere products throughout the CIS countries. No wonder the birth of AMACO is a fruit of long and successful business relationship between John Deere and Al-Khorayef Group in the Middle East.

Since that time approximately USD 10 million has been invested in the service structure, parts distribution, marketing and sales department. More than 60 highly skilled employees care about John Deere customers.

AMACO participation in the activities of the spare parts exhibition held in Kiev, Ukraine during the period 11-15/2/2000, which was shown on Ukraine TV., left a positive impression in the country where AMACO gained new customers.

The training center of AMACO in Ukraine is equipped with all up-to-date outfit. The center provides all training requirements in house. Training is supervised by an Ukrainian expert. The center also trains AMACO staff and the students of the Ukrainian faculty of agriculture.

Here is a list of training courses proposed by the AMACO training centers in Ukraine:

- \* Operator courses for tractors, combines and sprayers (3 days course).
- \* Mechanic courses for John Deere machinery (4 days course).
- \* Engineer courses for maintenance and repair of John Deere machinery (5 days course).

### Service and Maintenance Centers

AMACO Ukraine service and maintenance centers are located in 8 service points operated by 36 highly qualified Ukrainian specialists assisted by 4 foreign consultants. Full availability of tools, necessary equipment and accessories as well as ultimate service mobility help perform diagnostics and repair at any part of Ukraine regardless of the complexity of failure.

AMACO Ukraine carries out periodical inspection on John Deere machinery prior and after the harvest season, so that the machinery are always ready for the next agricultural season.

AMACO Ukraine is one of the few companies that are able to supply the most complete range of high-quality agricultural equipment as well as the whole range of services to its customers.