

THE Zone

EZW bi-monthly newsletter



TECHNOPARK TO BE HOME TO ONE OF THE WORLD'S LARGEST SOLAR PANEL MANUFACTURING FACILITIES

Cutting-edge plant to produce high-quality multi-application photovoltaic modules



Solar Technologies FZE Facility Perspective at TechnoPark



HE Sultan Ahmed Bin Sulayem, Chairman, Dubai World speaking about the project at Green Dubai World Forum

EZW, at the Green Dubai World Forum held recently in Dubai.

Speaking at the inauguration of the facility, Bin Sulayem said: "Solar Technologies' cutting-edge facility is a very timely initiative and supports our vision to develop Dubai into an environment-friendly, sustainable city."

Salma Hareb, CEO, EZW commenting on the project said: "Vast stretches of land and round-the-year sunshine make solar energy one of the most potent sources of alternative energy for us in Dubai and the entire region. The new facility brings technology closer to users and makes harnessing solar energy more affordable."

Solar Technologies FZE will design and produce large area, low cost, thin film Silicon Photovoltaic (PV) modules suitable for homes, offices, industrial and infrastructure facilities, and will serve the regional and global markets from its TechnoPark facility.

Commenting on the distinctive features of the facility, Dilip Rahulan, CEO, Solar Technologies FZE said: "Solar plants

consume little or no fuel, saving millions of dollars every year. Thin film silicon on glass is ideal for large scale solar applications and the technology offers reduced manufacturing and installation costs, resulting in lower cost-per-watt. The Building Integrated Photovoltaic (BIPV) module manufactured using this technology can be used by architects and builders to construct façades, roofs, windows etc. thus reducing material costs."

The upcoming manufacturing facility will cover an area of one million square feet and will manufacture photovoltaic panels that can annually generate 130 megawatts of power. Subsequently,

Solar Technologies will establish similar facilities in China, Mexico and Bulgaria. The total power generation capacity of Solar Technologies is expected to increase to one gigawatt by 2015.

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Salma Hareb, CEO, Economic Zones World

Solar Technologies FZE has announced the setting-up of the Middle East's largest solar panel manufacturing facility in Dubai at TechnoPark, an Economic Zones World (EZW) Group company. The facility will start production in the last quarter of 2010.

The virtual foundation stone-laying ceremony of Solar Technologies' upcoming facility was performed by HE Sultan Ahmed Bin Sulayem, Chairman, Dubai World, the parent organisation of



TECHNOPARK

PROCLAD TO COMMENCE PRODUCTION FROM ITS TECHNO PARK COMPLEX

Seeks to cater to the ME, Africa and CIS markets from the new facility



FTV Proclad Facility in TechnoPark

FTV Proclad (Dubai), a US\$ 400 million state-of-the-art industrial complex of Proclad Group is all set to start production shortly. The one million square feet facility will offer the full range of Proclad products and services and is designed to cater to the burgeoning oil and gas sector globally. The facility is considered one of the largest cladding complexes in the world.

Proclad's TechnoPark facility comprises a fully-fledged manufacturing facility, a training centre and a state-of-the-art Research and Development Centre. "Our TechnoPark production facility is well-equipped to offer the entire range of Proclad technologies, products and services including manufacturing of mechanically bonded clad-lined pipe; weld overlay clad pipe and pipeline components; induction bending of clad

pipes, heat treatment facilities, forged standard and clad fittings, specialist CNC machining services, engineering design, project management and consultancy. The Proclad training academy will impart advanced professional training to local students to help them evolve into competitive professionals in the oil and gas industry. The state-of-the-art Proclad Research and Development Centre at the Park is focused on developing innovative technologies relevant to the oil and gas industry," said Yaseen Jaffar, CEO, Proclad Group, revealing Proclad's TechnoPark operational profile, while talking to 'The Zone' in Dubai recently.

"Proclad seeks to strengthen its presence in the Middle East and has stepped up its operations in the region. As a result, it is now engaged in a large number of multi-million dollar projects in the Middle East and African regions.

Our TechnoPark complex will handle most of these high-profile projects, and will serve as the nerve centre for all our future operations in the region spanning West Asia, Africa and the CIS," he added. Once operational, the Proclad facility in TechnoPark will have the capacity to produce over 400 kilometres of pipes with diameters from four inches and above.

UK-based Proclad Group is the largest pipe cladding company in the world and ranks among the top precision engineering, manufacturing and service providers for the oil, gas and petrochemical industries. It has nine manufacturing facilities worldwide including two in the GCC, six in the UK and one in Singapore. All the Proclad facilities are accredited to a wide range of global quality certifications including ISO 9000-2000 and API certification.

Proclad's impressive client list includes a large number of blue-chip companies including Adnoc Group, Saudi Aramco, BP, McDermott, Shell, RASGas, Statoil, Technip, FMC, KOP, ABB, Vetco Grey, Petrofac, PDO, Cooper Cameron etc.

Proclad Group was established 40 years ago in the UK. It is one of the fastest-growing precision engineering companies in the world. In the last few years since its inception, FTV Proclad has posted three times its growth. In the current financial year Proclad expects a 100% increase in its turnover.

To meet this sweeping growth, Proclad envisages to start a US\$350 million expansion plan immediately after the commencement of production in its current facility at the Park.



Yaseen Jaffar, CEO, Proclad Group

TECHNOPARK ELECTED TO INTERNATIONAL ASSOCIATION OF SCIENCE PARKS BOARD

Senior officials highlight progress made by TechnoPark at IASP World Conference



TechnoPark, has been elected as a Member to the Board of Directors of the International Association of Science Parks (IASP) at the 25th IASP World Conference held in Johannesburg from September 14-17, 2008. Hamad Al Hashemi, MD of TechnoPark will represent the Park at the board.

The position provides TechnoPark with the opportunity to get involved in decision-making exercises, which will eventually benefit Research and Technology activities and the

development of a knowledge economy in the region.

Al Hashemi and Dr. Samir Hamrouni, Senior Advisor, Science and Technology Department, TechnoPark, attended the World Conference. The high-profile meeting of science and technology professionals from all over the world discussed the latest developments in the industry.

The World Conference theme "The Role of Science Parks in Accelerating

Knowledge Economy Growth - Contrasts between Emerging and More Developed Economies," presented TechnoPark officials with a platform to highlight the progress made by TechnoPark in driving Dubai's quest to create a knowledge-based economy.

Over 50 speakers addressed various Science and Technology industry-related issues at the event. More than 450 delegates from 59 countries attended the conference, which was hosted by the Innovation Hub of South Africa.



ECONOMIC ZONES WORLD LAUNCHES ITS FIRST BUSINESS CENTRE FACILITY IN JAFZA

Initiative aims to cater to short-term office requirements of businesses in Dubai and the region



The BCW Facility was inaugurated by Salma Hareb, CEO of Economic Zones World and Paulo Dias, CEO of Regus EMEA

Economic Zones World (EZW) has launched its first Business Centres World (BCW) facility located in Jafza View 18 & 19 recently. BCW is an EZW initiative designed to cater to short-term, fully equipped office service requirements of companies and individual entrepreneurs, who are either exploring business opportunities or have short-term commitments in the region.

BCW will be managed and operated by UK-based Regus Group, which is the world's largest provider of outsourced workplaces for companies and individual entrepreneurs.

The BCW facility in Jafza View 18 & 19 has been engineered with customers' needs in mind. It seeks to cater to short-term office service requirements

of people who wish to explore markets without long-term commitments. The facility also caters to short-term office requirements of businesses that have won projects within Jafza, the UAE or in the region and need to have office space for a specific period of time. The South Zone-based 29-storied, 130 metre tall Jafza View 18 & 19 is Jafza's prime business location.

The BCW facility in Jafza will be facilitating companies of all sizes to enter this market and seize new opportunities to run their businesses in this booming region, with comprehensive office facilities adapted to their real needs. The 1034 square metre, high-tech, BCW Centre offers 47 fully-furnished and well-equipped offices, two meeting and training rooms,

a large conference hall and 88 work stations. The well-equipped facility offers access to high speed broadband network connections, state-of-the-art systems and top class business lounges supported with business and concierge services. Administrative and other business services are provided to clients upon request.

BCW office solutions can be configured and adapted to client's changing business needs from a one-workstation facility comprising self-contained, dedicated cubicle outfitted with state-of-the-art equipment and ergonomic furniture, to a dedicated office for a team of five or more people or even a full department. All the well-furnished and equipped offices are serviced by a world-class support team.

BCW meeting rooms are well-equipped with state-of-the-art audio, video and web conferencing facilities.

BCW also offers a virtual office facility to its clients. Virtual office facilities offer users the benefit of having a fully functioning office without moving from their locations. Virtual office services can be configured to meet client requirements right from managing their mail and personalised call answering/call redirecting to providing a fully-staffed office environment. Virtual office services offer service users a prestigious address and a local phone number. A BCW virtual office owner has priority access to BCW offices and meeting rooms as required.

Business support services of BCW include copying and printing services, administrative support and self-service tea, coffee and chilled water. BCW can also organise business catering to suit client's specific requirements. BCW reception and concierge services include meeting and greeting the client's guests and organising their hotel bookings, transportation and also airline tickets.

BCW will be operating a chain of such well-equipped, fully furnished office centres across Economic Zones World group companies in the region and worldwide.



Jafza View 18 & 19



GAZELEY

GAZELEY



GAZELEY ALL SET TO DELIVER ITS PIONEERING CARBON POSITIVE LOGISTICS FACILITY

Technology driven development to garner substantial operational cost savings

Gazeley, a fully-owned subsidiary of Economic Zones World, is about to finish and deliver its industry-leading sustainable logistics project, G.Park Blue Planet, at Chatterley Valley, a former colliery site in North Staffordshire in the UK. The project is considered one of the greenest logistics parks in the world.

G.Park Blue Planet, a 36,000 square metre logistics facility, will be the UK's first truly carbon positive logistics development and will set a new benchmark for sustainability standards in the region.

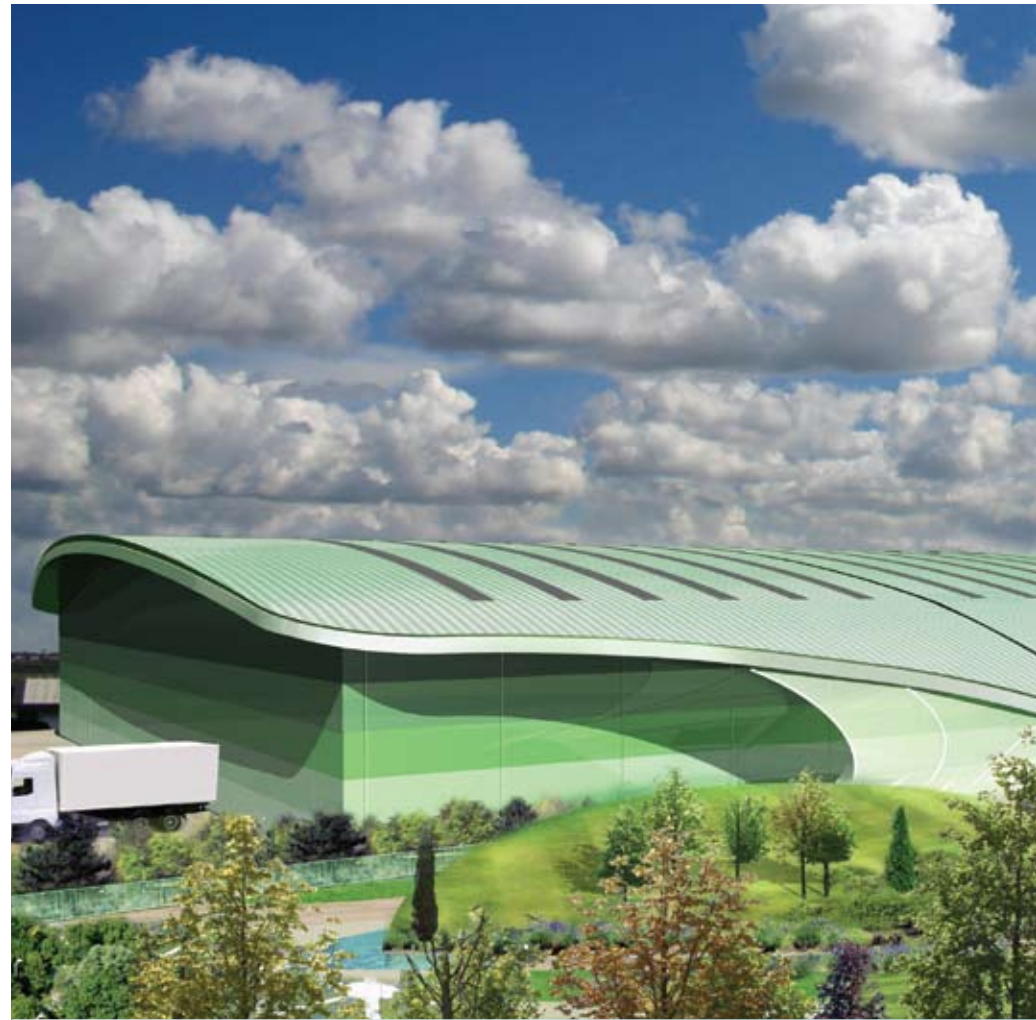
Gazeley has deployed the most advanced green technologies in the development that not only exceed the mandatory BREEAM (Building Research Establishment Environmental Assessment Method) "Excellent" rating standards but also facilitate significant operational cost savings for the users of this facility. Through the implementation of cutting-edge technologies over the past five years, Gazeley has reduced the operating costs of its customers, including some of the world's biggest retailers, by almost US\$1.5 million per year.

The outstanding green features of the projects are visible all over the development right from the access to the site to the actual warehouse. Vehicles arriving at the site will pass over kinetic plates that will produce electricity, which will be used to power electric buses, cars, and even bicycles.

G.Park Blue Planet has its own bio-mass station which will not only produce sufficient power and heat for the on-site buildings but will also provide enough energy to power and heat up to 650 local homes in the surrounding residential areas. The 10.8MW bio-mass plant will produce less than one-sixteenth of the CO₂ emissions of a similarly sized UK power station and will save some 68,000 tonnes of CO₂ emissions per annum.

The innovative features of the development include rooflights made of Texlon ETFE (Ethylene Tetrafluoroethylene), a transparent foil, which like Teflon, has non-stick, self-cleaning properties. The same technology is used at the Beijing Olympic swimming pool. ETFE is recyclable and it uses 50 to 200 times less embodied energy in its manufacture than other transparent roofing systems, significantly reducing the building's carbon footprint. It is also 25 to 50 times lighter than the alternatives, which means that it does not need a heavy support structure. The ETFE rooflights consist of three layers of foil, stretched over a lightweight aluminum frame and inflated with air to produce a rigid structure. The rooflights also include solar photovoltaic laminates welded into the outer cushion of the ETFE panels, which will generate over 80MW of power and save 34 tonnes of CO₂ per year.

The development is thermally efficient and has thermal insulation



G.Park Blue Planet, at Chatterley Valley



GAZELEY DOES THE DOUBLE AT MAJOR INDUSTRY AWARDS

Industrial Agents Society (IAS) recognises significant contribution of the global sustainable logistics space provider

Gazeley received two major accolades at the esteemed Industrial Agents Society Awards event held at London's Hilton Hotel recently. The global provider of sustainable logistics space won not only the prestigious 2008 'The Green Award' but also walked away with the 2008 'Best Pre-Let Development' award for the South East's biggest ever pre-let deal, which it signed with Morrisons earlier this year.

'The Green Award' highlights Gazeley's sustainable achievement in the sector over the past twelve months. As the company has continued to push boundaries in environmentally-friendly logistics developments, the judges recognised a number of key differentiators:

- o Delivering over 1.2 million m² (13 million square feet) of sustainable warehouse over the past five years
- o Using sustainable technologies to reduce occupiers' annual operating costs by £930,000

- o The company's pledge to reduce energy and global carbon emissions by 35% across all its sites worldwide by 2010
- o The £50 million development of what is arguably the most environmentally sustainable warehouse in the world, G. Park Blue Planet at Chatterley Valley

Jonathan Fenton-Jones, Global Procurement and Sustainability Director at Gazeley, accepted 'The Green Award' while Nick Redwood, Senior Vice President and Managing Director, Europe, received the 'Best Pre-Let Development' award.

The 'Best Pre-Let Development' award was given in recognition of the company's successful project with Morrisons at G.Park Sittingbourne in Kent. Working in partnership with Standard Life Investments, Gazeley secured the biggest ever pre-let deal in the South East, which will deliver a 920,000 square feet warehouse



Gazeley team with the awards

and distribution complex for the retailer. The development, which is due for completion by April 2009, will be used by Morrisons to service and supply its South East stores and will facilitate further growth for the supermarket chain.

The IAS Awards recognise the industry's most prominent developers, occupiers and financiers, as well as their projects within the UK.

LOGISTICS PARK AT CHATTERLEY VALLEY



25% better than the current building regulations.

ETFE rooflights, being transparent, make maximum use of natural daylight. By using cutting-edge, smart lighting systems in the facility, Gazeley has reduced energy consumption in its development to half, compared to the energy presently used by other regulatory compliant buildings.

Gazeley is all set to complete the iconic project within seven months and it is available to let immediately.

G.Park Blue Planet is the first phase of the Chatterley Valley development in Staffordshire, UK, which covers a total area of 70 hectares. The Chatterley Valley Park will be transformed over the next decade, creating over 4,000 jobs in the region. The project aspires to become a landmark sustainable development in the country.

The Chatterley Valley development is a joint venture between Advantage West Midlands and the North Staffordshire Regeneration Zone, Newcastle Borough Council, Stoke-on-Trent City Council and Staffordshire County Council. The owners chose Gazeley as developers for this iconic project due to its impeccable green credentials. Gazeley, since its establishment in 1987 in the UK, has developed more than 5.6 million square metres of sustainable logistics and industrial space for leading international companies and third party logistics providers worldwide.



Finishing work under progress

GAZELEY COMPLETES LOGISTICS CENTRE PROJECT FOR LAMBORGHINI IN RECORD TIME

Integrated facility to support Italian Auto Giant's development strategies



Lamborghini's state-of-the-art logistics building

Gazeley has delivered the eagerly awaited state-of-the-art logistics building to Lamborghini early last month, ahead of schedule. The prestigious project was completed in a record time of under six months.

The integrated logistics centre developed next to Lamborghini's

Sant'Agata Bolognese factory will be the Italian Automobile Giant's global storage and logistics hub for car production components and spare parts, as well as Lamborghini's merchandise range.

The new 11,000 square metres state-of-the-art logistics centre, situated within the business zone,

replaces Lamborghini's existing warehouse located in Anzola Emilia, about 20 kilometres away from its production base reducing the negative impact of heavy goods traffic in the local community.

The innovative warehousing structures have doubled the logistics centre's storage capacity ensuring adequate space to support Lamborghini's future business growth. The 10 metre high logistics centre currently offers space for more than 14,000 pallets.

The new logistics centre is also characterised by a

comfortable working environment, while controls and other features required to facilitate operations are simple and streamlined. Gazeley has worked closely with Lamborghini's technical and logistics team to optimise the efficiency of the centre and to perfectly fit with Lamborghini's present and future needs.



Inside view of the Lamborghini logistics facility



THE Zone



ECONOMIC ZONES WORLD PARTNERS WITH POSTAPLUS TO FORM EZ POST FZCO

Joint Venture to provide more efficient and cost effective services to EZW clients

EZ Post FZE, a recently formed Economic Zones World (EZW) subsidiary, signed a joint venture agreement with PostaPlus, the first licensed private postal operator in the Middle East, to form EZ Post FZCO in a step aimed at consolidating its various mail room operations.

EZ Post FZE and PostaPlus will own 51% and 49% of EZ Post FZCO's shares, respectively.

The company, operating from Jafza, will provide comprehensive mailroom services such as mail service, courier, mail room operations, sorting and storing, document scanning and verification and business centre solutions to all EZW Group companies and their clients.

EZ Post FZCO is a strategic initiative designed to streamline EZW mail and postal services to achieve greater efficiency, better quality and lower cost. At present, there are more than 25,000 mail service transactions done by Jafza alone per month creating a need for a consolidated structural organisation.

EZ Post FZCO will be managed and operated by PostaPlus, which is the region's largest mail and postal service provider in the private sector. Kuwait-based PostaPlus is licensed to operate comprehensive postal services in Kuwait.



The EZ Post joint venture agreement is signed by Salma Hareb, CEO of Economic Zones World and Nabil Bin Salama, Chairman of PostaPlus

PostaPlus, currently operates in nine countries in the Middle East-Kuwait, UAE, Bahrain, Qatar, Oman, Libya, Jordan, Lebanon and Syria.

The company operates in the UAE through its own subsidiary Modern Line Distribution

- Speedex that has been operating as a courier and freight forwarding company for more than 13 years.

EZ Post FZCO will be accountable for all courier and postal requirements of Economic Zones World, its subsidiaries

and their clients. Services include seamless tracking of transactions from pick up to delivery, faster processing of transactions by verification of documents prior to pick up and round-the-clock assistance to its clients via a toll-free IT help desk.



FIRSTPRESS MIDDLE EAST GETS ISO ACCREDITATION FOR ITS QUALITY SYSTEMS

Seeks to serve the UAE and neighbouring markets from its Jafza facility



Shaf Ali, GM, Firstpress receiving ISO Certificate from Lloyds Registration UK in the presence of Fatma Salem, EVP, Operations, Jafza

Firstpress Middle East FZE, a wholly owned subsidiary of UK-based leading plastic moulders, Firstpress Ltd., has recently been awarded the ISO 9001 accreditation by British Lloyd

Middle East is a manufacturer of quality blow moulded plastic containers.

Jafza based Firstpress Middle East started production from the first half of

Registration for its excellent quality systems. "This is a remarkable achievement for a company that has started operations only a few months ago and demonstrates the company's deep commitment to quality systems," said Peter of Lloyds Registration UK who came from London to present the ISO certification to Firstpress Middle East in Dubai. Firstpress

December, 2007. In less than six months Firstpress could achieve almost 80% of its installed capacity. The company plans to add more machines to meet growing market demand in the next few months. "With added capacity we will be able to cater to the demands of the neighbouring countries as well," said Shaf Ali, General Manager, Firstpress Middle East commenting on the company's growth plan. Shaf Ali has been instrumental in bringing about the company's remarkably fast growth. Firstpress Middle East is currently catering to the UAE market but plans to serve the neighbouring markets soon.

Spread on an area of 7,000 square metres, Firstpress Middle East's 3,000 square metre blow moulding facility has a capacity to produce

60,000 units per day. The company is currently producing 1.8 to 5 litre jerry cans from its Jafza facility. Firstpress Middle East's well-equipped manufacturing facility includes injection moulding, blow moulding machines as well as a state-of-the-art tool room capable of developing precision moulds.



Firstpress facility in Jafza South



CEVA LOGISTICS FZE TO EXPAND ITS JAFZA FACILITY SEVEN FOLD BY 2009

Plans to invest over AED 3 billion in the region

CEVA Logistics FZE has initiated massive expansion in its Jafza facility to support its rapidly growing operations in the region. The expansion will see the CEVA facility grow seven fold, from its existing 20,000 square metres to 135,000 square metres, in the next 12 months, as part of

CEVA will be building a number of local warehouses across the region to support its diverse logistics services.

CEVA Logistics FZE is a fully-owned subsidiary of the Netherlands based CEVA Group PLC., which is one of the

CEVA's contract logistics services include inbound logistics, manufacturing support, outbound/distribution logistics and aftermarket logistics. Its freight management services include air, ocean, and ground-based transportation, and

"In the Middle East we are focusing on serving customers in the oil and gas, industrial, automotive and tyres, retail and fashion, technology, and hospitality sectors. Being an excellence-driven company we use a systematic approach that helps us do every job right, every time. Our zero-defect start-up process gets each project off to a good start. Once a project is under way, we never stop working to make it more efficient. Our use of the LEAN philosophy creates ongoing improvements throughout the life of a project.

"We offer a range of smart solutions for focused sectors. These are standard solution sets for industry segments with similar needs. Each set leverages our deep sector expertise and best practices to address common needs, while allowing for customisation in areas unique to specific business and operations," Ahmed said explaining CEVA's key offerings and value propositions in the Middle East. "With our focused approach and excellent resources we expect to achieve huge growth in our operations in the region," he added.

"CEVA envisions becoming the most admired company in the supply chain industry worldwide and seeks to

achieve revenues of Euro 10 billion by 2010. We in the Middle East hope to contribute substantially in achieving our ambitious goal," Ahmed asserts.



CEVA Logistics FZE Facility perspective

the Group's AED 3 billion expansion plan to increase its presence in the region. CEVA Logistics FZE is the regional headquarters and logistics hub of the CEVA Group's Middle East operations.

"In the first phase we expect to open our 20,000 square metre warehouse in November followed by a 30,000 square metre facility in December. These two facilities will support CEVA's industrial and automobile logistics services, respectively in the region," said Shamsudeen Ahmed, Director, CEVA Logistics FZE, revealing CEVA's expansion plan while talking to 'The Zone' recently in Jafza. CEVA will open a 65,000 square metre multi-purpose facility in October 2009.

"The expansion in our Jafza facility marks the beginning of our growth strategy in the region," Ahmed added.

world's largest logistics and supply chain management companies. CEVA was formed from the merger of the former TNT Logistics, a leading contract logistics operator with US-based freight management major Eagle Global Logistics in August, 2007 and combines the heritage of both market leaders. As of 31 December, 2007 CEVA's global network comprised more than 1,000 locations in 100 countries. Its annual revenue in 2007 touched the Euro 6.3 billion mark. CEVA operates more than 600 warehouses around the globe summing a combined space of approximately 8.6 million square metres.

"We design, implement and operate end-to-end contract logistics and freight forwarding solutions for large and medium-sized local and multinational companies," said Ahmed commenting on CEVA's integrated services.

freight transportation-related services such as customs brokerage, local pick-up and delivery service, materials management and trade facilitation.

CEVA focuses on a diverse range of market sectors including automotives and tyres, technology, industrial, retail and consumer goods, oil and gas, publishing, aerospace, and healthcare sectors. It has built leading market positions by understanding its focused sectors and has been applying its expertise to design and implement customised solutions that address sector-specific requirements.

"Our extensive knowledge of customer supply chains and sector expertise helps us to develop cost-effective solutions that create competitive advantages for our customers," said Ahmed.



Shamsudeen Ahmed, Director, CEVA Logistics FZE



NESTLÉ MIDDLE EAST POSTS RECORD GROWTH IN THE FIRST HALF OF 2008

Expects to maintain momentum across the year



Nestlé's regional headquarters in Jafza



Jean-Louis Chaumeil, Chairman and CEO, Nestlé Middle East FZE

Nestlé Middle East FZE, the Middle Eastern subsidiary of Nestlé Group, has outperformed analysts' expectations by achieving 14% growth in the first half of 2008. Nestlé's entire product portfolio in the region has posted strong growth.

"Nestlé's remarkable growth across the board in the Middle East, despite challenging market conditions, reflects the organisation's remarkable ability to quickly respond to market needs," said Jean-Louis Chaumeil, Chairman and CEO, Nestlé Middle East FZE, commenting on Nestlé's stellar performance, which

is up five points from the nine percent recorded during the same period last year.

"Our commitment to nutrition, health and wellness has driven Nestlé's remarkable growth in the region. Nestlé has been using its research driven knowledge not only to develop new products that are rich in taste and nutritional values but also to improve the nutritional profile of its existing product portfolio. Almost all our products in the region today combine great taste with nutritional foundation," Chaumeil added.

Nestlé Middle East is part of Nestlé's Asia, Oceania and Africa Zone and is considered one of the Group's fastest growing regions.

Nestlé Middle East FZE was founded in 1997 in Jafza and now serves as Nestlé's regional headquarters in the Middle East. Nestlé Middle East currently owns and operates 14 factories and 16 offices in the Middle East and has invested more than US\$ 400 million in the region. Dubai has attracted almost half of its investment in the Middle East.

"These multimillion dollar capital investments have created job

opportunities, enhanced technological and manufacturing capabilities, and have fostered economic growth in the region," said Chaumeil commenting on Nestlé's huge interest and commitment to the region.

Nestlé has been the top food and beverages company in the Middle East region for decades. Its current product profile in the region includes more than 50 popular Nestlé brands in infant nutrition, milks, confectionery, coffee, beverage creamers, culinary, water and breakfast cereal categories, which together accounted for Nestlé Middle East's annual sales of US\$ 1.2 billion in 2007.

Nestlé Middle East FZE seeks to further improve on its growth momentum to touch the US\$ 1.5 billion figure in 2008.

To achieve greater market share Nestlé plans to expand its consumer base in the region to cover people at both ends of the social pyramid. "We are reaching out to those people who are at the base of the pyramid with a specially formulated, nutrition-rich food and beverage product range at affordable prices. The incomes of this segment are comparatively low,

yet sufficient to provide spending power on trusted products that contribute to improving their quality of life. We are also reaching out to people at the top end of society with a product spectrum that offers clear premier consumer values, be it in quality, service or convenience," said Chaumeil revealing Nestlé's growth strategy for the region.

For the last few years, Nestlé has been incessantly working to strengthen the company's health and wellness commitment through consumer insights and R&D initiatives. Today, Nestlé is not simply the world's largest food and beverages company but a market leader in nutrition, health and wellness products.

Nestlé Group is one of the world's most prominent research and development driven companies. The company spends around US\$ 1.5 billion in R&D every year.

Nestlé Group operates 481 factories worldwide. Its annual sales in 2007 exceeded US\$ 100 billion. Nestlé's product portfolio of several thousand brands boasts 30 brands with sales of over US\$ one billion.



DP WORLD UAE RECEIVES EIGHT NEW GIANT TANDEM LIFT GANTRY AND 20 RMG CRANES

New arrival further expands Jebel Ali Port's handling capacity



Mr. Mohammed Al Muallem, Managing Director of DP World UAE

DP World UAE has recently received eight new giant tandem lift gantry cranes, the biggest of its kind in the world, and twenty rail mounted gantry (RMG) cranes for phase two of Container Terminal 2. The addition of the new cranes has substantially enhanced the handling capacity of DP World's flagship Jebel Ali terminal.

The arrival of the eight new tandem lift cranes and 20 RMGs at the new terminal has doubled the number of tandem lift cranes to 16 and the number of RMGs to 38. The terminal is scheduled to receive 13 more tandem lift gantry cranes and 22 rail mounted gantry cranes in the coming months.

The tandem lift cranes are capable of lifting four 20-foot containers or two 40-foot containers simultaneously - a total capacity of 80 tonnes, which is twice that of traditional cranes.

Commenting on the occasion, Mohammed Al Muallem, Senior Vice President and Managing Director of DP World - UAE Region, said: "We have constantly invested in capacity at Jebel Ali to meet the rapidly expanding needs of our customers. The new equipment will contribute to alleviating the congestion that is impacting all ports in the region as volumes have continued to grow.

"We remain committed to providing our customers quality services and have long term development plans for Jebel Ali Port. This includes building further state-of-the-art container terminals in line with market demand".

The first phase of Container Terminal 2 was launched in August 2007, which increased the capacity of Jebel Ali Port by 2 million TEUs (twenty-foot equivalent container units). The second phase of Terminal 2 is expected to

finish in the first quarter of 2009. At the launch of its second phase, the total capacity of Container Terminal 2 will exceed 5 million TEUs, raising the overall capacity of Jebel Ali Port to 14-15 million TEUs. This will further strengthen DP World Jebel Ali's position on the regional as well as global trade map as one of the most advanced centres for maritime freight and logistics services. DP World Jebel Ali is the 7th largest container terminal in the world.



The new cranes in action at Jebel Ali Terminal 2



GAC LOGISTICS JOINS CARGO 2000

Seeks to further enhance its quality standards and efficiencies

GAC Logistics, the logistics arm of Jafza based GAC Group, has joined Cargo 2000 as part of its bid to enhance quality assurance and processes, provide measurable efficiencies and reduce costs.

Cargo 2000 is an International Air Transport Association (IATA) Interest Group that brings together major airlines, freight forwarders, trucking companies and IT providers with the common goal of implementing new quality management systems for the worldwide air cargo industry.

Bill Hill, Group Vice-President, GAC Logistics, says the decision to implement Cargo 2000's quality management system is part of GAC's commitment to provide best practice and value-added services to its customers. "Working with Cargo 2000 will enable our company to offer the best levels of service to our customers and this is in line with our common values of service excellence," Bill Hill says.



GAC Logistics Facility

"Reliable quality control of data allows GAC to provide up-to-date accurate information for each shipment. And with high transparency and optimisation of operations, GAC is able to pass on cost savings and further quality in customer service to its shippers," he added. Lothar Moehle, Cargo 2000's Regional

Director for Europe, Middle East & Africa, says: "GAC has seen significant growth and development and is clearly committed to improving quality of service for its customers. This is exactly the type of company we want to attract to Cargo 2000. Our quality management system simplifies the air cargo process,

reduces errors and therefore costs and leads to improved customer satisfaction. We are delighted that GAC recognises this and we expect the company and its customers to benefit as a result of its participation in Cargo 2000".

Answers for Sudoku

8	9	7	6	5	3	4	1	2
6	2	4	1	9	7	8	3	5
3	5	1	4	2	8	7	9	6
1	7	9	5	6	4	2	8	3
4	6	5	3	8	2	9	7	1
2	3	8	9	7	1	5	6	4
9	1	2	7	4	6	3	5	8
7	4	6	8	3	5	1	2	9
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US POWER MAJOR, CUMMINS, INITIATES WORK ON REGIONAL HEADQUARTERS BUILDING IN JAFZA

New facility to bring all its operations under one roof



The groundbreaking was led by Tim Solso, Cummins Inc.'s global CEO and Shehab Mesmar, EVP Sales and Ayoub Al Mulla, Senior Sales Manager from Jafza.

Cummins Middle East FZE, a fully owned regional subsidiary of Cummins Inc., a US-based global power leader recently held a ground breaking ceremony for its new Middle East Headquarters in Jafza's South Zone.

The groundbreaking was led by Tim Solso, Cummins Inc.'s global CEO and Shehab Mesmar, EVP Sales and Ayoub Al Mulla, Senior Sales Manager from Jafza.

The ceremony was attended by senior Jafza and Cummins officials including Pamela Carter, President of the Cummins Distribution Business, and Dennis Heathfield, Managing Director of Cummins Middle East.

The new regional headquarters building will house Cummins Middle East FZE's administration, sales, warehousing and training facilities. The new state-of-the-art facility will be built on 15,000 square metres and will meet the new 'Green Dubai' building standards.

Jafza-based Cummins Middle East FZE supports customers in 12 countries in the region.

IMPORTANT VISITING DELEGATIONS (SEPTEMBER-OCTOBER 2008)



A twelve-member senior business delegation from Brazil visited Jafza on October 15, 2008, to explore possibilities to establish business in the free zone. The delegation was received by Ahmed Al Haidan, Asst. Sales Manager at the free zone. Al Haidan briefed the delegation on the strategic significance of Jafza as the regional trade and business hub. He also provided the delegation with information on how to establish a company in Jafza.



A seven-member delegation of senior international trade fair organisers from Germany visited Jafza on October 27, 2008. The delegation was received by Mansoor Al Bastaki, Sales Manager at Jafza. Al Bastaki in his presentation briefed the delegates on the Jafza value proposition as the region's trade and logistics hub and also its membership profile of world's finest 6000 companies.



A 60-member high power business delegation, mostly members of Chubu Association of Corporate Executives, from Japan visited Jafza on October 19, 2008 to explore investment opportunities. The delegation was received by Fouad Al Awadi, Sales Manager, Asia-Pacific in Jafza. Al Awadi briefed the delegation on the Jafza value proposition and its strategic importance as the business and logistics hub of the region.



A four-member delegation led by Mr. Gunawan Fatahillah, Owners Representative and Managing Director, Samudera Shipping in Dubai and Ms. Shanti, a member of Samudera Board, visited Jebel Ali Port and Jafza on October 9, 2008. The delegation was received by Ibrahim Al Janahi, Senior Vice President and Tareq Bin Ghalaita, Vice President, Sales at the free zone.



A 26-member VIP delegation from Spain, led by the Mayor of Saragossa visited Jafza on October 26, 2008. The delegation was received by Dr. Mohammed Al Banna, Vice President, Sales at the free zone. Dr. Al Banna in his presentation briefed the delegation on the evolution of Jafza as the region's trading and logistics hub and Jafza's value offerings to businesses who wish to establish a company in Jafza to serve the growing regional markets.

ECONOMIC ZONES WORLD HOLDS EXECUTIVE RETREAT AND ITS ANNUAL EZW STAFF FORUM



EZW CEO Salma Hareb and COO Pat McGillicuddy at the Staff Forum

Economic Zones World (EZW) held its annual Staff Forum themed "Dare2Dream", on October 25, 2008 at the Intercontinental Hotel to share with EZW staff the new organisational structure and the strategy of the integrated company subsequent to EZW joining forces with Gazeley.

EZW CEO Salma Hareb and COO Pat McGillicuddy spoke about the vision and aspirations of the new company as well as the challenging and rewarding road map that is being charted for employees and the organisation's dynamic growth.

Ms. Hareb encouraged EZW staff present at the event to come forward with ideas and proactively approach senior management with queries to contribute

and make a difference to their own and the organisation's aspiration to achieve excellence.

By sharing information and aspirations through an interactive Q&A session, the CEO and the COO not only addressed employee concerns but also sought to involve them in understanding and making a contribution to the integration process.

EZW aims to be the leading provider of sustainable industrial and logistics real estate solutions and joining forces with Gazeley brings this goal closer, said Ms. Hareb.

EZW had organised an Executive Camp earlier in the month, which focused on team building.



Staff Forum held on October 25




Executive Retreat held on October 19


Sudoku ★★★★★ 4puz.com

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