



2017



HDPE PRODUCTS AND LINING SERVICES



Introduction

Alwasail Industrial Co.

The Pipe & Fitting Expert

Alwasail manufactures polyethylene pipes and fittings; mainly for irrigation, telecom, drinking water and firefighting networks, gas and oil transport systems.

It also produces rubber products and foam through its affiliate company Saudi Rubber Products (SRP).

Alwasail has grown to become one of the Saudi Arabia's largest manufacturers and suppliers of polyethylene products serving infrastructure and irrigation products.



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OUR VISION AND MISSION

Alwasail's vision is to become the local market leader in HDPE pipe and fitting producer serving contractors and farmers with complete quality solutions. At the same time, expand its irrigation business to support landscape and farming requirements through the introduction of its newly produced or imported items via its expanding branch network.



The Company

COMPANY BACKGROUND

Alwasail started production in Saudi Arabia as “Alwasail Agricultural Company” in 1979 producing polyethylene pipes for irrigation. It changed its name to Alwasail Industrial Company in 1990 as it increased its production lines, then transformed to a closed Jointed Stock Company in 2012 by increasing its paid up capital to reach SR 250 million. Alwasail also has a much smaller affiliated company called Saudi Rubber Products (SPR) that complements its pipe and fitting manufacturing line; which specializes in rubber rings flat-foam and pipe-foam insulation.

The company's head office is in Buraydah, Qassim, with four manufacturing plants for Alwasail and one plant for Saudi Rubber. Sales for the past 4 years averaged over SR 300 million annually. The company has more than 550 employees, 25 branches in the Kingdom and 4 branches in the Gulf States and Egypt. The branches are served via a central warehouse and a transport department managing its own

truck fleet that makes direct deliveries to its branches and clients.

Alwasail is well known for its quality products; it emphasizes manufacturing excellence and has been accredited with ISO 9001 standards and preapproved by major companies like Aramco, Sabic, Maaden and many others.

Alwasail Industrial Company produces plastic pipes (Polyethylene) of different sizes and lengths for irrigation systems, drinking water, wastewater, sanitation, gas, electricity conduits and telecom ducts. It also complements its pipe production with a diverse production program for pipe fittings and irrigation accessories. Saudi Rubber Products produces rubber rings, joints' seals. It has recently commissioned its foam rubber production lines, which produces insulations tubing and flat sheets for air conditioning pipes and ducts respectively.

The Company's management and board of directors consists of five members, which are also the shareholders. The shareholders are taking steps to develop a professional corporate governance structure that institutionalizes the management of the company. The management team consists of experienced engineers, finance and management professionals.

ABOUT US



Alwasail served industries include:

- Water (Potable, Non Potable, Supply lines-Sewage)
- Sea Water(Intake-Outfalls)
- Oil and Gas Infrastructures
- Irrigations (landscapes and agricultural)
- Communications
- Firefighting
- Power Supply Cables Protection



PEOPLE DEVELOPMENT & EMPLOYMENT

Alwasail is passionate about enabling people to get the most out of their employment. The company is as committed in helping its partners and clients to get the most out of their businesses.



PRODUCT & SERVICE ACCESSIBILITY

Alwasail products are available Kingdom-wide in Saudi Arabia and internationally on its sales networks.

The company has 25 local branches in KSA and 4 international branches in UAE and Egypt.

Alwasail products reached:

- **5 Continents** and **31 Countries**



CUSTOMER EXCELLENCE & QUALITY ASSURANCE

Alwasail is diligent about understanding and fulfilling its partners' and customers' needs. The company strives to please them with excellence in quality and services.

When a client or a potential client wants to buy us products, it is our standard procedure to help find the best solution to its needs.

Product Lines

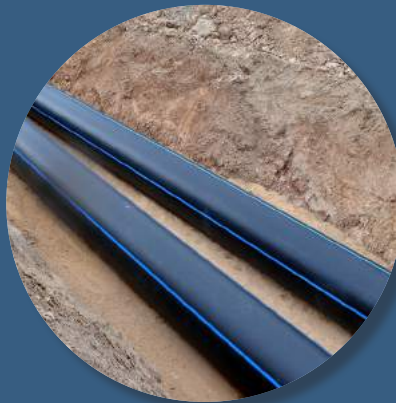
The company has the following major product lines that transform into thousands of end use products:

1. High Density Polyethylene Pipes (HDPE) and Low Density Polyethylene Pipes (LDPE) of all sizes up to 1,200mm with fittings used for water, firefighting, gas, wastewater, irrigation, electrical ducts and telecom.
2. Lining pipes of all grades and material to meet client's uses, including high temperature and chemical resistant applications.
3. Corrugate Pipes, mainly used as wastewater and conduit for electrical and telecom applications.



Irrigation

Alwasail irrigation products include fittings, clamp saddles, valve boxes, tools and accessories used for irrigation systems.



Potable Water

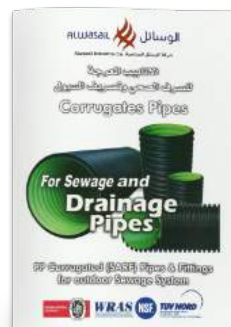
Aside from pressure pipes, Alwasail also supplies fittings that are based on either butt-welding or electro-fusion for potable water systems.



Industrial Pipes

Industrial pipes category includes RTP pipes, relining pipes, and firefighting applications.

We have a wide range of resources for our products. These include brochures, specification documents, and more to aid you in specifying and installing our products.



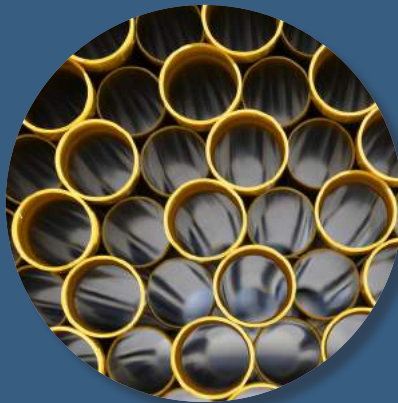
4. Fittings and accessories to its pipelines and irrigation systems and industry.
5. Linking installations services in association with its lining installation partners.
6. Rubber and foam insulations for pipes and ducts.

The products are produced through extrusion or injection molding applications. A complete list of produced product portfolio is available in its catalogues and website (www.alwasail.com).



Telecom & Electrical

Alwasail manufactures microducts with variety of sizes, corrugated pipes and electrical products such as electrical box, sunk box and cable clips.



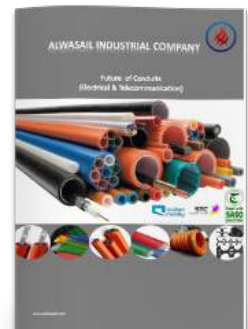
Gas

The company is also manufacturing high quality gas pipes for gas infrastructure.



Wastewater

Wastewater products includes manufacturing drainage pipes and accessories for sewers and drainage structures.





Manufacturing Facilities

The manufacturing facilities that produces these major product lines, lie on 5 manufacturing sites with over 125,000 sq. meters with complete raw material and finished goods storage facilities (silos and hangers) and other support service.

For the extrusion and injection molding there are 100 production lines with more than 200 on-shelf molds. The rubber and insulation production has 4 lines for rubber seals and 6 lines for foam insulation.

The factory has top of the line testing laboratories equipped with all required instrumentation to test and comply with the most stringent requirements. It has complete quality control & engineering systems and proper staff to comply with all accreditation testing and procedural requirements. The laboratory is marked to have an upgrade and transformation to become a third party testing approved laboratory and service center.



Sales & Marketing

Alwasail is ranked as one of the top manufacturers of pipes and fittings in the Kingdom. It sells its products through 3 main channels:

1. Contractors for civil works,
2. Retailers to farmers and small contractors through its branches, and
3. Export sales.

It has 25 branches in the Kingdom and plans to open another 2 in 2017. These branches cover the entire Kingdom and bring cash sales to the company. The company also has 4 international branches in Egypt and UAE.



Production Facilities

Pipes Extrusion Plant (A)

- 10 High Speed Extrusion Lines with full automatic coilers
- Irrigation and communication pipes
- Full automatic materials feeding systems
- Coils-Drums pipes lengths up to 2000 mts
- Drip irrigation pipes with built-in emitters
- Daily Production Capacity 50 Tons
- Sizes 3mm to 63 mm



Pipes Extrusion Plant (B)

- 18 High Speed Extrusion Lines with full automatic coilers
- Sizes 20mm to 110mm
- Multi Layers communication pipes
- Coils-Drums pipes lengths up to 2000 mts
- Pipes with built In rope
- Daily Production Capacity 95 Tons
- Full automatic materials feeding systems





Pipes Extrusion Plant (C)

- 18 Extrusion Lines equipped with large coilers
- Sizes 110 mm to 1200 mm
- Water-Sewage-Communication pipes
- Coils-Drum-Pcs pipes
- 200 mm pipes in coils
- Double wall corrugated pipes up to 280 mm
- Daily Production Capacity 150 Tons
- Full automatic materials feeding systems



Injection Molding Plant

- 47 Injection molding machines
- 2000 products
- +2000 molds
- Multiple engineering materials
- Water-Sewage-Communication-Irrigation fittings
- Injection machines Sizes up to 1300 tons
- Products weight up to 30kg
- Daily Production Capacity 20 Tons





Production Facilities

FABRICATION FACILITIES

- High precise welding and cutting tools
- Ability to produce fittings as per customer requests
- Water-Sewage-Irrigation fittings



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TOOLS WORKSHOP

- High precise machines
- Molds-tools-spares parts fabrication facility
- Highly skilled team in both design and executing processes
- High technology cad cam systems





LOGISTIC FACILITIES

Transportation

- +40 Heavy Trucks supply products wherever needed

Branches

- +25 Local branches and agents all around the region

Warehouses

- +125,000 m² in main warehouses in addition to the branches
- warehouses to cover immediate requests



QUALITY CONTROL FACILITIES

- 2 Quality control labs
- All products observed through production journey from raw material to products 24/7 running tests
- Products have been certified globally
- All raw materials are required for incoming inspection
- All products have to pass-through with quality control checks such as first piece, online and final before release.



Accreditation



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Certificates



Alwasail is keen on keeping the most stringent accreditations and certificates for its products as they are required by contractors and best practices, starting from being an ISO 9001-2015 certified company and accredited by domestic, European and American certification bodies for many of its product lines. The companies are Saudi Aramco, Ma'aden, NWC, SWCC and many others approved vendor for key products and has the proper accreditations to produce water and gas lines in accordance to international standards. A complete list of accreditations is available in its technical prequalification document.

Alwasail strives to meet the highest quality control commitment to its customers by providing the highest quality products and services.





Partners & Affiliates

Our Active and Loyal Partners and Customers

We proudly serve and collaborate with many industries and brands throughout Saudi Arabia and international companies. Below are some of our major clients.

Customers



Partners

Sharing success with our partners is one of the Alwasail's goals to sustain the needs of the company. Being part of our group always brings pride and pleasure to the company.





Management Team



The company is a closed joint stock company owned by Almushekih family, five brothers, and they represent themselves at the board. Mr. Saleh Almushekih is the managing director and board member. Saleh is the key business founder with highest ambitions to the business and serving its operations.

The Board of Directors



Abdul Rahman Almushekih
Chairman of Board of Directors



Nasser Almushekih
Board of Director



Abdul Aziz Almushekih
Board of Director



Saleh Almushekih
Managing and Board of Director



Abdul Kader Almushekih
Board of Director



Department Managers



Siddig Elgillani
Production Manager



Saleh Fahad Almushekih
General Manager Factory



Khawar Munir
Finance Manager



Tahseen Yasin Mughal
I.T. Manager



Mohamed Abdelwahab
Sales & Marketing Regional
Manager (Western Region)



Abdullah Gamma
Purchase & Procurement
Manager



Maged Askar
Sales & Marketing Regional
Manager (East & North Region)



Abdultawab Almushiyagah
HR & Administration Manager



Sameh Elefify
Chief Accountant

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