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ALBander

The Chairman

Al Bander Group is built on relationships, these are at the heart of our business. We strive for sustainable and enduring relationships with our people, local and international communities, customers and suppliers. We work hard to deliver on our promises, operating our day-to-day business in a way that provides quality, reliability and value to our customers right on time. Listening to people and anticipating their requirements makes us more effective.

We are independent both in thinking and actions. This enables us to make many decisions at the first point of contact, where it matters and can respond quickly to opportunities as they arise. We continually strive to improve, never becoming complacent about the good relationships we have built. It is these things that make us stand apart from the rest.

SHEIKH SAAD AWAD AL HARITHY



INTRODUCTION



Al Bander is a large scale supplier of polished porcelain tiles an annual output that reaches Square meter. Specialized in polished tile, Glazed tile, Mosaic Tile, Wall Tile, and Floor tile and so on. Moreover Al-Bander is considered a unique manufacturing and trading enterprise which is specialized in producing and trading high grade sanitary wares, such as sink, shower, bathroom hardware, plumbing accessories, etc... with good quality and low price. Also, as a genuine manufacturer for profiling and metal fabricating can produce most of associated products relating to electrical conduit with highest technology. Furthermore the group is engaged in importing and buying Computer Component.

We recognized our responsibilities to consumers, our employees, and our communities. In an effort to fulfill these responsibilities we commit ourselves to: Creatively maintaining our goal of being a leading domestic supplier and Manufacturers.

Insuring a long-term growth of profits through a commitment to customer satisfaction. Continually seeking to improve our products, in quality, in service and in value. Honoring an atmosphere of honesty, integrity, and trust in our fellow workers, which encourage a spirit of shared responsibility.

Setting standard of ethical responsibility to enhance the culture of our company, and the continual pursuit of excellence.

Profile of Al-Bandar Group

Main Group Contact

Head Office

Jeddah - Makarona Street
P.O. Box 8650 Jeddah 21492
Saudi Arabia
Tel No.: +966 2 662-2763 - 672 0757 - 617 1039 - 617 0964
Fax: 664 1667
Website: www.albander.net
Email: albander@albander.net

Business, Administration & Contact Information

Business Name: AL BANDER CO. LTD
Business Type: MANUFACTURING AND TRADING
Company registration number: 4030142430
Telephone No.: 6622763 - 6720757 - 6171039 - 6170964
Fax: 6641667
Email: albander@albander.net
Physical Address: Head Office
Jeddah - Makarona Street
Postal Address: P.O. Box 8650 Jeddah 21492 - Saudi Arabia
Name of Contact: MR. BANDER AL HARITHY
Mobile:





HISTORY

Thirty four years ago, Al-Bander opened its door for business in the city of Jeddah K.S.A. a Ceramic and porcelain wall and floor covering and Sanitary Ware dealership company, which subsequently ventured in manufacturing, as well as in the field of trading and technology; presenting our quality product line from Italy, Spain, Egypt, Turkey, Malaysia, India, China, Korea, and Indonesia. Our humble beginnings started on a small warehousing facility with a workforce number of only 3 staffs.

During the eighties, the company acquired a bigger and more strategic property on Siteen Street in Jeddah and an additional branch in Nuzha due to market demand. Urbanization and industrial growth in Saudi Arabia played a major role in the company's success for it transformed the once timid and inactive city of Jeddah to the liveliest, busiest, and most promising city on the entire west coast of the Red Sea. Our workforce grew bigger along with the company's expansion and success.

The company's main showroom was relocated to Makarona Street in Jeddah displaying an array of the finest, grandest, and most extensive collection of quality Ceramic and Porcelain tiles for wall and floor, Bathrooms sets, and Swimming pool tiles under one roof of 1300 sqm coverage.

The company expanded all throughout the country that other branches were established on different key cities.

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- Damman** Operation of sales and warehousing began in 1993
- Riyadh** Established in 1995 with a display space of about 1000 sqm. Al-madina Almunawarah, and Kamis Mushait offices also opened within the same year.
- Tabuk, Yanbu and Gazan** These offices started their operation just a few years back, they are the most recently addition to our list of branches.

Warehouse were a necessity built in most of the cities with Al-Bander branches, which purpose was to incorporate efficiency and timely manner of delivery.

Currently, Al-Bander has been supplying high profiled private and public sector, places, private residential complexes, hospitals, school and malls with the quality of ceramic, porcelain wall and floors tiles, and bathroom sanitary sets. Public utilities and structures such as alleys, pavements, and stairs that required "heavy duty" floor covering were also catered to by company. Al-Bander success, though becoming a diversified and versatile business units, continues to contribute to the growing Economy of Saudi Arabia..

Our mission is to provide the most unique, durable and finest designs to our consumers. To accomplish this mission, we chose the best tile manufacturers this world has to offer; ranging from Brazil to Japan and from Turkey to Spain. All our principals hold international standard certifications. Our workforce now consists of over 150 members and professionals.



Al-Bander has the most updated and sophisticated technology in terms of electronic processing and retrieval system; keeping us in our stocks in hand, inventory status, goods in our pipeline, daily and month sales figures, and data on forecast and achievements.

In addition to our sanitary ware and floor covering, our showrooms also showcase the best and most attractive line of wooden and ceramic ware combination of Wash Basins. The latest addition to our products are the finest cabinets, wash basins on solid oak or other wood materials, with superb workmanship, skillful craftsmanship, and suitable designs were also presented.

The company's largest and most modernly facilitated warehouse is located in the city of Bahra, which is 45 km east of Jeddah, with an area of about 28,000 sqm, and can accommodate approximately ten 20 ft. containers at a time.

Other expansion and business network were follows:

Saudi Sonyx Our first network expansion in the field of Manufacturing. Pioneering the way to the production of Cultured Marble Bathroom Sets and subsequently introduced the new product in the market, which was made possible by a combination of technological excellence between chemistry and fossils derivatives and its by products. The end user response was very pleasant and expiring that we now have the most competitive products anywhere in the world, that in regard to beauty, elegance, and design.

Al-Bander International Outstanding designs and high quality products made a major contribution to the company's success. Our principals' trust and assistance provided us with the exclusively of very high and rare design that truly is one of a kind. Our domestic achievements encouraged us to expand in the international market. Our international wing operation overlooks our global marketing sales activities. A very fruitful and harmonious long term relationship was established in the gulf region, Far East and East Africa.

Al-Bander Tech-P.C. hat In par with the latest technology and gadgets, our company now directly imports high quality branded and unbranded computers, components, LCD/TFT monitors, and a vast variety of accessories. Our retail outlet in Jeddah is situated in "City Center" on Medina Rd. a very prestigious and strategy location, which is well-known for its large number of high tech stores and dealers. Our tech division is sub-divided into software and after-sales solution providers. The latter is being catered by a team of technicians.

Al-Bander Trade Our trade and consultant wing serves as the manufacturer's representative, provides advisory service to our principals on promoting their goods in Saudi market, coordination investment enquiries, commercial and industrial projects on trucky bases. These activities cover from food to non-food goods. This wing aims to be reliable partner in building mutual trust and confidence.





Al-Bander factory for profiling and metal fabrication

"SADENCO" This is our latest venture in the industrial field, producing and fabricating galvanized sheets, cables trays, and accessories at the latest standard and highest technology.

Statements

Vision Statement

To be significant influential business and future key public sector industrial group, with portfolio of business interest in the Kingdom and in the Middle East.

Mission Statement

Provide innovative top quality product, more cost effective and more reliable than competitors. Supplying building material products with zero defects, delivered when required. Using latest manufacturing techniques and quality system al-bander will maintain its leading positions in the market.

Values

Trust
Honesty
Transparency
Loyalty
Innovation
Creativity
Quality
Growth



Business Goals and Objectives



- Our goals is to serve the needs of the customer. A bigger market share
- Quicker design-to-market times than rivals
- Higher product quality than rivals
- Lower costs relative to key competitors
- Broader or more attractive product line than rivals
- Superior customer service
- Recongnition as a leader in product innovation
- Wider geographic coverage than rivals
- Higher levels of customer satisfaction than rivals

Business Strategy

As a cost leadership our objective is simple to produce unique products at the lowest cost in our field by minimizing costs, cost leadership ses out to meet the needs of all or most of our customers. Furthermore by adopting differentiation strategy we attempt to meet select criteria of buyers in the market, and often provide a premium product as an alternative to standard market offerings.



An illustration on the left side of the slide shows a large, light-gray globe. Several stylized white human figures are positioned around the globe. Some are standing on top of the globe, while others are reaching up towards it. Some figures are carrying briefcases. The background is black, and a large, curved, light-gray arc sweeps across the middle of the slide, separating the illustration from the text.

Business Competitiveness

- 1 Associated with falling trade barriers and lower transport costs our firms added more value in production processes to compete against lower-cost rivals.
- 2 Accessing up to-date market information and ensuring that production processes and product design are more flexible and closely adapted to changing markets, Establishing industry-specific training centers, carrying out productivity benchmarking exercises and quality awareness.
- 3 Sustained investments in human capital at all levels.
- 4 Comprehensive technology support for quality management, productivity improvement, metrology and technical services.
- 5 Prudent monetary policy management, an efficient and cost-competitive infrastructure.

Quality Policy and Objectives

Our quality policy satisfy the following requirements:

- It includes a commitment to comply with requirements and continually improve the effectiveness of the quality management system.
- It provides a framework for establishing and reviewing quality objectives.
- It is communicated and understood within the organization, and it is reviewed for continuing suitability

Our quality objectives must establish in order to enable our organization to comply with requirements and continually improve the effectiveness of the quality management system.

Our quality objectives

- Enable the organization to meet customer requirements.
- Enable the organization to enhance customer satisfaction
- Enable the organization to comply will all legal requirements applicable to the product.
- Continually contribute to the effectiveness of the quality management system.

ISO periodically review changes to both the policy and objectives. An organization's objectives and measurable and its process designed to meet those objectives. An organization's overall business goals, quality objectives and quality policy are all interrelated and work together to achieve our business improvement.



Ceramic

About us

A company that manufactures ceramics, materials providing the best solutions in terms of materials and components for architecture, satisfying customers' requirements and creating value for the company's share holders and employees and for the community. Our operations are based on values and factors of research, quality and innovation in products, processes and Transparency in business relations.

Objectives

- Generate more sales each business day each month.
- Realize an annual growth rate.
- Enhance "information channels" with the established customer bases.
- Meet the needs of our customers.

Mission

Al-Bander mission is to create products that is reliable and convenient. Stores that offer great service and selection of ceramic, Porcelain tiles and home improvement products in a customer friendly environment. Al-Bander should be stores for discerning, quality-conscious buyers of ceramic tiles and porcelain tiles and complementary floor and wall home, offices, market place tiles products. Our store celebrates the building through the colored and texture of unique chosen tiles models our experience informs, inspires, and shows people how to transform their building into a unique and personalized expression of themselves. We seek to encourage people to image what can be, and help make this vision a reality. We will supply to inhabitants people, property owners, businesses, and contractors. Our customers will become loyal because of the great advice, prompt service, good staff attitudes, the overall quality of the shopping experience, and the fact that we consistently have solutions for their needs.



A Division of Al-Bander Company Ltd. Is an ISO 9001:2008 Certified Manufacturing Company which specialized in the Fabrication of Cable Support System such as Cable Ladder, Cable Trays, Trunking lines, Steel Structures Fabrication Work etc... and its accessories. We also are fabricating products for the Lightning Protection and Welding Protection System.

We had also erected our own Hot Dip Galvanizing Plant for all kinds of Steel Materials which conforms to Local and International Standards such as ASTM 123 and BS 729.

The key to SADENCO Operation and growth is our competent personnel. We have qualified, experienced and Professional Staff we consider the most fundamental resources for producing quality products. Furthermore, we are also equipped with the most advanced technology resulting to high quality products.

Our company with industry leading brands and applications-based thinking supports everyone's role in electrical infrastructure design and development. We are driven by our unique ability to benefit the people we serve by supporting their professional growth, business growth, and growth of our industry. The Goal of the company is to provide high quality standard of company product. Our goal is to capitalize on the customer needs, wants and fears.

Our overall objective is to get very close to the client and identifying those projects and then providing an answer via manufacturing best products suite for them.

Vision

Universally recognized; specialty products; innovative manufacturer

Mission

We will achieve our vision by:

- Ensuring our customer is our priority.
- Developing innovative manufacturing solutions to help simplify to help lives of our customers.
- Continuously improving our productivity by leveraging our strengths into new products and services.
- Sadenco will develop and offer only the highest quality products.
- Our products will reduce customer's costs, and have a longer life than the competitors' products.
- Our re-manufacturing services will also offer the client a solid, value-based purchase backed by a 100% quality commitment and effort by our employees and management.





Objectives

- 1 Integrate our products into sizeable Industrial markets.
- 2 Direct-market our own product lines to over? potential clients throughout the kingdom.
- 3 Utilize our exclusive business nature to gain market share.
- 4 Provide our clients with quality products and services while maintaining high profitability.

Sonyx

About Us:

Our exclusive varieties of sanitary wares included bathrooms sanitary wares, kitchen and many more. Our breathtaking sanitary wares possess the capability to fantasize anyone with its creative looks. The unique design of our sanitary wares adds a luxurious touch to your home. Established in 2000, the grow tremendously in the able guidance of its capable management, today, the company is recognized as a reliable sanitary wares manufacturer and one of the successful suppliers.

Mission Statement

Has been and will always be to provide our customers with best possible life style, in such a way that it should suit our customers. They must always be satisfied about having made the right choice; we work in partnership with our customers, employee, and suppliers. We remain committed to producing quality at competitive prices while remaining profitable.



Computer



About us

As competitive as the computing, Wireless networking & communications hardware and software industry has become, there still seems to be value in specialization. We have been providing the best computer service and sales to our customers. We provide the full range of computer software and hardware services to our clients. We go the extra step by not only fixing our customer's problems, but also making sure we provide a complete solution. Our goal is the customer's complete satisfaction. We associated with our cutomers to provide a competitive advantage through the information provided from our financial and projec management solutions.

Mission Statement

- Customer satisfaction is our number one goal.
- We are dedicated to do our best to serve you.
- We have not forgotten that in a market filled with cheap prices many people are still looking for quality service, not just the lowest bidder.
- Serve our clients as a trusted ally, providing them with the loyalty of a business partner. We make sure that our clients have what they need to run their business as well as possible, with maximum efficiency and reliability. Many if our information applications are mission critical, so we give our clients the assurance that we will be there when they need us.

Service Pledge

Our customers deserve the best efforts as well as our respect and courtesy.

On the first call from you, our customer, we will say:

- What can be done immediately
 - When it will be done
 - Who will handle your request
 - We will call if anything changes from what we first told you, give you a status report, and explain what will happen next.
 - We will have staff available for you from 8:00 a.m. - 5:00 p.m. to answer your calls. For participant inquiries our Customer Contact will be open few hours longer, until 10 p.m. If you leave a message, we will return your call within one working day.
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- We will acknowledge your letters within one day of receipt.
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- 1** We will know your business. We make it our business to understand your business.
 - 2** We will plan our engagements with you. We know that clients differ in their goals, risk tolerance and a variety of other factors that must be take into consideration before work can begin on any matter. At the beginning of every significant matter, we will work with you to develop a plan to meet your strategic goals.

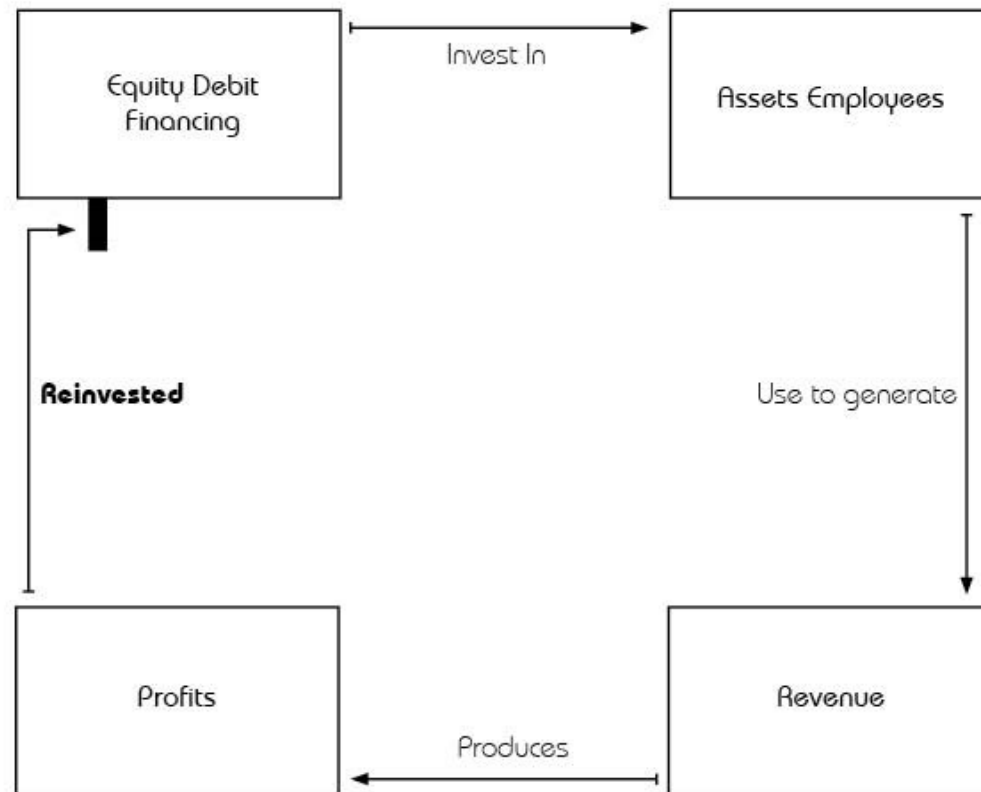


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- 3** We will manage your work as if we were the client. We will work with you to manage your costs. We will staff every matter with the right resources, and we will manage the work as if we were the client-delivering the highest quality of service in time and in the most cost-effective manner.
- 4** We will be available when you need us. We recognize that you often need to make swift decision and act quickly. We will be ready to act for you when you need us, and we will make ourselves available wherever and whenever necessary.
- 5** We will communicate often. Our goal is that you will never be surprised about development in anything we are handling. We will provide regular updates on the process of your matters, including all significant developments and changes to scope, timeline or budget.
- 6** We will provide the highest-quality counsel.

Business Model





Value Chain

Inbound logistics including receiving, warehousing and inventory control, operation that transform our inputs in to final product Out pound logistics required to get the finished product to customer including warehousing, order fulfillment, etc.. Marketing & sales associated with getting buyers to purchase including channel selection, advertising, pricing, etc. Service that maintained enhance the product's value including customer support, repair services, etc.

Management & Ownership

Management Structure

Showing the management structure and reporting hierarchy.

Ownership:

Directors:

Business & Leadership:

Management:

Administrative Personnel:

List of the main factories which we represent in Saudi Arabia. In the field of tiles & sanitary ware

Factories	Country	Products
Group Cleopatra	Egypt	Ceramic and porcelain tiles and bathroom sanitary sets.
Saloni	Spain	Ceramics
Eczacıbasi Group	Turkey	Vitra ceramic & porcelain tiles. Vitra sanitary ware & showers, vitra mixers.
Daelim	Korea	Sanitary wares
ABK Campegines	Italy	Ceramic Tiles
Cottodomus	Italy	Terracotta Tiles
Alcalagres	Spain	Porcelain Tiles
Ceramic colli	Italy	Tiles
Mata Mobilya	Turkey	Fittings and accessories
Cotto tiles	Thailand	Ceramic Tiles
Euro	India	Porcelain Tiles
Guocera	Malaysia	Ceramics Tiles
Winto	China	Porcelain Tiles
Jiersi	China	Porcelain Tiles

Head Office - Makarouna Street - P.O.Box: 8650 Jeddah 21492 KSA
Tel: +966 2 6722 07 57 / +966 2 672 32 56 - Fax: +966 2 672 01 92
Email: info@albander.net - www.albander.net

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