

JAMEAT AL-TUJJAR AL-BURHANIYA

Business Highlights



البرهانيّة
3rd Issue

94th Milad

Mubarak

JATAB & the Bohra Business Community humbly congratulates our beloved Leader, the 52nd Dai, Dr. Syedna Mohammed Burhanuddin Saheb TUS on his 94th Birthday & the Grand opening of Saifee Hospital which is distinguished to be one of the best in Asia

Congratulation!

It is a great honor that the Building Material Trading Group operating under Dubai Chamber of Commerce & Industry has appointed Shk. Mustafa Shk. Taherbhai Saasa – M.D. of Sell Force International L.L.C. as General Secretary & Shk. Shabbir Saifuddin – M.D. of Ali Asgar & Brothers L.L.C. as Treasurer. Construction & Building Materials is the largest segment in the U.A.E economy after Oil Production.

Special Interest Articles:

- Article By Janab Amil Saheb Kinana Bhai Saheb Jamaluddin
- Middle East tourism and its upsurge
- Spotlight – Mustansir Golwala

Contractors invited to join Dh100m Company

Article originally published by Gulf News

The UAE Contractors Association (UCA) has urged leading contractors to become shareholders in a Dh100 million building materials company it plans to set up, said a senior official.

The share capital of the company will be Dh100 million. Members can buy shares worth between Dh1 million and Dh2 million.

Imad Al Jamal, UCA's vice-chairman of the higher technical consultative committee, told Gulf News: "We expect the intending

companies to respond in a few weeks, when we will be able to announce the shareholding pattern and formation of the company.

"Talal Abu Gazaleh has concluded its feasibility study and the UCA is going ahead with its plan to set up the company.

"Our objective is to support the industry by ensuring a steady flow of essential materials at the right price. It will be a good development for the industry," he said.

The idea for the creation of the company was floated

when building material prices skyrocketed last June.

There was a shortage of cement, plywood as well as steel supply in local and international market.

"The company will give the UAE's construction and building materials sector much needed stability so that suppliers cannot play around with prices when demand increases," he said.

The company may establish showrooms in all seven emirates and keep a large stock of materials to tackle any sudden demand surge.

China Plans Major UAE Industrial Platform

Article originally published by Khaleej Times

SHARJAH — Chinamex, the Chinese Investment and Trade Promotion Centre has plans to set up the largest Chinese logistics platform and manufacturing centre overseas in the UAE, said Hao Feng, Chairman of Chinamex.

Speaking to Khaleej Times, Feng said the logistics centre aims to create trade turnover of more than \$1 billion within next 3 to 5 years.

Chinamex is scouting for land and support facilities in Dubai and Northern Emirates and is yet to finalize the location for the planned manufacturing cluster. The logistics platform will be linked to the new overseas manufacturing centre.

"China has become a manufacturing centre for the whole world. Now the government is looking at the possibility of setting up overseas manufacturing centers. UAE being a trade hub or the Middle East and

gateway to Africa and Europe, we think it is important to set up a manufacturing unit here," Feng said.

The Chinese manufacturing centre will initially focus on construction materials, glass, heavy industrial products, cosmetics and various industrial processing units including agro processing.

"With the ongoing expansion of facilities at the Dragon Mart, we expect that the Chinese enterprises at the Mart could reach around 3,000 by June this year from 1,400 firms at the present," Feng said.

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Allah Is In The Assistance Of He Who Assists His Brother

By Janab Amil Saheb Kinana
B.S. Jamaluddin

In the light of this noble saying Shariat Mohammediyah stipulates the terms of a healthy partnership. The intention of reciprocal benefit in a coherent atmosphere is the crux of the matter.

Intending partners take out

equal capital amounts, mix them to a single capital and perform trading or other Halal commercial activities in communion. Profits and losses are shared equally.

In a working partnership, the investing sleeping partner bears the losses if there be and is entitled to the mutually agreed upon share of profits. The working

partner gets his share of the profits against his endeavors and is only liable for the total loss if he breaches the terms of contract.

If the ratio of investment in a partnership is other than equal the loss is shared according to that ratio.

In the event of breaking a partnership expected pay-

ments cannot be shared until realized and losses in them are borne by the partnership.

According to these points all transactions done by the partnership firm are on behalf of both the partners as such both of them are involved in all acts of good or wrong done by the partnership.

Middle East Tourism & Its Upsurge

Article originally published by Middle East

The tourism industry is rapidly growing with worldwide arrivals rising to 526m in 2004. According to the World Tourism Organization (WTO), the market will triple in size by 2020 with the Middle East region poised for spectacular growth.

Middle Eastern tourism on the rise

Figures from *The World Travel Market Global Report 2004-05*, unveiled in November at the World Travel Market (WTM) reveal that all regions of the world were benefiting from the trend, with countries in the Middle East such as Lebanon that have seen growth of 30% more tourists in 2004 and Syria enjoying a 60% increase in total arrivals.

Various other destinations in the Mediterranean area including Egypt, Dubai, Bahrain and Jordan saw visitors increase up to 52% during the year.

According to WTO Secre-

tary-General Francesco Frangialli, "Tourism has recovered strongly in 2004, and is again in an upward sloping curve. The fear factor has clearly faded away and travel confidence is back. Even though many threats remain, we see that they have far less impact on tourism than before".

Hotel Occupancy:

In terms of hotel occupancy—the UAE, thanks to the dynamism of Dubai, recorded a rise in revenue per available room (RevPAR) close to that of the zone as a whole. Egypt saw an even greater rise (a rise in RevPAR of nearly 50%). Saudi Arabia is seeing its hotel results remain on a growing trend, with religious tourism developing as authorities have extended the pilgrimage periods towards the holy cities of Mecca and Medina.

The main explanation for this increase is the rise in intra-regional traffic. Arabs in the Gulf now prefer traveling to local destinations rather than trips to the United States or Europe.

Business tourism, resulting from the numerous infrastructure projects in cities such as Kuwait City, Dubai, Cairo and Abu Dhabi, has also proved beneficial to the sector. Another reason supporting hotel activity in the Middle East resides, paradoxically, in the war in Iraq: After an initial slowdown in activity, the Gulf countries benefit from the presence of the US military and the support of businesses that are playing a role in the reconstruction of Iraq.

Egypt's minister of tourism, Ahmed Al Maghraby, has pledged to boost tourist growth rates by a minimum 7% per year over the next 10 years by doubling accommodation that will attract heavy foreign investments in the industry. Other middle-east locations such as Oman, Qatar and Kuwait have promising propositions of new hotel and infrastructure projects in their countries. Tourism in Kuwait is now a strategic objective to diversify national income and create new jobs for locals. With 79% of the population

electing to spend their vacations abroad and an annual expenditure of \$3bn on external tourism, the Kuwaiti government is keen on providing equivalent domestic facilities in order to generate the same revenue nationally. Though these countries are easing down visa restrictions, it is the cities of Dubai and Cairo that have remained the major destinations for leisure travelers from across the Globe.

Dubai, with its astonishing rate of development including several hotels, Dubai Festival city, Dubailand theme park, malls and extensive projects by the Nakheel group highlights its progress into the 21st century. Dubai is projected to have 15m tourists per annum by 2010 and Dubai's tourism market is also progressing rapidly.

For the Middle East as a whole, this spirit of competition between the various countries involved should turn the region into one of the most dynamic in the world for tourism.

Rapid Growth in Dubai causes housing crisis

Article originally published by The Daily Star

Dubai: The fastest-growing city in the Middle East brings along both envy and criticism about the local construction industry and housing trends in particular. more than 80% of the construction in U.A.E holds Dubai as its center, Industry sources indicate

The rate of development in Dubai not only demands foreign labor but also adequate and affordable housing facilities in the region. Despite the unending residential projects coming up, people still face soaring rents. The average cost of \$1,500 a month for a one-bedroom apartment is nearly half an expatriate's monthly income. Landlords

have now increased rents from a gradual 10-15% annually to a flat 60-70% before the end of the first year.

This leaves the tenants with little choice but to launch formal complaints to the municipal. The council records show that 1,300 complaints have been received in the first quarter of 2005 – an incomparable leap from 1,500 that was an average between 2000 and 2004.

The investigation of complaints is based on economical factors of location, facilities and area prices/ However, their outcomes may not be promising as the rent committee is not a legislative body and cannot interfere until a complaint is

made, says the council's secretary general Abdullah al Mazroei.

On the other hand, some landlords are playing it smart by raising the rents in small increments of not more than 10-15% annually. It is these who want to be a track apart from the market by maintaining good terms with tenants instead of being greedy.

This whole notion of increasing rents is a step towards making Dubai a city that lives up to a minimum standard, in terms of the place, its people and their lifestyle.

With the rapid construction of several projects, the issue of safety and fire still remains a question. The year

2004 reported 334 cases of fire by the Dubai Civil Defense Department, causing a damage of \$18 million and loss of seven lives. It is difficult for fire and safety engineers in Dubai to work with architects as several malls, hotels and buildings are designed by architects overseas. These architects are not aware of culture, tradition and its role in this part of the Middle East, and cannot therefore design structures that are suitable for the local culture.

This cultural inattention is reported to play a major role for the safety aspects of building and construction. A practical approach for this issue is simply informing designers, architects and builders before hand so a building has its cultural, religious and traditional aspects resolved

Huzurala Showers Burhani Expo Participants with Dua

By Huzaiifa Bhai Halai

Burhani Expo 2005 was held at the Mumbai World Trade Centre in June to coincide with Huzurala's (TUS) 94th Salgirah Mubarak celebrations.

The trade fair attracted 150 participants in various fields of business and was attended by thousands of bohra and non-bohra visitors.

Huzurala (TUS) bestowed immense sharaf on the Mumineen participants by taking a tour of the entire exhibition aboard a golf cart, and stopping briefly at every stall.

At the end of the tour, Huzurala (TUS) gave the sharaf of bayaan to all the Mumineen present. Huzurala (TUS) expressed his happiness at seeing the progress of Mumineen businessmen, and remarked with immense pleasure that the minds of Mumineen businessmen had developed greatly.

Huzurala (TUS) also expressed his desire to see more and more of such expos organized in future. The bayaan concluded with the Shahadaat of Imam Hussain (AS) and mumineen doing purjosh matam. Huzurala (TUS) bestowed his blessings and Du'a on all Mumineen.

Exhibitors from UAE were organized in a UAE pavilion, adorned elegantly with flags of UAE on every stall. The following is the list of participating UAE companies

1. Sell Force International
Shk. Mustafa Saasa
2. Furat Technologies
Shk. Mustafa Saasa
Yusuf Attarwala
3. Crystal Arc
Mustansir Saifuddin
4. Classic Metallic
Shk. Shabbir Fozdar
5. Al Mabrook Properties
Shk.Fida Ali Rangwala
6. Al Bayan Trading
Shk. Fakhruddin

7. Safe Trading Mujahid Husain

The objectives of Burhani Expo are as follows,

- To uplift our community in industry and trade
- To highlight the achievements of Mumineen businessmen.
- To strengthen the link between manufacturers, wholesalers and retailers
- To guide community members from being service minded to being business minded.
- To play an active role in developing international trade for the nation

Spotlight – *Mustansir Saifuddin Golwala*

By Huzaifa Bhai Halai

What do former US President Bill Clinton, Prime Minister Manmohan Singh of India, Prince Charles, Shaikh Ahmed Bin Saeed Al Maktoum of Dubai & Monica Seles have in common?

They have all received awards which were designed and created by *Crystal Arc* in Dubai.

Crystal Arc specializes in creating products in crystal and glass using the finest quality raw materials from Europe. Over 150 craftsmen work adeptly at their 35,000 sq feet workshop, handcrafting names, logos and impressions on trophies, plaques, tableware, glassware, vases and other surfaces. Total creation from designing, manufacturing and packaging is done in-house to ensure optimum quality and customer satisfaction.

Mr. Mustansir Saifuddin formed *Crystal Arc* in 2001, employing only six craftsmen at the time. The company has been growing phenomenally over the years and is now a leading supplier of corporate gifts to prestigious awards such as the Shaikh Khalifa Excellence Award, Middle East IT award, and the Lifetime Achievement Award. *Crystal Arc* is also a leading supplier of sporting trophies produced for prestigious events such as the Dubai Tennis Open and the Khaleej Times Cricketing Trophy. Their multinational clients include household names like HP, Kodak, Panasonic, and Honda.

Mr. Mustansir Saifuddin speaks with pride as he explains how Huzurula (TUS) bestowed on him the sharaf of creating a model of Bur-

hani Masjid, which was then presented to key VIPs during Iftetah. Recently, they were again privileged to design a model of Saiffee hospital which Huzurula (TUS) gifted to the Prime Minister of India on June 4, 2005.

He believes that prayers and good luck have much to do with his success. In addition, there are also certain guiding principles which he has adhered to all his life and these have undoubtedly played a role in his success.

Mr. Mustansir Saifuddin has always encouraged experimentation and innovation in his company. The workforce at *Crystal Arc* feels they have been successful because no one is held accountable for anything broken in experimentation stage. This has given the craftsmen the motivation to experiment, innovate and create something better.

He also believes strongly that businesses should focus on keeping costs low, particularly in the initial start-up stage.

“When I imported my first container of goods, I was personally involved in the unloading since we couldn’t afford many extra hands”.

Today, *Crystal Arc* operates on a larger scale, but they continue to take practical decisions rather than emotional ones. Recently, they decided to close down their retail showroom in Dubai due to high overheads. Mr. Mustansir believes that there will always be hurdles in business and mistakes are inevitable, but they should be overcome and businesses must learn from them.

As a young teenager, when he worked in his grandfather’s shop during vacations,



Mr. Mustansir with Prince Charles & Prince Harry

he would be the first to get up and approach the customer when one entered. Initially, the older and more experienced sales people were afraid that young Mustansir would not be able to handle the customers. However, it was only a matter of time before he snatched a substantial order from a customer and won the trust of his peers. This was one of the key motivating experiences in his life. He explains, “Never be de-motivated. Just keep running, at your speed, and look ahead, like a horse on a race track. Look to where you want to reach. When you sell your product, sell your services and sell your quality. Don’t ever criticize a competitor’s products.”

The company is a pioneer in the use of the latest technology. They have slowly switched from manual machinery, to the latest computerized and automated laser machines. The benefits, as Mr. Mustansir states, are obvious. “Manually, the craftsmen could produce 40 designs a day, and with computerization, they can produce more than that in an hour!”

At *Crystal Arc*, taking care of employees has always been a top priority. From staff picnics to employee recognition awards, Mr. Mustansir Saifuddin believes that

motivated employees are *Crystal Arc*’s most valuable asset. On employee relations, he advises, “It is very important to trust your employees. The more you trust them, the guiltier they will feel if they do something wrong and that is good for the company”.

The strong leadership of Mr. Mustansir Saifuddin has made *Crystal Arc* a major player in the industry in a very short period of time. Today, they attend trade fairs worldwide, even as far as the US. *Crystal Arc* is also among the first companies in the world to introduce technology that blends crystal with glass, creating wonderful new designs in the process.

Mr. Mustansir Saifuddin reminds us that a strong focus on goals, a passion for business, and a belief in always moving ahead are the qualities of a good entrepreneur. But moreover, he believes that it is only the result of Huzurula’s (TUS) Doa and blessings, that they are accomplishing so much.

“When we got the sharaf of producing models of Burhani Masjid, we had very little time to complete the order. We finished in days what would otherwise have taken weeks to complete. It is only the blessings of Syedna (TUS) that we have accomplished so much in such little time”.

For Promotional Inquires

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