

Welcome to the latest news from R&M Wholesale Electric LLC.

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ADIPEC 2010

At the beginning of November we exhibited at the ADIPEC show, this year proving to be the biggest yet. As the largest Oil & Gas show outside of the USA and exhibitors from all over the Globe, it was certainly an event not to be missed. In order to accommodate our suppliers we had a larger stand than in 2008 which enabled us to attract some very high profile international customers.

We would like to thank all of our suppliers for their continued support on this and other ventures, including **CCG, Weidmuller, MEDC Cooper Industries, Oplaend, Appleton, Raxton, HTS and Thomas & Betts.**

Hifazat Ahmad, event director of ADIPEC 2010, said: *"We have seen a significant increase in the interest shown from new companies in exhibiting at this year's ADIPEC, over and above the already confirmed existing client base, reinforcing that it has become a must-attend event for the global industry.*

"ADIPEC is now the second largest event for the oil and gas industry in the world, the largest outside of America, and the Middle

East continues to strengthen its position as the business hub for emerging economies"



L-R: Tony Murray (CCG) Andrew Chandler (R&M Group), Philippa Jenkins (R&M WE), Nick Lackinger (CCG), Jim Graham (R&M WE), Kevin Daghish (R&M WE), Greg Smith (CCG), Shiju Punnoose (R&M WE) and Mani Kuttath (R&M WE)

As part of the UK Pavilion we were well positioned amongst other members of the EIC (Energy Industries Council) at the heart of the exhibition. With over 40,000 visitors reported across the 4 day event, we were able to gain maximum exposure to our industry

professionals and secure relationships in the market place. With our presence at the show we raised awareness of our product scope and also our expansion plans in to the Capital later on in the year. With the ever increasing

demand in Abu Dhabi, this show has enhanced our opportunities to meet this demand with our customers, and also raise our corporate profile across the industry.

ISO 9001: 2008

R&M Wholesale Electric LLC is fully committed to offering our customers a service and products of the highest quality. We pride ourselves on our Quality Management System which has recently been awarded the ISO 9001:2008 accreditation.

Our Quality Management System has been built on our strong values with our customers as the main focus. Our processes and systems have been designed to enable customers to order and receive quality products, with the highest possible standard of service.

If for any reason our valued customers wish to give us feedback, we have procedures in place to ensure that we are continuously making improvements.

The ISO 9001:2008 relates to our sales process, handling complaints, internal auditing and sets us apart from other distributors. This seal of quality is a guarantee for our customers and also peace of mind they are getting value for money with both products and service.

Being accredited by UKAS we meet and reflect the high quality standards of the UK which are consistent throughout all of the [R&M Group Branches](#).

For the detailed article on the standard ISO 9001:2008 [click here](#)



R&M WES Dubai Desert Classic 2010

This years' golf day followed in the footsteps of last year and was a huge success. In this individual stableford competition the winners were as follows:



Winner – Mick Rosario

(Topaz Engineering)



Runner up – John McFadyen

(TEAM NICO International)



2nd Runner up – Steve Summers

(Lamprell)



Best Supplier Trophy – Colin

Liversage (Thomas & Betts)



Best R&M WES Player – Dave

Patterson (Wholesale Electric Supply)



Nearest the Pin – Matt Seale

(Kentech)



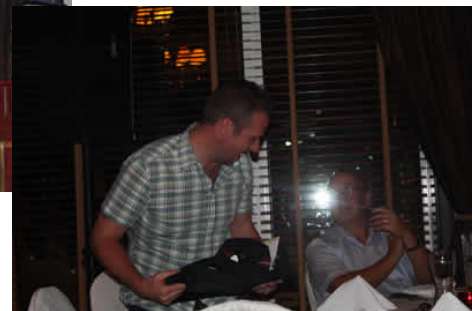
Nearest the Pin – Steven Gittins

(Khansaheb)



Longest Drive – Greg Smith

(CCG)



“Most Golf” – Stuart Bell

(Weidmuller)

Congratulations to all of our winners and we hope to see you back on the course for the **2011 R&M Wholesale Electric Desert Classic!** Thank you to all of our suppliers who have shown their continued support and also to Brian Robinson (Chairman R&M Group) who flew in especially for this event.



Staff News

New additions to the expanding R&M Wholesale Electric team !! Welcome to Evangeline who has been with us the last few months as an administrator and also to Mani Kuttath who is our new dedicated Abu Dhabi Sales Representative. We have a new team member in the accounts department also – welcome to Mae!

We have increased our numbers significantly to enable us to meet the demands of the market.

Sponsorship

We have recently sponsored a local rugby team - the “Dubai Exiles Under 18’s” who put on a great performance by winning the Abu Dhabi 7’s recently. Subsequent to this, they then reached the semis of the IRB Dubai 7’s before finishing runners up at the annual 10’s tournament in Al Ain.



Flying High for Charity!

A very special dedication in this edition must go to Jim Graham’s daughter who recently jumped out of a plane at 12,000 feet!! Not only did she brave the skies but she also did this for charity in order to raise money for animal rehabilitation in South Africa. At only 18 years old Gemma proved to be a natural and showed no sign of fear. Gemma bravely jumped out of the small plane over the Dubai Marina and wowed spectators with her big smiles and absence of fear!! Not sure mum and dad were feeling quite as calm!

Well done to Gemma for raising more than £5000 for her charity and also was presented with a donation from Skydive Dubai. Sheikh Hamdan was also one of the jumpers on this

clear day – unbeknown to everyone - they were in the company of royalty!

Thank you to the skydive centre for their contribution and their full support on the day. If you would like more information or if you think you could hack the pace of a free fall check out www.skydivedubai.ae



Other News

R&M Wholesale Electric win 1st order from NPCC and also gain Adma Approval – in partnership with CCG Cable Glands we have secured our first order with NPCC in Abu Dhabi.

R&M Wholesale Electric secure new business from Mott MacDonald for BP Rumalia Project in Iraq

Afghanistan Business Tops \$1million

We have in the last 4 months secured orders in excess of \$1million supplying cables, cable management & accessories for projects in Kandahar and Kabul.

Other News cont.....

R&MWES hit \$2.5m in electrical material supply to Kentech for the Delba Project

SBM Atlantia / Delba II & III - Location: GPC Construction Yard in Mussafah, Abu Dhabi

The DELBA project in Abu Dhabi has been ongoing in 2010.

With 2 storage containers on site, we have been supplying electrical consumable items

along with junction boxes, cable glands and cable joint kits. R&M WES are delighted to have been part of this project and thank all their suppliers for the support given and Kentech who have been a pleasure to partner with once again.

The electrical spend on this project has topped \$2.5 million with R&M WES and we hope to continue to partner with Kentech for many years to come.



And Finally.....a note from our Regional Director Jim Graham

“Over the last 12 months we have seen a significant change in the construction market and energy industry. At R&M WES we have moved with this change and begun focusing our efforts around the OGP Industry. In doing this we have taken huge steps to increase our corporate identity whilst ensuring our customer base continues to receive the highest possible service. As we move into 2011 our focus will continue to be the OGP markets in Abu Dhabi and Dubai with some additional effort being placed on the Afghanistan and Iraq rebuilding programs.

Myself and my staff remain committed to serving all of you and will strive to satisfy your requirements in this highly competitive industry whilst giving you the “best in class” service at all times. As we reach the end of 2010 I would like to take this opportunity to thank all of our customers and suppliers who have supported us throughout the year and wish you all a healthy and prosperous 2011”. ***Jim Graham – Regional Director***

We hope you enjoy this quarters R&M Wholesale Electric newsletter, please get in contact with us on Marketing.uae@rm-electrical.com with any comments/suggestions you may have, we appreciate your opinion!

R&M Wholesale Electric LLC is registered in the UAE No. 593123
Registered office: Unit 30, Street 22, Al Quoz 3, PO BOX 282566 Dubai, UAE