



Overview

The Alhamrani Group has been in the lubricants business since 1979, and in 1995 inaugurated a [joint venture](#) with [Fuchs Petrolub AG, Germany](#), the largest independent producer and marketer of lubricants in the world, to establish Alhamrani Fuchs Petroleum Saudi Arabia Alhamrani - Fuchs.

The construction of its lube blending plant in Yanbu in 1988, which is the biggest of its kind in the Middle East and Africa, further added to the production capabilities of Alhamrani - Fuchs. It manufactures a complete range of premium quality lubricants, greases and specialty products to the highest international standards.

With branches across the Kingdom, and an effective distribution Network, Alhamrani - Fuchs is ideally placed to take customer orders, manufacture the products to specifications, and deliver them to the customer's doorstep.

In line with the Alhamrani Group's innovation ethos, Alhamrani - Fuchs Launched the "One Stop" car care centers in 1999, providing a new standard of professional car care and personalised service in highly pleasant surroundings. The One Stop network is expected to grow to 100 centers by 2005 in Saudi Arabia. Similar One Stop stations are Planned to be introduced across the region and around the world.

Alhamrani - Fuchs places great importance on human resources. Providing training and guidance to enhance their workforce's skills is a continuous process at Alhamrani - Fuchs. Besides the fully equipped training center at the Yanbu plant, employees are also sent abroad to various Fuchs centers For advanced training. Alhamrani - Fuchs is diligently following the Saudization policy in both hiring and training Saudis and is committed to meet and exceed the government objectives in this regard.

Products

Alhamrani Fuchs Petroleum Saudi Arabia Ltd offers a comprehensive range of high quality lubricants, greases and other



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شركة الحمراني - فوكس البترولية العربية السعودية المحدودة
Alhamrani - Fuchs Petroleum Saudi Arabia Limited

speciality products for hundreds of applications, including lubricants for cars and other vehicles, mining companies, the steel industry, vehicle and machinery construction, building trade equipment and agricultural equipment.

The experience and knowledge of our specialists, along with the technical support of Fuchs Petrolub AG, Germany, ensures our products meet the highest technical specifications.

State-of-the art production facilities, certified by ISO 9002, guarantee a quality level, which satisfies our customer's demands. Our research centers are working on innovative and flexible solutions, to develop new specifications to meet the increasing demand for better and more efficient products.

All our product are available from the leading distributors, and through our extensive supply network, in the Middle East.

With the establishment of [Fuchs Oil Middle East Limited](#) (FOMEL) based in the UAE, Alhamrani - Fuchs now has a dedicated marketing division. FOMEL currently exports to 26 countries across Africa, Asia and the CIS states. FOMEL continues to increase exports by extending Alhamrani - Fuchs's network of international distributorships and manufacturing joint ventures.

Fuchs Lubricants (Bangladesh) Ltd. and Fuchs Oil (Pakistan) Ltd. are two joint ventures between Alhamrani and Fuchs through FOMEL.

Services

Blending Services

Alhamrani Fuchs Petroleum Saudi Arabia offers a variety of support services for its customers. We also offer third party blending services at our Yanbu Lube plant.

Experienced and professional engineers to provide technical services to our customers staff our technical department. The services offered include the following:

CENT analysis

CENT is a carefully designed program which uses the lubricant in use for any application, to provide information on the condition of the machinery or equipment.



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Lubrication Surveys

We conduct lubrication surveys of industrial plants and equipment in order to make recommendations for the appropriate lubricant product to be used. Fully documentation is provided which analyze the results of these surveys.

Seminars & Training for Customers

We organize technical seminars and training for our customer's staff, on a variety of topics covering the correct use of lubricants products.

Foreign Expertise

We can arrange visits of experts from the Fuchs Group and its affiliates around the world for our customers, to update them on the latest developments in the lubrication market.

Bulk Oil Storage tanks

We provide bulk oil storage tanks on a loan-basis to our industrial customers who buy from us in large quantities.

These services can provide significant savings for our customers to ensure they get the most out of the lubricants they have purchased from us, by ensuring reduced downtime, improved reliability, increased equipment availability and reduced maintenance costs.

Cent

Alhamrani Fuchs Petroleum Saudi Arabia was the first company in the private sector in the Kingdom to offer CENT analysis and monitoring services to its industrial customers.

CENT is recognised the world over as an effective tool to measure the effectiveness and performance levels of machinery and industrial equipment using lubricants and other speciality products.

Alhamrani Fuchs provide comprehensive and detailed technical CENT reports to our industrial customers on a regular basis.

1. Why Suffer Downtime?

Mechanical equipment, if not looked after will fail. When this happens it can often cause chaos, loss of production, delays and high maintenance cost.



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Normally an industry spends 3-4% of its annual sales budget on maintenance of plant equipment. Used oil condition monitoring of equipment can reduce this amount.

Many companies benefit from condition monitoring. It has been proved that predictive information can provide significant savings through:

- Reduced downtime
- Improved reliability
- Increased plant availability
- Reduced maintenance costs

These savings can improve the profitability and competitiveness of any business and can be highlighted by using a maintenance strategy, which is based on condition monitoring. Fuchs are experts in formulating such programs, which are designed to satisfy customer's individual needs and targeted to assist the effective use of maintenance resources.

2.What is CENT Condition Monitoring System?

Every manufacturing unit (factory, process plant, power generation plant, oil platform, mine, quarry, etc.) will have mechanical equipment, which could fail without warning causing problems, which range from mild inconvenience to catastrophe.

The CENT system will provide maintenance managers with regular reports, which give clear indications of the condition of selected items of plant. Based on sophisticated laboratory and computer technology, the CENT report will highlight potential problems at very early stages. Maintenance planning decisions can then be made objectively, quickly and efficiently and the risks of failure considerably reduced or even eliminated.

3.Why use CENT?

CENT is a sophisticated condition monitoring service, which diagnoses the condition of your plant using oil as the means of collecting data.

Analysis of the provided oil sample determines the condition at the time. Frequent analyses allow a more complete trend to be established which will suggest preventive maintenance actions.

4.How does CENT work?

Condition monitoring using CENT is designed for ease of use. No specialist knowledge, additional personal or other investment is



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required onsite. On receipt of the sample, a series of analytical tests are conducted using some of the most advanced facilities available. Results are then interpreted into practical data which maintenance managers can confidently use as a condition monitoring tool.

5. Where can CENT be used?

CENT can be of benefit on mechanical equipment, including the following:

- Engines
- Gear units
- Compressors
- Turbines
- Hydraulic systems
- Machine tools
- Transmissions
- Pumps
- Lubrication Systems

6. What types of industries use CENT?

CENT is currently reducing downtime, improving productivity and protecting investments for companies in these varied industries:

- Aerospace
- Brick, tile & building material
- Bus and coach operators
- Ceramic industries
- Chemical industries
- Domestic appliance manufacturers
- Engine testing laboratories
- Food & brewing
- Haulage fleets
- Marine
- Mining
- Original equipment manufacturers
- Oil production
- Paper, glass, plastic
- Pharmaceuticals
- Power generation & processing Quarrying
- Steel production Textiles
- Vehicles & engine production Water industry



المكتب الرئيسي ص.ب. ٧١٠٢ جدة ٢١٤٦٢ المملكة العربية السعودية هاتف: ٥٦٦٦ ٦٦٣ ٩٦٦ (+) فاكس: ٣٧٠٢ ٦٦٣ ٩٦٦ (+)
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7. What kind of information will CENT provide?

For every item of the monitored plant/equipment, information is collected and stored in the database allowing the essential information, its maintenance history and working environment to be reviewed whenever required. This database is used for generating reports on the condition of the equipment.

Symbols used in the CENT reports are based on "traffic lights" for easy recognition of sample and test status.

- GREEN - Condition Satisfactory
- AMBER - Caution
- RED - Action suggested

8. What do you get with CENT?

- Clear precise feedback on the condition of your plant including the specific condition of each component within your particular machinery.
- Analysis of potential problems as they arise.
- Recommended appropriate action
- Immediate action - by phone or fax if urgent attention is required.
- Regular contact with CENT specialists and technical support.

The report, which is finally produced, presents a summarized account of the machine's condition.

Graphs are used to show the specific trends and highlight the problems described in the comments section.

Car Care

Alhamrani-Fuchs introduced one stop car care centers to provide new standards of professional car care with courteous personal service in attractive, pleasant premises. Services include oil change using Fuchs Super GT - the company's flagship product, tire change, wheel balancing and alignment, and other minor under chassis mechanical work.

Alhamrani-Fuchs opened the first One Stop car care center in 1998 and now has 25 branches Kingdom wide with more than 150 employees including qualified technicians, mechanics and electricians. The one Stop network in Saudi Arabia covers Jeddah, Riyadh, Dammam, Jubail, Hofuf, Tabuk, Makkah, Abaha, Yanbu and Taif, and is expected to grow significantly within the next few years.



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Community and Environment

Alhamrani Fuchs Petroleum Saudi Arabia is extremely proud of its responsibilities to the community and valued corporate-citizen credentials.

Alhamrani - Fuchs is environmentally aware and makes valuable contributions to the preservation of the environment of the Kingdom. The Lube plant in Yanbu was the first in the region to be certified "environmentally friendly" by the ISO-14001 certification. Fuchs is also the world leader in the research and development of environment-friendly, rapidly biodegradable lubricants.

Considerable resources have been committed on environmental awareness, road-safety and other social-welfare programs. Our road-safety ads won the prestigious Silver Sword Award in 2000. Press ads, tree-plantation and beach cleaning drives are some of the other activities undertaken by Fuchs to promote environmental awareness.

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