

Quarterly Newsletter issued by Action Real Estate Company k.s.c.c.









Ibis styles—Brisbane Best Economy Hotel Award



CPVEN-Coiled Tubing





Farewell to FM



ADC-Rig of the Month



And More...



G.M.'s Message

On behalf of AREC's family, it is my pleasure to welcome you to the 29th Issue of AREC's quarterly newsletter, a tool to bring everyone up to date with the news, events, information of AREC's family.

Hope you enjoy this edition of our quarterly newsletter, and as always, I welcome your feedback, any questions, suggestions to improve the design and content or inquiries on any aspect of the newsletter.

Thank you for your continued support.

Sincerely,

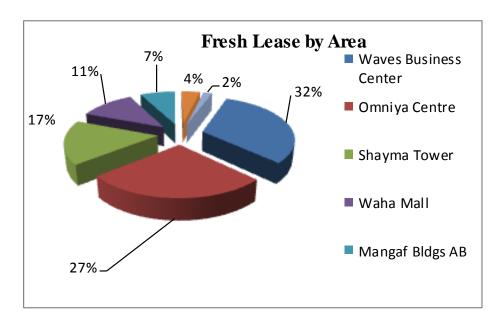
Rawaf I. Bourisli



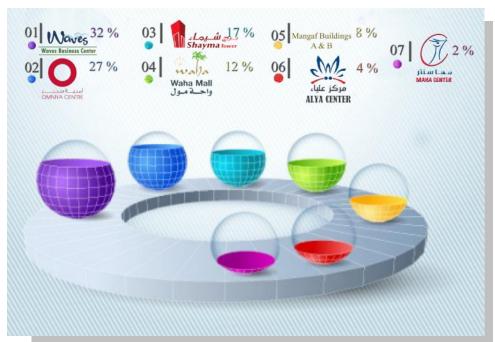


By: Joe Weberhofer, Operations & Marketing Manager

During the 3rd Quarter of 2016, the most dynamic property from a leased area point of view was Waves Business Center, with 32 % of the total space leased during the period, followed closely by Omniya Centre with 27 % leased during the period of the total leases.



Property	Percentage
Waves Business Center	32%
Omniya Center	27%
Shayma Tower	17%
Waha Mall	12%
Mangaf Bldgs AB	8%
Alya Center	4%
Maha Center	2%







Property	Income
Omniya Center	50 %
Waves Business Center	14 %
Alya Center	14 %
Shayma Tower	10 %
Waha Mall	8 %
Mangaf Bldgs AB	2 %
Maha Center	2 %

But from a money point of view, by all means the most contributing property to fresh income was Omniya Centre, alone representing 50% of all fresh additions to rental income during the period.

From a Lease Type point of view on an area basis, the most dynamic sector was the Office Space sector, representing new leases of 62% of the total leased area during the period, trailed in second place by the retail space representing 31% of all leased area.

Leases	Percentage
Office	62 %
Retail	31 %
Retail	31 %
Residential	7 %





Leases	Income
Retail	64 %
Office	34 %
Residential	2 %

But from a Money contribution to the Rental Income, the most prolific sector was by far the Retail Sector representing 64% of each fresh income generated during the period, trailed by the office space representing 34% of fresh income during the period.







H.E. Sheikh Mubarak A.M. Al Sabah hosted lunch for Mr. Eduardo Pantin, Mr. Luis Pantin and Mr. Arturo Sarmiento, also seen in the Picture are Eng. Rawaf I. Bourisli, Mr. Jasser al Jasser, Mr. Vikas Arora and Mr. Manuel



CPVEN conducted Coiled Tubing Demo at KOC

CPVEN conducted Coiled Tubing Demo at KOC. Today the global oil industry is using coiled tubing units in almost all projects in the intervention of wells. There are many economic and operational advantages that coiled tubing service offers, of which stand out:

- The intervention of live wells.
- The elimination of the operation of killing the well.
- The elimination of the potential damage to the formation.
- The reduction of the footprint in the environment.
- The intervention of horizontal sections, and the capacity of making any intervention without using drills.

These trends CPVEN to firmly engage in the coiled tubing market, with the acquisition and implementation of a variety of ground units that can manipulate pipes with diameters varying from 1 ½" to 2", and can reach a depth of 18,000'. In addition, CPVEN has a barge that can operate in Maracaibo Lake, completely equipped with high-pressure pumping gear, capable of handling pipes of 1¼" up to 1¾", and capable, as well, of reaching a depth of 18,000'.

ibis Brisbane Elizabeth Street wins "2016 Best Economy Hotel of the year" award



ibis Brisbane Elizabeth Street wins "Best Economy Hotel" award Action Hotels, the leading owner, de-

Ibis, Brisbane Team (Andrew Nehme and Mat Finch) with the 2016 Best Economy Hotel of the year Award

veloper and asset manager of branded three and four-star hotels in the Middle East and Australia, is pleased to announce that ibis Styles Brisbane Elizabeth Street has won "Best Economy Hotel" award at the 2016 HM Awards. The Hotel Management Awards have recognized the accommodation industry's finest properties across Australia, New Zealand and the South Pacific for fourteen years. Over seven hundred guests were present to watch Action Hotels accept the prestigious award. Action Hotels' key focus is to introduce quality branded accommodation at exceptional value in convenient locations across the Middle East and Australia. HM Magazine described Styles Brisbane as a "prime example of how new build hotels can thrive and tap into the modern day economy traveler". The hotel is situated in the heart of the city and features uninterrupted views of Brisbane River and the South Bank cultural precinct, which is home to an authentic contemporary art and urban food scene. The hotel features the lively colors and upbeat furnishings associated with the ibis Styles chain and a communal style bar and restaurant, The Social, which seamlessly combines business with pleasure. Each of the winning hotel's 367 rooms blend comfort, connectivity and style at



The Accor Hotels team with the Accommodation Chain of the Year award

reasonable prices. A wide range of amenities including Smart TVs, media panels in the rooms, a 24 hour reception and Wi-Fi connectivity throughout are offered to ensure guests experience true comfort with complete ease. Established in 2005, Action Hotels currently operates eleven hotels with over 2,000 rooms across 9 brands in the Middle East and Australia, with a pipeline of new properties in development in both regions.



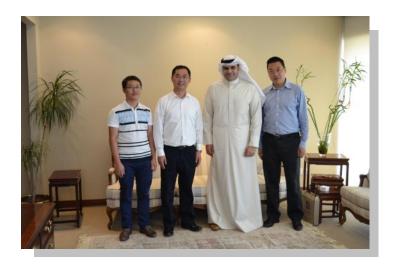
Please click the link below to watch the video of ibis Brisbane Elizabeth Street Hotel

https://m.facebook.com/story.php?story_fbid=714570322028303&id=581237678694902

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Action Group represented by Eng. Rawaf I. Bourisli, Andrew Nelme, Vikas Arora and Shaker Daa's along with Boubyan Bank delegates at KFTZ offices,



Sinopec delegation visited AREC offices met Eng. Rawaf I. Bourisli, exchanged views on further co-operation in Oil and Gas sector.



Review meeting of Oracle Fusion - Action Group Holdings has transformed the existing accounting application replacing it with the current market leading cloud-based application from Oracle called Fusion applications covering business functions on Finance, Procurement and Human Resource Management. Action Group has partnered with Trans Sys Solutions in this journey of transformation.

Article: Determination and Persistence





This is a real life story of engineer John Roebling building the Brooklyn Bridge in New York, USA back in 1870. The bridge was completed in 1883, after 13 years.

In 1883, a creative engineer named John Roebling was inspired by an idea to build a spectacular bridge connecting New York with the Long Island. However bridge building experts throughout the world thought that this was an impossible feat and told Roebling to forget the idea. It just could not be done. It was not practical. It had never been done before.

Roebling could not ignore the vision he had in his mind of this bridge. He thought about it all the time and he knew deep in his heart that it could be done. He just had to share the dream with someone else. After much discussion and persuasion he managed to convince his son Washington, an up and coming engineer, that the bridge in fact could be built.



Working together for the first time, the father and son developed concepts of how it could be accomplished and how the obstacles could be overcome. With great excitement and inspiration, and the headiness of a wild challenge before them, they hired their crew and began

to build their dream bridge.

The project started well, but when it was only a few months underway a tragic accident on the site took the life of John Roebling. Washington was also injured and left with a certain amount of brain damage, which resulted in him not being able to talk or walk.

"We told them so." "Crazy men and their crazy dreams." "It's foolish to chase wild visions."

Everyone had a negative comment to make and felt that the project should be scrapped since the Roeblings were the only ones who knew how the bridge could be built.

In spite of his handicap Washington was never discouraged and still had a burning desire to complete the bridge and his mind was still as sharp as ever. He tried to inspire and pass on his enthusiasm to some of his friends, but they were too daunted by the task.

As he lay on his bed in his hospital room, with the sunlight streaming through the windows, a gentle breeze blew the flimsy white curtains apart and he was



able to see the sky and the tops of the trees outside for just a moment.

It seemed that there was a message for him not to give up. Suddenly an idea hit him. All he could do was move one finger and he decided to make the best use of it. By moving this, he slowly developed a code of communication with his wife.

He touched his wife's arm with that finger, indicating to her that he wanted her to call the engineers again. Then he used the same method of tapping her arm to tell the engineers what to do. It seemed foolish but the project was under way again.



For 13 years Washington

tapped out his instructions with his finger on his wife's arm, until the bridge was finally completed. Today the spectacular Brooklyn Bridge stands in all its glory as a tribute to the triumph of one man's indomitable spirit and his determination not to be defeated by circumstances. It is also a tribute to the engineers and their team work, and to their faith in a man who was considered mad by half the world. It stands too as a tangible monument to the love and devotion of his wife who for 13 long years patiently decoded the messages of her husband and told the engineers what to do.

Perhaps this is one of the best examples of a never-say-die attitude that overcomes a terrible physical handicap and achieves an impossible goal.

Often when we face obstacles in our day-to-day life, our hurdles seem very small in comparison to what many others have to face. The Brooklyn Bridge shows us that dreams that seem impossible can be realized with determination and persistence, no matter what the odds are.





Action Drilling company — "Rig of the Month" award for excellence in Performance, Operations and Safety"., goes to Rig —SD15

The "Rig of the Month" award was presented to Action Drilling's rig-SD15 for excelling in areas of Performance, Safety, environmental compliance and for the outstanding manner in which it conducted its drilling operation and maintained its rigs in a professional manner for the month of September 2016.

SD15's crew and management were congratulated, awarded the "GM's Rig of the Month" trophy by Mr. Craig Rasmussen, Operations Manager and Mr. Suhail Dahesh, Drilling Superintendent.

Eng. Rawaf I. Bourisli, Mr. Graham Lamb and the management would like to congratulate SD15 staff for applying the principles of SAFE program to their daily operational activity and thus promoting the practice of operational safety, environmental protection, and compliance with operating regulations.

Action Drilling Rig of the Month



ACB / BOSCO Business meeting





Action Consultancy Bureau / BOSCO Eng. Rawaf I. Bourisli, Mr. Lynus Kalister, Mr. Robin Bose invited Mr. Evan Mc Glynn - Logan International Director (International Business Development) and Mr. Koshy Vinod, Managing Director, for Arabian Oilfield Supplies & Services to discuss and present potential business opportunities in Fishing & Downhole tools

Rental for Kuwait Oil drilling Industry, also invited Mr. Victor, Vice General Manager, Sinopec Well Services Kuwait, and his management team exchanged views on further cooperation, support in terms of Drilling Services & Supplies to Drilling contractors in Kuwait.



Article: War on Paper

There are two important paradigms I want you to keep in mind about paper to keep it in proper perspective. First is paper is to business what fat is to a diet. It's needed to be healthy, but we tend to go way overboard in our consumption or use of it. Second paradigm is that paper is money. Every copy you make, every computer report you print cost money--from printing costs to storage and to retrieval.



Start a war on paper with these 13 tactics. Look at reducing paperwork and how much you store as a challenge to gain not only more time but to increase your profits as well.

Use the following tactics to help you:-

- Reduce the fear that you have to protect yourself by putting everything in writing.
- Get in the habit of throwing paper away (recycle).

- When in doubt throw it out.
- Create a special safety net drawer in a file cabinet for temporarily holding papers you would like to throw away but are still afraid to.
- Put only the bare necessities in writing.
- Answer memos on the originating memo.
- Copy only what you need at the copy machine.
- Use the KISS Principle (Keep It Short & Simple) toward creating computer reports.
- Reduce your filing.
- Go through your files several times a year.
- Handle paper only once if
- Dot your paper corners until you finally take action.
- Use the telephone or e-mail instead of writing a formal memo.





Can you Read this — Jumble words and language Recognition

scrambled, jumbled words, illusions, and language recognition theory

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the thoery.

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And a fnail daioertomstnn of how celver yuor barin is - can you raed tihs?...

Quotes



The way you think and feel about yourself, including your beliefs and expectations about what is possible for you, determines everything that happens to you. When you change the quality of your thinking, you change the quality of your life, sometimes instantly.

You have complete control over only one thing in the universe — your thinking! You can decide what you are going to think in any given situation. Your thoughts and feelings determine your actions and determine the results you get. It all starts with your thoughts.

Speak 5 lines to YOURSELF Every Morning

I am the Best.
I can do it.
Allah is always with me.
I am a winner.
Today is my day.

Dr. A.P.J. Abdul Kalam

All our dreams can come true, if we have the courage to pursue them.- Walt Disney

"The Way Get Started Is To Quit Talking And Begin Doing." -Walt Disney

"The Pessimist Sees Difficulty In Every Opportunity. The Optimist Sees The Opportunity In Every Difficulty." -Winston Churchill

"Don't Let Yesterday Take Up Too Much Of Today." -Will Rogers

"You Learn More From Failure Than From Success. Don't Let It Stop You. Failure Builds Character."

"It's Not Whether You Get Knocked Down, It's Whether You Get Up."- Vince Lombardi

"If You Are Working On Something That You Really Care About, You Don't Have To Be Pushed. The Vision Pulls You."-Steve Jobs "People Who Are Crazy Enough To Think They Can Change The World, Are The Ones Who Do."- **Rob Siltanen**

"Failure Will Never Overtake Me If My Determination To Succeed Is Strong Enough."- **Og Mandino**

"Entrepreneurs Are Great At Dealing With Uncertainty And Also Very Good At Minimizing Risk. That's The Classic Entrepreneur."- **Mohnish Pabrai**

"We May Encounter Many Defeats But We Must Not Be Defeated."- Maya Angelou

"Knowing Is Not Enough; We Must Apply. Wishing Is Not Enough; We Must Do."- Johann Wolfgang Von Goethe

"Imagine Your Life Is Perfect In Every Respect; What Would It Look Like?"-Brian Tracy

"We Generate Fears While We Sit. We Overcome Them By Action."- **Dr. Henry Link**

"Whether You Think You Can Or Think You Can't, You're Right."- **Henry Ford**

"Security Is Mostly A Superstition. Life Is Either A Daring Adventure Or Nothing."-Helen Keller

"The Man Who Has Confidence In Himself Gains The Confidence Of Others."-Hasidic Proverb

"The Only Limit To Our Realization Of Tomorrow Will Be Our Doubts Of Today."- **Franklin D. Roosevelt**

"Creativity Is Intelligence Having Fun."-Albert Einstein

"What You Lack In Talent Can Be Made Up With Desire, Hustle And Giving 110% All The Time."- **Don Zimmer** "Do What You Can With All You Have, Wherever You Are."- **Theodore Roose**velt

"Develop An 'Attitude Of Gratitude'. Say Thank You To Everyone You Meet For Everything They Do For You."- **Brian Tracy**

"You Are Never To Old To Set Another Goal Or To Dream A New Dream."- C.S. Lewis

"To See What Is Right And Not Do It Is A Lack Of Courage."- **Confucious**

"Reading Is To The Mind, As Exercise Is To The Body."- **Brian Tracy**

"Fake It Until You Make It! Act As If You Had All The Confidence You Require Until It Becomes Your Reality."- **Brian Tracy**

"The Future Belongs To The Competent. Get Good, Get Better, Be The Best!"- **Brian Tracy**

"Confidence comes not from always being right but not fearing to be wrong"
What the mind can conceive, it can achieve – Napoleon Hill

It is not because things are difficult that we do not dare, it is because we do not dare that they are difficult. Lucius Annaeus Seneca

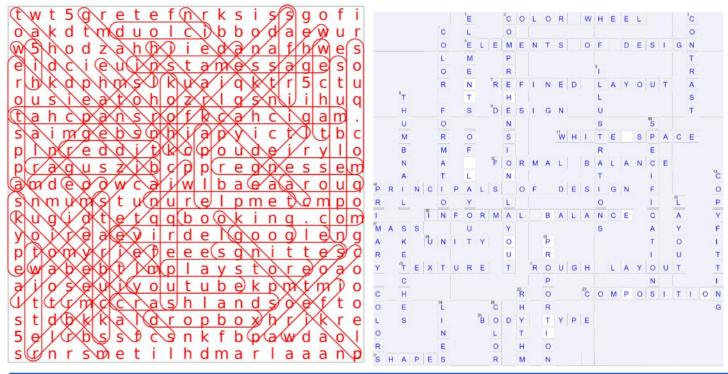
if opportunity doesn't knock build a door – **Milton Berle**

Is there any reward for good other than good? Quran 55:60

So verily with the hardship there is relief, verily with the hardship there is relief – Quran Ch 94:5-6



Answers of previous issue





Employee of the Quarter: (3rd Quarter of 2016) Sally Sobhy Shalaby

The purpose of the Employee of the Quarter program is to provide recognition of employees demonstrating their commitment to AREC's vision, mission, and values. This program is intended to create a positive working environment, boost morale, show employees how much they are valued and appreciated, and foster a spirit of healthy competition.





Congratulations to Sally Shalaby on being selected Employee of the Quarter. This award is well deserved. Keep up your good work.

Joined AREC on 20th of January 2013, as Receptionist, from March 2016 onwards she is working as co-ordinator in operations and maintenance department, whenever the need arises she is also helping the Legal and Engineering Department with a smile. She is holding a bachelor's degree in Arts from Ain Shams University, Egypt.

Since joining the company, she has been an exemplary worker, meeting and exceeding expectations of teamwork, & professionalism. A terrific listener when a caller is in need of resources or reassurance. She is a stabilizing force and is supportive of colleagues, initiating change to improve

efficiency to all's benefit. Her character includes patience, thorough and thoughtful attention to detail. She is dedicated to improving the office's work flow in order to provide outstanding service.



Crossword Puzzle Construction



nipiaurtpspuorgtri	n s e o e o	2 3 4
o tio i e e o d a d k v n y t u s	3 r 1 h y 3 5 6 7	
-	-	. •
aytawawrecognition		12
tssameagtdneodisci	p 1 i n e i 13 14	15 16 17 18
n a n w r d r a i g r y i c l i l b	t 1 c e i s	16 17 18
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c s u g n i g a r u o c n e s t n r		25 26 27 28
o l l tagut n d e o l f n f a l		32 33 34
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s s s c e o c o c o a r o r p i i u		37
$c\ e\ r\ y\ s\ a\ r\ n\ e\ e\ m\ c\ m\ c\ s\ p\ p\ e$		8 39
i o c e t w d i o a c i t s e e n c	s y p i d e 40	1 42
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n l o m s r l i r y e z a v o r e m	i s e f c t	4
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s a a a o e t a r g e t s a s e c n	e i d e b o 54	
n e a a n t e t d f o r e s i g h t		56
irissicharacterttr	-	57
	Across	Down

WORD SEARCH

Authoritarian	Leadership	Democratic
Teamwork	People orientated	Transactional
Transformation	Task	Conformity
Obedience	Discipline	Authority
Effective	Initiative	Direction
Inspire	Laissez-faire	Power
Motivation	Solutions	Targets
Aims	Sanctions	Formal
Responsibility	Commanding	Workers
Reward	Recognition	Supervision
Status	Power	Equality
Accountability	Groups	Management
Standards	Plans	Performance
Communication	Spirit	Abilities
Training	Qualities	Encouraging
Motivator	Endurance	Foresight
Character	Conscience	Principle
Morality	Organisation	Strengths

2. the wooden floor framing member

- 6. to be worn on when work is being done above you
- 8. The government department that regulates safety
- A single roof framing member
- 12. the roof design for a standard pitch roof
- 13. the project __ oversees all of the budgets, scheduling, 10. deck board fastened to side of the house materials, and man power
- 15. The tool used to test for plumb
- 16. trim around doors and windows
- 19. The cement used in concrete and mortar
- 21. In a framed wall you have a window
- 22. saw commonly used to make cuts on the job site
- 24. exterior trim that covers end cuts of the roof framing
- 27. insulation _ around the window and door jambs
- 31. the construction plans or drawings
- 32. board system used to layout building lines & corners
- 36. Nail guns are operated through air
- 37. Support above a window or door opening
- 38. to be worn anytime there is a potential of items flying through the air
- 40. clips used to help tie down the roof to the walls
- 41. used to layout rafters and stair stringers
- 43. exterior trim that covers the roof overhang and provides air flow into the attic
- 44. Bad air escaping
- 45. the term used for the stones in concrete mix
- 46. machine that shaves off edges to make them straight
- 51. A style or type of roof shingle
- 52. What you should present when you apply for a job
- 53. board used to layout and use as a siding template
- 54. machine shaves off wood to make it smooth
- 55. agreement between the client & contractor
- 56. Air infiltration barrier
- 57. carries support member over a window or door

Down

- typical design type of a barn roof tool used initially level the placed concrete
- part of the door frame hinges are attached
- the term for the consistency of wet concrete
- Used to place mortar on blocks
- 11. table saw cutting blade for making channels
- 14. holds vinyl siding @ bottom of windows and roof
- 17. 3,4,5 triangle means the building is
- 18. A manufactured roof system component
- 20. roof design- inside slopes is less pitch than the out
- 23. acronym used to identify concrete blocks
- 25. purpose of paper on fiberglass insulation
- 26. A saw used to make angle cuts
- 28. Also known as joint compound
- 29. Resp. for designing structural components
- 30. Trim along the bottom of an interior wall
- 33. number stamped on rebar is determined by the diameter in __ of an inch
- 34. max allowed inch between railing balusters
- 35. Solid blocking or
- 36. metal piece that applied outside corners
- 39. Const. Doc. describe materials & methods
- 40. reaction caused when water added to concrete mix
- 42. a tool used to cut fancy edges on wood
- Responsible for design, ability, looks, and code compliance of a building project
- 47. material fastened to inside of stud walls
- 48. The board that makes the steps
- 49. vinyl ext. piece that goes around windows & doors
- 50. lead carpenter on residential construction sites

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tions from re-

technologies.



Eng. Abdulrehman al Mozail has joined AREC in April 2014 as Mechanical Engineer, with over 6 years of experience he provides efficient solusearch and development to design, planning, installation using innovative solutions to final commissioning, he is actively involved in the management of people and resources, as well as the development and use of new materials and

Ensures that proposed designs are in compliance with the latest efficient design criteria. proposes alternative design solutions to render the projects viable and within allocated budget. Review material submittals, review the payments related to mechanical works, review the progress of the mechanical works at site, Inspect the quality of the works and make sure it is as per standards and requirements.

He is actively involved in designing and implementing cost-effective modifications to help improve safety and reliability by managing projects using engineering principles and techniques. He is also planning designing, preparing detailed specifications, B.O.Q's, & recommending modifications following prototype test results using research analytical skills particularly in mathematical modelling and computer-aided designs by modeling and drafting in solid works and AUTOCAD to produce drawings & Graphics using 3D aided softwares, while considering the implications of issues such as cost, safety and time constraints, while working with other professionals within and outside the engineering sector to complete the projects.

Academic Qualifications

Bachelor of Science - Mechanical Engineering, Gonzaga University, U.S.A

Professional Affiliation / Membership:

Kuwait Society of Engineers Saudi Council of Engineers The American society of Mechanical Engineers

Farewell to Mr. Shaker Daa's



Action Real Estate Company have organized a farewell for Mr. Shaker Daas, who has completed his post graduation in Master of Commerce from Madurai University, India in 1995. Joined AREC in 2007 as Finance Manager, he has spent 10 years in his service tenure with the group, as AREC Finance Manager from 2007 to 2016, at the same time was handling K-Mix in the position of General Manager from 2010 to 2015. The farewell was attended by several Managers and AREC staff at Sheraton Kuwait.

During his speech, **Eng. Rawaf I. Bourisli** said: - He has been a valued member of Action Real Estate Co. for several years, and I would like to take this opportunity to extend my professional and personal gratitude for his services, as he's been a highly committed team member with strong conceptual knowledge and versatile contributions.

On behalf of Upper Management, staff, and myself, I would like to thank Mr. Daas for his outstanding services, and wish him success in his future endeavors.

His speech was followed by several words from other managers who all praised his ethics and morality, for his dedication and sincerity through his work tenure and appreciated his efforts towards maintaining cordial relations among his colleagues.

Appreciating the valuable efforts "Your honesty and dedication at the workplace will always be appreciated. You have always treated your colleagues as your own family, encouraging everybody to work as one team, which we believe is a good sign of strong dedication.

Mr. Shaker Daa's Said "It has been an amazing 10 years, that I have spent with this finest group and witthe phenomenal ness growth it has achieved over the years. Very few people, if at all any I am sure, would have had the good fortune to do so. For me, it is also a place that offered endless opportunities for growth. I am overwhelmed with the support and cooperation extended to me at all times, and the love, affection, kindness, and respect shown by everyone of you, especially by the mostrespected family members."







Gasper Castro - 8 Oct



Robin Bose - 8 Oct



Osama M Refaei - 9 Oct



Reem F Hussein - 10 Oct



Abeer Al Huneidi - 27 Oct



Gerico Martos - 31 Oct



Thomas Varghese - 1 Nov



Osama Younes - 5 Nov



Ahmed Shalan - 15 Nov



Mohamed Baquqo - 16 Nov



Mabrook Jazazi - 25 Nov



Mohamed Khorshed - 1 Dec





Nimfa Liscabo - 5 Dec



Talal Al Rashid - 9 Dec



Deep Sehmi - 16 Dec



Bader Rashdan - 21 Dec



Action Real Estate Co. K.S.C.C.



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Managing Editors



Maher Fayyad - 25 Dec

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