**Business to Business Company Profile**

**Section 1. Company Information**

1. Name: Numan Ahmad Mohamad Jabarin

Company : **Almarah Company For Industry &Trading**

Address: Palestine Jenin –industrial zone City: Jenin District: Jenin Industrial Zone

**About us:**

Al-Marah Company for Industry and Trade was established in the year 1999 as limited shareholding company. The company is one of Jalbouni Steel Group.

The company works to provide high quality products to its customers in all of the West Bank.

Company’s divisions:

1. Heavy metal work division: supervised by an engineering team to designed the required project scheme according to the customers’ requests.
2. Mobile containers division: this division works on producing large mobile containers (9 meters length) that can take weights up to 27 tons and 42 tons. The company also manufactures smaller containers that can take weights up to 750 kgm to 3 tons according to the customers’ needs. In this regard; the company obtained all the necessary official documents from the Ministry of Transportation.
3. Fire extinguishers division: the first company in Palestine to produce CO2 fire extinguishers in all weights and sizes. In this regard; the company obtained all necessary documents form official authorities, especially the Palestine Standard Institute.
4. A decoration division: the company provides the service of metal decorations to its customers.
5. Steel trading division: this division works on trading all types of steel and metal products for construction. It also provides customized products according to the clients’ requests.

**Accomplishments:**

The company implemented several projects in the West Bank. It is the sole Palestinian company obtaining ISO9001/2008 certificate in the iron and metal field. The company’s projects included:

1. Hangars, 20,000 sm of hangars.
2. Sport halls in different areas.
3. The vegetable market in Jericho.
4. The pharmaceutical storing project for the Ministry of Health- Nablus.
5. Garbage containers, waiting bus stops.
6. Jenin’s new vegetable market.
7. The first liquid cement mobile silo in the area of Palestine, Israel and Jordan.
8. Installing of metal roof for a construction project implemented by the Construction Contactors Company CCC.
9. Designing and implementing the firefighting vehicles for the Palestinian Civic Defense Authority. The work included building water tanks, water pipe boxes, firefighting tool boxes and ladders.

In addition to the ISO certificate, the company obtained quality certificates from the Palestine Standard Institute and the Royal Scientific Society in Jordan.

The company owns up-to-date machinery and aims at providing its clients with the highest quality products.

1. Industry: Metal industry
2. Major product(s)/services(s): We produce hangars, mobile steel containers and flatbed trailers for shipping, storage silos, bus stops umbrellas, metal roofs, metal covers, customized metal works.
3. End consumer of your products: construction companies, municipalities, shipping companies, contractors, metal solution providers and engineering offices.
4. Main applications of the product: shipping, transportation of goods, storing, covering.
5. Main factor of competitiveness of your company:

☒ Design ☒Price / quality

□ quality □ Brand name / presentation

□ Technology □ Range of products

□ Other (specify): we have ISO 9001-2008 certificate.

1. What kind of business contact you are seeking:

☒ Importer / Distributor / Wholesaler of mobile containers, fire extinguishers, silos, customized metal products.

□ Agent / Sales Representative

□ Franchising

☒ Joint venture partner

☒ License

□ Other (specify): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

* Is your company in contact with local companies? ☒ Yes 🞏 No
* Do you want to contact some specific companies? ☒ Yes 🞏 No
* If yes, specify the name and the address of the companies:

we need company manufacture cement

1. Total Number of employees

Full time:100 Part time:

1. Does your company currently EXPORT?

□Yes (go to question 9) ☒No (go to question 20)

**Section 3. Currently Do Not Export**

1. Do you intend to export within the next two years?

☒Yes No (go to question 24.)

The company will export silo cement within 6 month

1. Please list the top three countries to which you expect to export.

Jordan, Libya and Golf states

1. ln which of the following areas you will need assistance with your export plans'? (please check all that apply.)

* Where to turn for exporting assistance and information
* identifying target countries

\_\_\_ How to do business in a particular country (laws. customs, business practices, etc.)

\_\_\_ Developing a marketing plan, promotional materials, etc.

\_\_\_ Identifying sales leads

* Finding representation in foreign countries

\_\_\_ Learning the export process (documentation. how to get paid. etc.)

\_\_\_ Obtaining export financing or financing assistance

\_\_\_ Shipping and transportation options

\_\_\_ Other methods of market entry (licensing, other joint ventures, etc.)

\_\_\_ Other \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_