***Profile of National Marketing Est. Co. Ltd.***

* **History:**

**National Marketing.(NAMAT)** is a subsidiary of IKK Group of Companies which is one of the largest conglomerates in the Kingdom of Saudi Arabia. NAMAT is specialized in the marketing and supply of quality building materials since its inception. The company was established in 1970; headquarter in Jeddah, It is the sole distributor of NEPROPLAST “New Products Industries” Factory. NEPROPLAST today, is considered the first leading companies in the Gulf region, in the field of UPVC and CPVC pipes & fittings.

While maintaining the highest standards of quality and excellence in its fields, NAMAT has been serving its customers throughout 47 years and still going. The major strength of NAMAT has a strong presence across the kingdom. With 24 branches and 100 plus qualified sales engineers across the kingdom, NAMAT is also strengthening its presence according to the needs of the market.

At present, NAMAT is representing several major manufactures locally and internationally as one of the leading player in trading of quality PVC pipes & fittings, accessories for water networks, drainage systems, irrigation networks, well casing, Polyethylene Corrugated Ducts (PEC), micro-ducts, electrical conduits, and a wide array of other related products in the field of construction and plumbing.

**IKK Group** is a diversified group operating in the fields of trading, manufacturing and contracting for the construction industry. It is composed of 15 independent companies. These companies operate through 156 divisions, branches, and outlets that are spread over 9 countries covering all major cities in the region. IKK Group has maintained a high ranking position among the top 100 companies in Saudi Arabia for the last 10 years.

**NEPROPLAST** with its massive experience in dealing with industrialized countries across the globe It established the first manufacturing facility for UPVC pipes in the Kingdom back in 1969, thus initiating to be the first local UPVC pipe producer in the region. The journey of NEPROPLAST has been incredible so far. Ever since its inception it has followed its core policy of producing high quality pipes manufactured under strict quality control practices. The milestones achieved by NEPROPLAST so far are as follows;

* In 1991, it ventured into Injection Moulding and started producing UPVC fittings based on the ASTM standards.
* In 1992 NEPROPLAST began its production of CPVC pipes.
* During 1994 the production of CPVC fittings was also introduced.
* The beginning of 2010 saw NEPROPLAST achieving a significant milestone of launching the HDPE pipes in the markets.
* Later, in 2012 HDPE Corrugated Optic Duct (PECD) was also added in its business portfolio.

NEPROPLAST also significantly contributes to keep a clean and safe environment by using only organic-based stabilizers with the raw materials that are free from hard metals and toxic elements. As a proof, In January 2010, it was awarded the National Sanitation Foundation (NSF) of USA the NSF – 61 Certification for Health Effects.

* **Mission**:

To continue our leading position in the building materials services by delivering a wide range of high quality products to our local and regional customers. Will continue to search out and secure distribution rights for newer high quality products. We understand our customer’s needs and will work hard to provide them the right products at the right time.

* **Vision:**

To be a leading service provider, innovative, safe, and reliable company

* **Values:**

A diverse team, operating with integrity, determined to make a difference.

Open to Possibilities: We are open to possibilities by embracing diversity, seeking new approaches and striving for continuous improvement.

Growing Together: We are growing together by sharing knowledge and unwrapping human potential in an environment of mutual respect.

Making a Difference: We are making a difference by leading with integrity and determination to have a positive impact on every taken step.

* **Company Main Data:**

1. Tel: **920018858**
2. Websites: **namat.com / www.ikk-group.com**
3. ISO certificate ( ISO 9001:2008 )
4. Number of employees: **(850)**
5. Number of sale force: **(100+)**
6. Revenue 2015- 2016: **(1.2B)**
7. Number of branches: **(24)**
8. Total warehouses : **(33)**

* **Key strength:**

One of the vital key strengths of National Marketing in the market is its investment in its sale force to serve the trader and contractor customers throughout the market in KSA and the neighborhood countries. National Marketing currently has 800 plus staff members with a sales force compromising of more than 100 professional sales personnel proportionally distributed across the kingdom.

* **Main Suppliers:**

**NEPROPLAST (KSA)**: Neproplast.com

Is the major supplier of PVC, uPVC, CPVC and HDPE products to National Marketing. It is considered the leader in its field in Saudi Arabia and the neighboring countries. It has started its first production in 1969 with a production capacity of 300 tons per year. Currently, NEPROPLAST has several pipes and fittings production lines of PVC and CPVC with the manufacturing capacity exceeding 80,000 tons per year.

**IKK-PF (KSA)**: specialized in the field of electrical conduit and cable duct. With its brand Namco, the factory benefit from the vast experience of the IKK group in term of producing and marketing high quality product.

**IPS (USA):** Established in 1954, IPS Corporation has consistently grown over the past 50+ years. Today, they are trusted leader in manufacturing solvent cements, adhesives, and components for the plumbing. Construction and plastic fabrication industries. Core brands include WELD-ON, WATER-TITE, TEST TITE, and GUY GRAY. TRUEBRO, and STUDOR. Quality products are manufactured with proven formulation and design using state- of-the-art equipment and manufacturing techniques. National Marketing and IPS enjoy the top distribution status of Solvent Cement used for cold welding PVC & CPVC pipe and fitting, Weld-On 714,717,705, and 700 have been used in all major public projects in the kingdom well along with its governance of first choice of plumber for housing. Weld-On meets the requirement of ASTM D 2564.

**IPEX (USA)**: Over the five decades, IPEX has built a leading track record working with all kinds of thermoplastics. Customers can benefit from IPEX integrated piping systems, manufactured from a diverse range of materials including PVC, CPVC, ABS, PP, FR-PVDF, PEX and PE, as well as innovative plastic/metal composites. IPEX PVC fittings are designed. Manufactured and tested according to ASTM D 1784, ASTM D 2466 Sch40 Socket, ASTM D2467 Sch80 Socket, and ASTM D 2464 Sch threaded. IPEX CPVC fitting are designed, manufactured and 80 tested according to ASTM D 1784, ASTM F439 Sch80 Socket and ASTM F437 Threaded.

**REDI (Italy):**  is a producer of plastic fitting for over 40 years. REDI is certified in accordance with quality standards UNI EN ISO 9001. REDI is part of Aliaxis Group, World leader in manufacturing of plastic building materials. REDI manufactures and offers the following product ranges:

* PVC rubber ring-sealed fitting for underground drainage (EN 1401)
* PVC and PP inspection chambers
* PVC anti-flooding valves (DN 100 to 400)
* U-PVC solvent weld fittings for non-pressure above ground drainage (EN 1329- AFNOR-NF)
* PP pipes and fitting for non-pressure above ground drainage (DIN19560-EN1451)
* Phonoline soundproof piping systems
* Surface drainage systems
* Ventilation

**FIP(Italy)**: Is a manufacturer of U-PVC, C-PVC, PP-H, PVDF fittings and valves. Manual and actuated ball valves, diaphragm and butterfly valves. Check valves, sediment strainers, flow level systems and flow-meters for industrial applications, piping, water distribution and irrigation. PP Mechanical compression joints for PE irrigation piping; U-PVC and PP clamps saddles; mechanical coupling in steel and cast iron for pipe connections in all materials and diameters; special production of valves in natural PP,ECTFE, ABS on customers request. FIP Fittings are widely used in connection with PVC pressure pipe with solvent socket joints. FIP pressure fittings meets the DIN 8063 and are fully compatible with Pipe made according to SASO Standards.

**Charlotte (USA)**: Is PVC pipe and Foundry Company, Charlotte Pipe is a leader in the production of cast iron, PVC, ABS and CPVC pipe and fittings for plumbing and industrial systems. Charlotte PVC Fittings are designed, manufactured and tested according to ASTM D 2665 and ASTM D 3311 for DWV application. Cast Iron Charlotte pipe & Fittings are designed, manufactured and tested according to ASTM A74, CIPI 301, and CISPI 310.

**FRIATEC (Germany)**: From the leading manufacturer of Electro Fusion Fittings in Germany, National marketing has associated its self to the high end quality of Friatec fittings, these fitting are designed, manufactured and tested to meet the requirement of DIN EN 1221. Range of products is up to 225mm, coupling up to 630mm with SDR11 & 17 dimension.

* **List of major projects:/ success stories by NAMAT**

**K.S.A. Projects:**

* King Abdullah University for Science and Technology Jeddah-KSA
* Princess Nora University Riyadh-KSA
* King Abdullah Financial District Riyadh-KSA
* King Abdullah Economic City Jeddah-KSA
* King Abdul-Aziz International Airport Extension Jeddah-KSA
* Jabal Omar Project Mekkah-KSA
* Shamiah Project Mekkah-KSA
* Jizan Economic City Jizan-KSA
* Knowledge Economic City Medinah-KSA
* Al Qasr Project Riyadh-KSA
* Power Plant (PP-10) Project Riyadh-KSA
* King Saud University –Female Campus Riyadh-KSA
* Information Technology & Communication Complex Riyadh-KSA
* Shams Al Riyadh Project Riyadh-KSA
* Al Khobar Lakes Khobar-KSA
* Maaden Diammonium Phosphate (DAP) Project Ras Al Zawr-KSA
* Royal Commission Housing Projects Jubail-KSA
* King Faisal University Infrastructure Hassa-KSA
* Saudi Aramco North Park Office Dhahran-KSA
* Municipality dewatering Lines Jubail-KSA

**Other Countries Projects:**

* Hosban – Alkafreen irrigation network - Jordan
* Kosty water supply - Sudan
* Mall of Qatar project- Qatar
* Nouakchott University- Mauritania
* African Bank head quarter in Abidjan - Cote D Lvoire (Ivory Coast)
* Aqaba water transaction mainline- Jordan
* Al-Jaber Camp water line- UAE
* New main Customs project – Tunis
* Abu Dhabi Water Network -UAE
* Al Ain/Abu Dhabi Water Line Project -UAE
* Al Shoyeba Project -Qatar
* Ras Lafan LNG-JGC Corporation Project –Qatar
* Oil Plant Project –Qatar
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