



Welcome Note

April 16, 2013

Greetings to our visitors... regulars and newcomers alike.

It's hard to believe that the first quarter of 2013 is already well behind us and despite the rather slow start for us so far, we remain quite optimistic about our prospects for the rest of the year. We continue to seek out opportunities to expand our footprint further in existing segments and are also exploring new markets.

We usually start with a few updates from the past quarter that we believe are worth sharing:

- Building on some of the successes from late 2012, we completed the delivery and installation of the 36 PHSI bottle-free drinking water dispensers at Oberoi Hotel and its staff house.
- To complement the dispensers, we also delivered to Oberoi Hotel a large number of *Retap* glass bottles for use by the hotel staff. These high-quality, stylishly designed, award-winning drinking water bottles allowed Oberoi, like Abela & Co., to adopt an eco-friendly *total drinking water solution* by virtually eliminating the use of plastic bottled water.
- We are now actively pursuing similar initiatives with other hotel chains, as they begin seeing the true value of the *Switch* to bottle-free, both in the reduced environmental impact and cost savings.
- Our *solar-to-water* initiatives are in progress and we hope to share some more news in the next quarter about our new, locally designed and built range of products.
- On the major project front, we have a number of active opportunities, particularly in water recycling, sea water R.O., and offshore wastewater treatment, as well our involvement in a large-scale O&G project, where we are offering pumps for water and wastewater services.

While it is still true that projects seem to be slow to materialize, we expect to begin seeing the fruits of our persistent efforts later this year.

Finally, as you surf our Website, we hope you will notice the addition of an important section on the Home Page... the *Customer Testimonials*. Please read the few that we have already posted and stay tuned for more in the future. We are proud to share with you what our customers are saying about us and hope you will one day be among them.

As always, thank you for stopping in and please visit us again and do so as often as your time allows.

Bassem P. Fakhry
President