



Middle East Fuji LLC

3RD QUARTER 2015

IMPA Exhibition and Conference 2015

INSIDE THIS ISSUE:

IMPA Exhibition and Conference	1
ICS and IMPA	3
DAPE and JMSDF Party	5
MEF Sharjah Tour	6
MEF New Warehouse	8
MEF New Employees	9
Employee of the Quarter	10
Best MCs	11
Pizza Party	12
Islamic New Year	13
Leisure	14



This year's IMPA Exhibition and Conference was successfully held at Queen Elizabeth II Conference Centre, Westminster, London on 9th and 10th of September 2015. The event was graced with delegates, sponsors and speakers from marine purchasing and supply industry.

Mr. Saeed Malik, President & CEO together with Mr. R. Hayashi, MD and Captain Peter Machado, COO and with our fellow representatives from Fuji Group led by President Mr. M. Ono attended the biggest event in maritime industry.

The organizers were delighted to announce that the opening for this year's IMPA Exhibition and Conference will be led by HRH Princess Anne.



To insert a quote from COO Stephen Alexander, he said "We are incredibly excited that HRH Princess Royal will be visiting the QEII Conference Centre to open the 2015 IMPA London Conference and Exhibition. It's a huge honour and we at the International Marine Purchasing Association couldn't be more pleased."



According to IMPA Council and Secretariat's recently published news article, IMPA London has its most successful event to date.

The Queen Elizabeth II exhibition hall was once again packed with exhibitors from all over the world, and we were also very pleased to welcome 20 new companies to this year's event.

To read more of IMPA London, please click on the [link](#).

~Ms. Melanie Jane Tarrosa



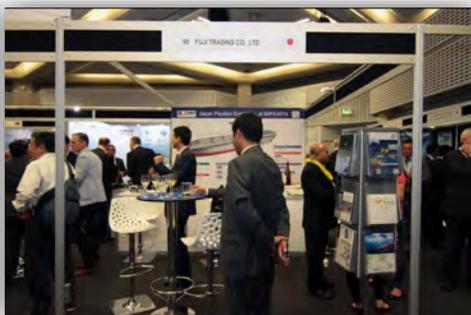
HRH Princess Anne with Mr. M. Ono at Fuji Stand



IMPA Dinner with Mr. Malik and Captain Peter



JSMEA stand with Mr. M. Ono



Fuji Trading Co. Ltd Stand



Dinner in London with SAMSON



Lunch at ISSA Office



ISSA Executive meeting at Baltic exchange London



Mr. Fukuda at IMPA Dinner

Many Hats and Multi-Tasking

In addition to my job at MEF Dubai, I wear two other hats, namely:

- Hon. President of the Middle East branch of the Institute of Chartered Shipbrokers <www.ics.org.uk>
- Vice President for Product Development and Innovation, IMPA London UK <www.impa.net>



Institute of Chartered Shipbrokers (ICS) Executive Council Election

The Institute of Chartered Shipbrokers is the professional body for all members of the commercial shipping industry worldwide. The Institute was founded in 1911 and awarded a Royal Charter in 1920.

ICS sets and examines the syllabus for membership, providing the shipping industry with highly qualified professionals. The Institute of Chartered Shipbrokers is the only internationally recognised professional body in the commercial maritime arena and it represents shipbrokers, ship managers and agents throughout the world.

World-wide, The Institute has 24 branches in key locations and 4,000 individual Members and Fellows. Headquarters are in London, UK. Members of the Institute are committed to maintaining the highest professional standards across the shipping industry and, as part of a professional body, members enjoy the benefits of an enhanced career in the shipping industry.

The ICS UAE branch was established in 1995. We have 266 members and fellows at this time, across the entire range of the marine industry. I took over as President in Feb 2014 for a term of 3 years. I was Vice-President between 2010 and 2013. Notable achievements in my term as President include:

- The UAE branch is now the Middle East branch which currently extends to include UAE, Bahrain, Iraq, Iran, Oman, Qatar and Saudi Arabia
- PQ Examinations for students are held in April and November each year; prep and Knowledge Series courses are planned and actioned by members who volunteer to teach and mentor
- The branch is financial stable and self-sustaining
- Members are active and met 17 times in the last 12 months for networking as well as CPD meetings
- Commencing last year, we host an annual "Students Awards" event with support from the industry. This year MEF is one of the sponsors courtesy of Malik san
- Three office bearers from the ME branch including myself represent ICS on the world stage

The ICS network is exciting and a good place to market MEF and Fuji. Recently I was elected to the Executive Council which consists of only 14 members world-wide. An extremely flattering honour from me as the vote comes from a very elite small group. The Executive Council has delegated powers to make timely executive decisions on behalf of the full Controlling Council. It meets four times a year. We meet next via video conference on the 01st October 2015.

~Captain Peter Paul C. Machado

"Recently I was elected to the Executive Council which consists of only 14 members world-wide"

IMPA – International Marine Purchasers Association

I have served on the IMPA General Council since 1997. My current role is Vice President of Product Development & Innovation. Past areas of responsibility include:

- Membership development, promotion and vetting
- I was instrumental in putting together IMPA's first Diploma Course in Marine Purchasing & Supply together with Lloyds Maritime Academy UK. I edited the books for content and assisted authors in getting the marine aspects correct

All of you (should) know that Fuji Japan is the creator and developer of IMPA's Marine Store Guide, MSG for short. Fuji Japan also owns the IP rights and MSG is now the responsibility of Mr. Y. Tomita who is based at the Fuji Kobe office, who in turn reports to Mr. Y. Fukada. Read a brief history of MSG in the hard copy, in the first few pages.

The 6th edition of the MSG was printed in 2013, with the next edition planned for 2018. The e-copy of the MSG is updated every 6 months.

I am working together with Fuji Japan and the IMPA Colchester UK admin office, on the MSG. Objectives include

- Keeping the MSG current and relevant with new products and or new technology
- Adding a picture to every item
- Building a base for B2B e-Commerce to facilitate integration and automation of the RFQ and quotation response process

Expanding product range to possibly include the oil & gas offshore industry

Over the now +18 years I have been on the IMPA General Council and +43 years in the marine industry, I have enjoyed the opportunity to speak with senior leaders in almost every aspect of the shipping industry including ship owners and managers, machinery and equipment manufacturers, new building and ship repair yards, lawyers and solicitors, ship agencies and marine service providers, logistics and transport companies including warehousing and distribution, sea ports and airports, cargo owners, users and ship charterers, war ships and both, commercial and military bases ashore. I am still young enough to see many of my ideas and dreams put into effective safe and commercially successful practice by IMPA and many different large and small companies. I have never been afraid to share information and knowledge. One way to succeed is always try to be one or two steps ahead – How? Strategize – Innovate – Plan – Action - Monitor.

The marine industry made me the person I am today. I remain deeply grateful and give back to the shipping industry all and when I can, especially when it comes to education, mentoring and vocational guidance. I am a great believer in financial empowerment. A lot of the world problems can resolved by education and irradiating poverty.

What does this mean to the Fuji Group? I find the more I give away, the more I get back. Industry personnel have been very good to me and know that if I am involved, we will work diligently and efficiently. This goodwill is passed on to the Fuji Group, both tangibly and intangibly. I sign off with the line – In the end, all you leave behind is your reputation. In time you will realise, nothing else matters.



~Captain Peter Paul C. Machado

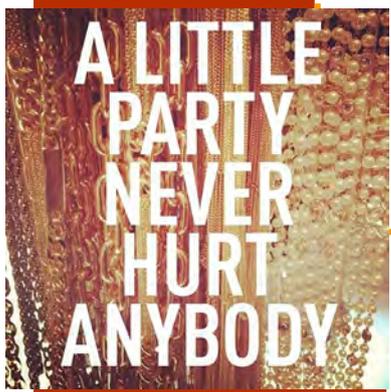
**“One way to
succeed is
always try to
be one or two
steps ahead
How?
Strategize,
Innovate,
Plan, Action,
Monitor”**

MEF - DAPE and JMSDF Party

Djibouti - Middle East Fuji- Djibouti Anti-Piracy Enforcement (MEF-DAPE) team held their first party on July 14, 2015 inviting galley supervisors from Japan Maritime Self-Defense Force (JMSDF). The event aims to strengthen ties between the firm and JMSDF. Project manager Norimitsu Hanaoka along with the team members ardently prepared for the said occasion. John Lee Barrera who was the forefront of the invitation said that the main purpose of the gathering is to establish camaraderie between the company and the client and to create harmonious relationship with JMSDF. Furthermore, he added that it was a celebration of friendship between MEF-

DAPE staff and JMSDF armies and navies, regardless of culture differences and language barrier. The food preparation was spearheaded by Chef Alvin Santos along with Jeffrey Garrovillas and Alfredo Apacible. The team graciously received the guests with mouth-watering Filipino dishes like Sinigang na Hipon (shrimp in sour soup), Pansit Manila (noodle), Pork Liempo (grilled pork belly), Chicken Barbeque, Beef Caldereta and Fruit Salad. The celebration was concluded with everyone's favorite pastime - Karaoke.

~ Ms. Pearl Bello



Japan Maritime Self-Defense Force Representatives Mr. Daisuke Takada, Mr. Takahiro Oshima, Mr. Akiro Otago and Mr. Kenta Kurose strike a pose with MEF-DAPE Team during 14 July 2015 Villa Party .

MEF Tours Sharjah: "Pearl of the Gulf"

"You can't do a good job, if your job is all you do". Work-life balance as others may say.

There's a saying that, "You can't do a good job, if your job is all you do". Work-life balance as others may say. Organizations nowadays should not be ignoring the issue of work-life balance. Providing their employees the time to relax and address personal commitments, without compromising the needs of the business, can really make a huge difference between a good working environment and a great one. Aside from the great working environment, one of the nice things about MEF has offered, is the value that it gives to its employees towards balancing life and work. And we thank our Company for that.

It has always been a part of the annual plan of the Company to engage in some outdoor activities that would provide the employees the chance to release some stress and enjoy the day without thinking so much about work (hopefully for some). If last year, we headed to the capital city, Abu Dhabi, for the Ferrari World, this year, we were privileged to tour around and visit some of the beautiful places in Sharjah, dubbed to be the "Pearl of the Gulf". Last 9th and 10th of August, we had the first tranche of our Annual Company tour, in Sharjah. Since we can't afford to leave the business

operations unattended, it was arranged to be a two-day tour. Teams were divided into two (2) groups and chosen destinations were identified by our Admin team. The Planetarium, Sharjah Aquarium and Maritime Museum, Sharjah Arabian Wildlife Center, Natural History Museum, and Islamic Botanical Garden were on the itineraries.

...Continued



Continued...

It was already 1:00PM and we all need to fill our hungry tummies, we headed straight to El Manza Restaurant where the Moroccan dish is waiting for us. It was a 15-20 minute ride going to the lunch venue and everyone is already eager to taste the dish prepared for us. We arrived at the venue, and instantly loved the place. It was situated at Al Majaz Waterfront where the famous Sharjah fountain is also located.

We finished our lunch around 2:30PM and went to the next stop, The Wildlife Center and History Museum. It took us around 45 minutes or an hour to reach the next destination. Others snooze off during the trip; others enjoyed dancing with the dance music especially our warehouse colleagues. Everyone was having fun.

We witnessed the different fauna of the Middle East Region. We had the chance to see them, up close and personal. From the different kinds of snakes, rats, amphibians, birds, nocturnal mammals, chimpanzees, wolves, hyenas, cheetahs and leopards were all there.

The National History Museum offers a lot of interesting facts. It was divided into different halls where each area of interest is being displayed. We visited the Geology Hall, which presents the origin of the earth and the various theories behind it. Different fossils and ancient artifacts associated with it were also displayed there. We also visited the Flora Hall and Botany section, which presents the different flowers and plants that grows in the Arabian Desert. There's also this Marine Hall, where all information about the underwater and marine life are being presented. These were some of the few halls we have visited. We marked the end of the tour with a group picture outside the museum.

"Different kinds of snakes, rats, amphibians, birds, nocturnal mammals, chimpanzees, wolves, hyenas, cheetahs and leopards were all there."

It was long and tiring day for all of us but one thing is for sure, we really had a great time in Sharjah. We're looking forward for the next tour!

~Mr. Joseph Enriquez





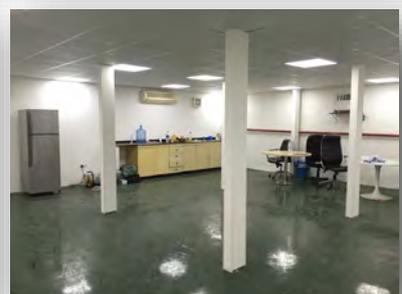
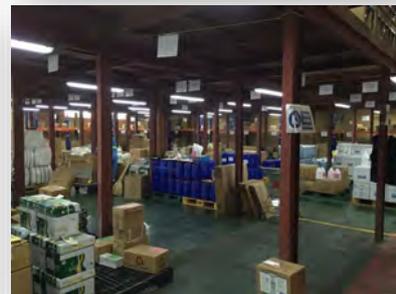
MEF New Warehouse

Middle East Fuji LLC took another great endeavor and invested for business expansion. On the second quarter of 2015, a 4,180.64 Sq. m. new warehouse was invested in order to sustain the insistent demand of the market, almost two times bigger than the existing office and stores. It has been noted that for the past years, MEF suddenly raised its market share and continuously developing for its growth and development.

MEF new warehouse began its full operation on September 2015. This new site is allocated for technical stores leaving only provision stores in the existing premise.

MEF head office will soon to rise in this place.

~Ms. Sarah Jane Autor





MEF Welcomes New Staff

MEF continues to build a bigger and more dynamic family. With arms wide open, we welcome new members to MEF Family.
Welcome aboard!



Mr. Manu
Marine Supply



Mr. Fritz
Marine Supply



Mr. Kiran
Warehouse



Mr. Sabeer
Warehouse



Mr. Joe Mel
Asst. Cook - Djibouti



Mr. Ganesan
IT Department



Ms. Dannah
Marine Supply



Mr. Robert
MEFE



“Some people
DREAM of
SUCCESS while
others **WAKE**
UP and **WORK**
HARD for it!”

-Ms. Melanie Jane Tarrosa



Employee of the Quarter

"The price of success is hard work, dedication to the job at hand and the determination that whether we win or lose, we have applied the best of ourselves to the task at hand"

~Vince Lombardi



Ms. Ishama
Logistics



Mr. Sukumar
MEFE



Mr. Louie
Fujairah



Ms. Kristine
Transhipment

-Ms. Sarah Jane Autor



MEF Best MCs

Study suggests that the second most feared thing by men is death. The most feared of all? Well, speaking in front of a crowd. Most people believe that it is more comfortable being inside the casket than the one doing the eulogy.

As most people say, "you need to conquer your fears", but the hardest part of it is how to put it in action.

Perhaps, that is one of the reasons why MEF has established a tradition that every morning meeting at least one or two staff should share their thoughts, ideas and perception based on the topic that was assigned to them. Majority of us may not agree with this, but we can't deny the fact that it has brought a positive impact to a certain individual, especially in terms of confidence.

The following staff has proven that fear is not a hindrance to achieve something, which is why they have been declared as one of the best MCs as a recognition to these individuals who inserted their time and effort in producing a remarkable presentation.

~Ms. Janine Jamero **As most**

people say,
"You need
to conquer
your fears"

JULY



Ms. Ishama Mr. Pradeep R.



Mr. Joseph Mr. Anthony F.



Ms. Madelyn Mr. Khadar



Ms. Nelia Mr. Dil Kumar

AUGUST



Ms. Eva Stella



Ms. Marina



Ms. Sarah Mr. Farook



Mr. Christian Ms. Anne

September



Mr. Anthony B. Ms. Veronica



Ms. Lyn Mr. Pradeep R.



Mr. Glen

Pizza Party

"The two most important days in your life are the day you are born and the day you find out why."

-Mark Twain

Life passes so quickly when you are having fun. We must be having a great time because suddenly we have to add one more year to your age. I hope this birthday is a great one!

Happy Birthday!!!



Believe in yourself
Invest in new challenges
Remember all past triumphs
Trust your instincts
Have faith in your abilities
Desire only the best
Affirm your strengths
You've got what it takes!



-Ms. Melanie Tarrosa

Happy Islamic New Year 1st Muharram 1437

Thursday, 15th October 2015

The **Hijri New Year**, also known as **Islamic New Year** (Arabic: رأس السنة الهجرية Ra's as-Sanah al-Hijriyah) is the day that marks the beginning of a new Islamic calendar year, and is the day on which the year count is incremented. The first day of the year is observed on the first day of Muharram, the first month in the Islamic calendar.

Commencement of Islamic Calendar

Islamic Calendar was initiated by **Prophet Muhammad** (Peace be upon him). It is also known as Hijra Calendar as it is based on the migration of Prophet Muhammad (Peace be upon him) from the city of **Makkah** (not Mecca) to the city of **Madinah** when it became impossible for him to live with his followers in the city of Makkah (Saudi Arabia). He was welcomed by the people of the city of Madinah.

There are twelve months in Islamic calendar:



Beginning of Islamic Month

The starting of Islamic Month is declared by **UAE government** subject to the sighting of the moon. There is a set Islamic Lunar Calendar based on astronomical calculations.



What are the lessons people most often learn too late in life?

Khaleej Times 22-August-2015

- ◆ Time passes much more quickly than you realize.
- ◆ If you don't take care of your body early then it won't take care of you later.
- ◆ People are far more important than any other thing in your life. No hobby, interest, book, work is going to be as important to you as the people you spend time with you as you get older.
- ◆ Money talks. It says "**Goodbye**". If you didn't plan financially for your old age when you are young you will wish you had.
- ◆ Any seeds you planted in the past, either good or bad, will begin to bear fruit and affect the quality of your life as you get older for the better or the worse.
- ◆ **Jealousy** is a wasted emotion. People you hate are going to succeed; people you like are going to sometimes do better than you did.
- ◆ That big house you had to have becomes a bigger and bigger burden even as the mortgage gets smaller. The cleaning, the maintenance, the stairs, all of it... becomes less attractive every day. Your possessions own **YOU**.
- ◆ You will badly regret the things you **DIDN'T** do far more than the things you did that were "**WRONG**" - the girl you didn't kiss; the trip you didn't take; the project you kept putting off; the time you could have helped someone. If you get the chance - **DO IT!** You may never get the chance again.
- ◆ Every day you wake up is **VICTORY**.

BONUS: It's never too late to become what you wanted to be or might have been if you **START RIGHT NOW!**

~Ms. Melanie Jane Tarrosa

EDITORIAL

EDITOR IN CHIEF

Mr. Ryusaku Hayashi

DEPUTY EDITOR AND LAY-OUT

Ms. Melanie Jane Tarrosa

WRITERS

Captain Peter Machado

Mr. Joseph Enriquez

Ms. Sarah Jane Autor

Ms. Janine Jamero

Ms. Pearl Bello

