

## CENTURY 21 Malta Proudly Welcomes a New Member to its Family



CENTURY 21 Malta has just launched another franchise office in Malta, this time in St Julian's. Owned by Mr Jan Pisani, CENTURY 21 Platinum is the third Century 21 office on the island. Caught in between the prospects of opting for a totally new real-estate agency or one that is already well-known locally and internationally, Mr Pisani was captivated by the possibility of enjoying the benefits that an internationally renowned real-estate agency can offer. Backed up by an established database of properties and strong marketing support, Mr Pisani was only left with the task of finding a good location, refurbish it to the highest standards, and set up a new network of agents.

CENTURY 21 Platinum may be the newest CENTURY 21 franchised broker office on the island, but its dedicated team is determined to promote the CENTURY 21 ethos; that of nurturing customers whilst delivering a positive real estate transaction experience.

The CENTURY 21 system boasts 6,900 independently owned franchised broker offices in 78 countries/ territories worldwide with more than 101,000 independent sales professionals. CENTURY 21 Malta is now the master franchisor of CENTURY 21 Zenith Realty, CENTURY 21 Fortizza and CENTURY 21 Platinum.



Keeping in Touch is the monthly newsletter of Famalco Group

# Human Resources Notice Board

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Gilbert Ellul	30
Etienne Mallia	30 - Director

## Birthdays in January



## Sum Donated to Puttinu Cares

The sum gathered for the directors' Christmas presents this year totaled €1,000. The directors doubled this and donated the lovely sum of €2,000 towards Puttinu Cares. Puttinu Cares Children's Cancer Support Group is a non-profit organisation that is constantly working on projects with the aim of improving the lives of affected children and their families, as well as financially supporting their treatments.



This gesture of goodwill, which was repeated this year following the success of previous years, is a reflection of what Famalco Group believes in; joining forces and contributing for a good cause to aid our community.

## Newly Established Fire Wardens Ensure Maximum Safety at Famalco Group

Representatives from each business unit within Famalco Group had the opportunity to attend a Basic Fire Awareness training session. Training was provided by Pace Fire Prevention, and was delivered by a trained fire fighter with hands-on experience. Topics covered included legal requirements, fire prevention, kinds of fire extinguishers and their categorisation. Attendees also learned how to deal with emergency situations and concluded with a fire extinguishing practice session.

All attendees got a certification that recognises their newly-acquired knowledge in the field, and are now set to become the company's official fire wardens. They are expected to play a key role in the Emergency Evacuation Procedure. However, regardless of the training and efforts by Famalco Group to ensure safety at the workplace, it cannot be stressed enough that *prevention is better than cure*. Each and every employee should avoid emergency circumstances and highlight any potential hazards which may be visible or very likely to occur.



### Quote of the Month

**Challenges are what makes life interesting, and overcoming them is what makes life meaningful.**  
-Joshua J. Marine

## Recruits in December 2017



**Nureden Sultan**  
Sales Person  
Fruitland Co. Ltd.



**Amanda Gail Galea**  
Payroll & HR Administration Assistant  
HR Department



**Ali Abdala Muse**  
Yard Labourer  
Fahrenheit Freight Forwarders Co. Ltd.



**Antonio Caruana**  
Warehouse & Delivery Person  
Fahrenheit Freight Forwarders Co. Ltd.

### Keep Some Snacks Around

Having a piece of fruit or a handful of heart-healthy nuts in the morning and a low-sugar cereal bar in the afternoon has been proven to keep your mind sharp and your energy high, therefore increasing productivity. It will also help you feel satisfied and maintain the recommended balanced diet.



# Our Investment in Young Talent Makes us Relevant



Ryan Micallef and Samuel Mamo are back from training courses covering new technical features and adjustments within their respective fields of operation.

Following the introduction of the 9<sup>th</sup> Harley engine in history, mechanics at Fapi Motors underwent all the training possible to deal with this engine in a trouble free manner. By attending MY NEW PRODUCT TRAINING and 305 MIDDLEWEIGHT POWERTRAIN, Ryan Micallef had the opportunity to disassemble and rebuild bench engines, learn about service procedures and learn the ropes of the service wear limits of this new powertrain. He performed a complete dismantle of both a Sportster and a Revolution X engine to assess the condition of components and determine whether they are to be reused, serviced or replaced.

In turn, Samuel Mamo has just completed the Gilbarco Automatic Tank Gauging Training held in Kent. This equipped the young Sales and Services Engineer at Fritz Energy with the skills to install, set up and service the automatic tank gauging equipment. Such training, coordinated by Gilbarco Veeder Root, ensures that Fritz Energy remains the leader in the engineering field with its distinct specialisation in tank gauging consoles and sensors.

This training and investment in our employees and in the latest technologies allows us to hold our position as the most outstanding service provider in the respective industries we operate in. Our pursuit for excellence is only possible with a workforce that is fully trained and tuned in to the latest developments and market trends.



# Fruitland Company Joins in on Natalis Notabilis's Christmas Wonderland



Famalco Group is a strong believer of giving back to the community, which is why it is always striving to sponsor numerous events around Malta. Fruitland Company was one of the main sponsors for Natalis Notabilis; a magical Christmas wonderland that filled the narrow streets of Rabat between the 7<sup>th</sup> and 11<sup>th</sup> of December.

Visitors had the opportunity to visit the fantastic Christmas market and wander around rows of decorated wooden stalls displaying a selection of artisan products. There were traditional Christmas food items and beverages such as imbuljuta and qagħaq tal-għasel, some of which came straight from the Franciscan Friary's oven!

Fruitland Company, which is the local distributor of the Fatina brand, provided a selection of Fatina dried fruit and nuts for visitors to enjoy during the event. Every Fatina product is full of nutrition and flavourful nut goodness that have been present on Christmas party tables for more than seventy years. This surely made them an enjoyable snack for guests to munch on.



# A Closer Look at: Fruitland Company

Our story begins shortly after World War II, where a long line of established fruit and vegetable importers set up their business through a humble fruit stall along the busy Liesz Hill of Valletta on the Grand Harbour Waterfront. The kind of perseverance and dedication Antonio Mallia and Sons showed towards the trade inspired the current directors of Fruitland Company to build on a three generations' legacy of fresh produce trade.

Although the company was officially set up in 1994, work on the Fruitland project had started from long before. In 1984 the current directors were already heavily involved within the trade; from the onset, the ambitious vision to eventually expand into diversified sectors was clear.



*The busy Liesz Hill decades ago.*



*Director Hermann Mallia back in the days.*



*Break time for Director Sandro Mallia*



*The warehouse today.*



Fruitland Company imports and distributes fresh fruit and vegetables to a large amount of shops and supermarkets around the island. Our main concern is quality, which is why our exclusive brands, GIOIA bananas, Mela Valentina, Diamond Walnuts and Fatina Nuts, amongst others, reach numerous stores on a regular basis and are made readily available to our loyal customer. We provide a year-round supply of all varieties of fruit for the local market and specialise in the banana trading industry for overseas markets.

At the moment, Fruitland Company is investing in new machinery and various additions to its warehouse, all of which aim to facilitate the ever-increasing work of importation and distribution on a weekly basis. Last year alone, a new cold room was installed, together with a display unit for its exclusive brand, and the development of offices both on the first and ground floor.

Our dedicated team, under the management of the directors as well as the leadership council, has contributed greatly to Fruitland's vision. With a determined and hard working mind-set, our aim is not only to continue, but to multiply the success that Fruitland has been enjoying for twenty two years.