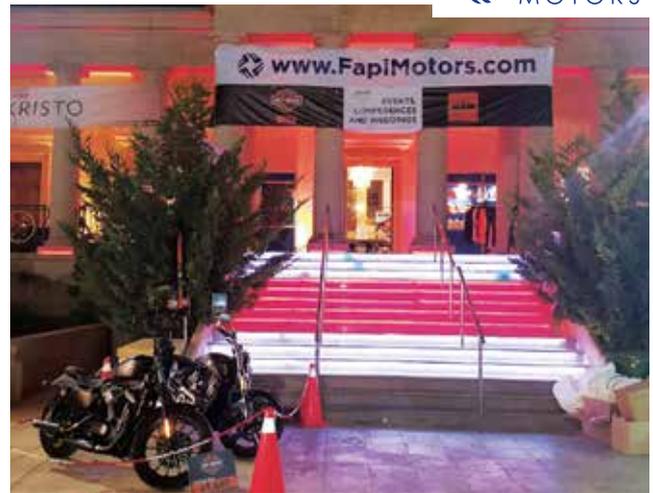


Fapi Motors Strengthens Brand During the 2016 Fiera il-Kbira



During the 2016 Fiera il-Kbira in Montekristo between the 7th and the 17th of July, Fapi Motors took an active part by setting up a stand which featured their bikes and accessories, and further exposed themselves to the Maltese market. During the Festival, representatives of Fapi Motors successfully sold three motorbikes; two KTM motorcycles and one Harley-Davidson bike, together with €1,300 worth of merchandise.

Fapi Motors was thrilled to welcome people who had not heard of the company before and were introduced to Fapi Motors as the official distributors of the Harley-Davidson and KTM brands during the Fair. Coverage was also given to KTM bicycles, as well as Fapi's spare parts division. Members of the team became familiar with other participants, and established new business contacts for the Group. The success that Fapi Motors enjoyed from this event would not have been possible without a hardworking team that was present on a daily basis from 5.00 pm to around 11.00 pm including weekends.



Fruitland Continues to Build Bridges with Foreign Suppliers



Last month, Fruitland Company representatives visited Mercabarna; a major wholesale market in the south of Europe that caters for fresh fruit and vegetables.

Fruitland representatives were invited to talk with prospective importers from Spain and took the opportunity to meet up with suppliers they are currently in negotiation with. This was done in light of the company's constant aim to strengthen already existing relationships as well as expand its network and import the best quality products for the local market.

The Mercabarna food estate is located in Barcelona, where over 700 companies are dedicated to marketing their fresh produce. Around 350 firms specialise in the processing, packaging, distribution, importation and exportation of fresh fruit, and Fruitland's representatives enjoyed the opportunity to get some useful insight from the 40 years of experience merchants had to share.



Keeping in Touch is the monthly newsletter of Famalco Group

Human Resources Notice Board

Birthdays in August

Cornel Moiceanu	5th
Joseph Calleja	6th
Emanuel Borg	10th
Rebekah Ohayon	12th
Antoine Sciberras	16th
Louis Micallef	18th
Ronnie Spiteri	19th
Joseph Scicluna	22nd
Tony Zerafa	27th
Christian Mangion	28th
Kevin Schembri	28th

Famalco Weddings

May your life together be long and fruitful,
your days happy and blissful.

“What greater thing is there for two human souls, than to feel that they are joined for life – to strengthen each other in all labour, to rest on each other in all sorrow, to minister to each other in silent unspeakable memories at the moment of the last parting?” George Elliot



Congratulations to Jean Karl Zammit and Hayle Zammit for tying the knot on the 18th of June. Good luck from all of us at Famalco Group.

Quote of the Month

“Correction does much, but encouragement does more.”

Johann Wolfgang von Goethe

Recruits in July 2016



Edward Bonello
ICT Administrator
Famalco Group



Samuel Mamo
Sales & Services Engineer
Fritz Energy Ltd.



Francesca Schembri
Administration Clerk
Fahrenheit Freight Forwarders Co. Ltd.



Dylan Micallef
Junior Accounts Clerk
Accounts Department



Simon Darmanin
Local Trailer Driver
Fahrenheit Freight Forwarders Co. Ltd.



Magdalena Velkovska
(Interpreter & Legal Assistant)
Fahrenheit Freight Forwarders Co. Ltd.



Terence Ciantar
Excavator Operator
Faceworks Ltd.



Congratulations to Laura Sacco and Glenn Sacco for tying the knot on the 23rd of July. Good luck from all of us at Famalco Group.

Health Tip...

As the phrase goes: “move it or lose it”. Standing burns more calories than sitting, so if you’re working in an office, you need to start thinking of how you can start getting out of your chair more. Try standing up while talking on the phone, or skip emails and walk directly to the individual you need to talk to and tell them in person.



e.Workforce - Educating & Empowering

The Famalco Group's training program for July included a training session about Aviation Security. This session is delivered every year to seasoned as well as new Fahrenheit Warehouse and local transport employees. This session was delivered on the 8th July and aimed at setting a standard on the operating procedures related to security controls needed in the air cargo supply chain. Various subjects were tackled including historical facts of unlawful interference which helped in the development of security procedures. Also, the company's responsibilities as a Regulated Agent and the procedures on how to make sure of the required high level of security were dealt with starting from loading of cargo till hand-over to airport employees. Certificates of attendance were distributed to all those who participated.



The 26th July saw a Health & Safety training session delivered to employees from Faceworks, Fulani Properties, Fahrenheit and the Health & Safety Department. The roles and responsibilities of Management, and employees as well as the statutory and legal requirements for the excavation, demolition and construction sectors were prominent on the agenda. Safe Systems of Work and thinking about hazards and risks proactively are two key points on which the trainer focused and upon which a constructive discussion ensued among the trainees.

Employees from the real estate companies Century 21 and Coldwell Banker were also instructed in various subjects such as how to handle of clients' objections in a constructive manner in order to build trust which is key to lead the customer to an eventual closing of a deal. Sessions about anti-money laundering due diligence and the new Century 21 Intranet System were also delivered to have all employees up to date with local legislation and the information system respectively.



2016 Summer BBQ

On the 29th July, Famalco Group held a sumptuous annual company BBQ, at The Olive Gardens, just outside Mdina. This wonderful evening gave the company the opportunity to chat, laugh, relax and get to know each other better.



The food on the evening was absolutely outstanding; a full 5-star barbeque, delicious canapés, beautiful desserts and even jars of sweets for guests to enjoy.

Photo Booth Fun



A terrific feature of the evening was the Photo Booth installation, giving all guests the chance to get together and pose for a sequence of photos, along with a selection of fancy dress items. The results were hilarious! With all the photographs compiled into an album, the Photo Booth pictures are an excellent memory of the night.

Hermann's Birthday

The night was capped-off with a celebration and presentation for Hermann's birthday. Gifts from all of the staff were presented and a cake cut; wishing Hermann an excellent birthday from all the employees of The Famalco Group.



Fulani Properties are in Full Swing This Summer

Currently, Fulani Properties are busy working on multiple projects in collaboration with their sister company Faceworks Ltd, to provide Famalco Group with a new set of offices, and prospective home buyers with substantial residential investment opportunities. Fulani Properties are currently underway with 3 building sites in Haż-Żebbug, in an area known as Hal-Mula, which is planned to yield a total of 120 finished apartments upon completion.



The first site measures 1,180 sqm, with a planned start in construction sometime around February 2017 to be completed by December 2018. The second site, larger in size (1,715 sqm), has work starting this September 2016; this project has a planned completion date by December 2018. Construction work on a last site, the smallest of the three (300 sqm), has already been initiated, with the intention of being completed by October 2017.

Faceworks Ltd. will be taking care of the excavation work for all of the three sites. Architecture for the project is being taken care of by architect Colin Zammit from the Maniera Group, and Zahra Construction Ltd has been entrusted with some works on the smaller site. Fulani Properties' main focus at the moment is the completion of the new company offices in Mdina Road, Attard, opposite the Fapi Showroom. Finishing works in some of the offices are in progress, with the intention of having the location finished by the first week of August, and allowing the relocation to take place during the month. The new offices will cater for added office desks and meeting rooms as well as storage as required.



Factory Training for Fapi Motors Mechanic

Fapi Motors has sent one of their motorcycle mechanics, Ryan Micallef, to a weeklong training session at the KTM premises in Austria. This training course takes place once a year and is an opportunity for international branches of the brand to learn about the newest updates. Representatives were kept up to date with the changes that KTM are implementing in their motorbikes and how they must be handled in cases where repairs of the newest models are needed.

The training course was spread out across five days; the first two days consisted of members familiarising themselves with the most recent updates, and a following three days of hands-on experience. Employees got the chance to work with the new ABS systems and transport locks, dealernet and other diagnostic functions across four KTM motorbike models.

“What we have learned on the course is not something that you can learn from anywhere else. It was a great experience where a group of people working for KTM got the chance to meet each other and share experiences. It is definitely something I would want to do again in the future.”



A Giant Joins the Faceworks Family



Faceworks has always invested in equipment that prioritises productivity, safety and ease of service, and the Case excavator 1121F is no exception. With its long wheel base that offers optimum stability, together with an extra large 5.715m bucket that allows for efficient truck loading and aggregate operations, productivity is maximised. Its four power modes increase efficiency by giving operators the ability to match power according to the job at hand. Its standard engine shutdown feature adds a 30% increase in fuel saving and allows the owner to control engine idle-time.

Safety is added thanks to a rear view, wide-angled camera which sends live, full-colour video to the driver. Its environmentally-safe fluid drains and ground-level check points make maintenance even easier. Over all, this piece of equipment is a valuable addition to an already existing large fleet of equipment that keep Faceworks at the top of the excavation and demolition business.



From the Famalco Family - Joseph Salerno

I joined the Famalco Group after deciding to leave my position as a bank manager. I believe in merit and being a real estate agent for Coldwell Banker gives me the opportunity to get rewarded for my efforts, while allowing me to personally flourish and also contribute to the growth of the company.

My first job was in catering. I was a Lido attendant and waiter back in the 1980s.

The best part of my job is spending my time dealing with clients. I love meeting new people and I enjoy getting to know them individually, learning how to deal with them differently and at the end of the day, build relationships which will last a life-time.

The worst part of my job would have to be dealing with the disappointment. Unfortunately, the clients you handle do not always appreciate the effort that you put into finding them an ideal home.

When I was a child I wanted to grow up to be a footballer. I think I was a pretty good player; however, there were no opportunities at the time and while I enjoyed my time playing with Floriana, I had to eventually move on.

If I were to join another Famalco company it would be in a place where I would have a management role. I like doing things which are out of my comfort zone; I welcome new challenges with a smile and look forward to learning new things. My background in management would help me take the first step into a whole new sector.

When I am not at work I relax by keeping myself active. I swim, walk, jog, you name it, and while my body is not what it used to be, I try to train in other fields to keep fit. I also love to socialise.

A perfect day for me is one which is identical to any other. Life is a gift and every day should be perfect; I always try to keep a positive attitude.

My ultimate dream is to keep working. If I am healthy enough to keep working till the very end, I would be the happiest person on earth. I want to excel in my work and part of that comes from becoming confident with time and delivering good results. I hope to be able to do that for as long as I possibly could.

I am happy all the time. Whilst money is important, it is not all there is. If you are good at what you do, there is no reason to



ever be unhappy. Whatever I do, I try to do well, be it cooking, watching something or spending time with my family.

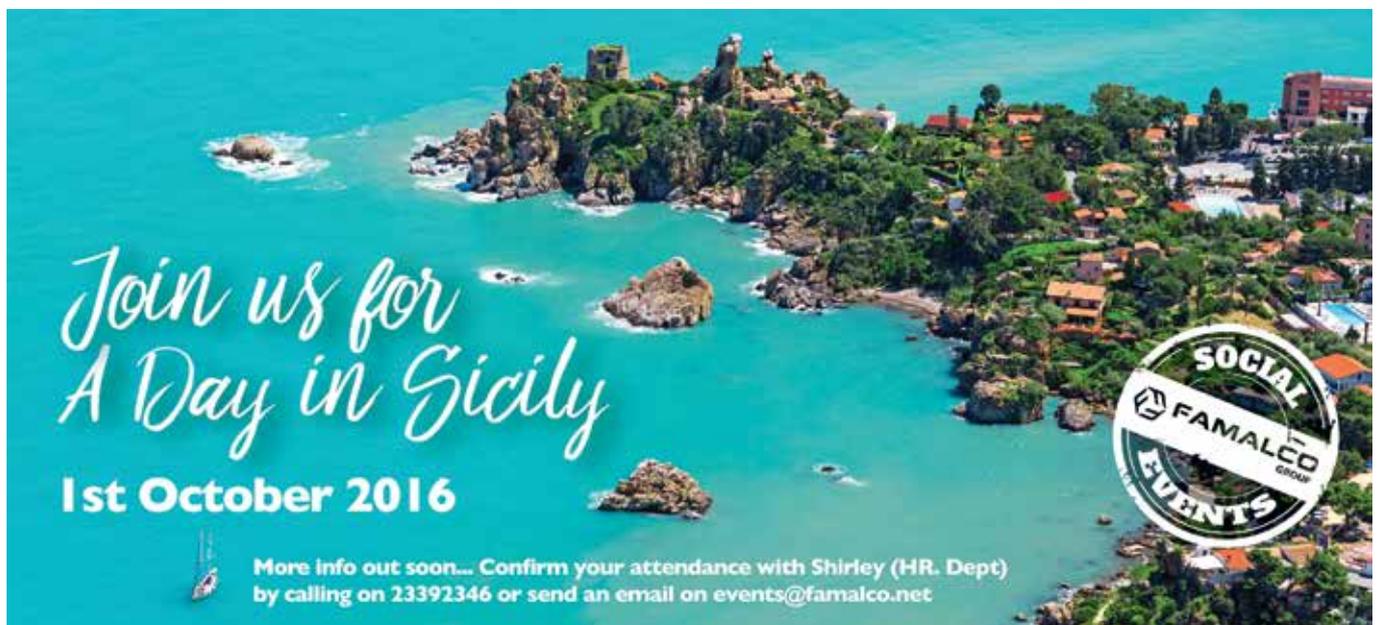
If I could have a coffee with anyone, dead or alive it would be Jurgen Klopp, a coach for the Liverpool team with motivational skills so excellent that he could motivate a donkey to grow wings and fly. His positivity is something I aspire to and listening to him talk would just be amazing.

My favourite food is pasta. No particular kind, any type of pasta is good pasta.

Something that many people don't know about me is that while I may seem to be a very outgoing person on the outset, I am actually quite shy up until I get to know someone better.

If I had a superpower it would be the ability to help those less fortunate than I. As humans, we are innately selfish and think only about money. Helping others involves bringing social justice to our societies just as much as giving them money.

If I could go anywhere in the world you would find me in Rio de Janeiro. As a place known for its strong football skills, as well as the Brazillian Carnival, it is somewhere I have always wanted to visit and would love to spend time exploring.



*Join us for
A Day in Sicily*

1st October 2016

More info out soon... Confirm your attendance with Shirley (HR. Dept) by calling on 23392346 or send an email on events@famalco.net

