



Jordanian Delegation to

SEMA
SHOW

November 4 - 7, 2008
Las Vegas Convention Center
Las Vegas, Nevada, USA

AAPEX
AUTOMOTIVE AFTERMARKET PRODUCTS EXPO

November 4 - 6, 2008
Sands Expo Center
Las Vegas, Nevada, USA

Organized by:
U.S. Commercial Service
American Embassy

CORE BUSINESS

The core business of the U.S. Commercial Service is providing timely, relevant, customized business solutions to assist U.S. firms enter and develop the Jordanian market. We do this through a combination of cost effective basic and specialized services including:

- **Market identification and entry:** We can provide key marketing facts about your product, including sales potential, comparable products, distribution channels, market price, and qualified purchasers. This service is called Flexible Market Research.
- **Partner identification:** We can identify and provide you with a profile of pre-qualified representative in Jordan from a fraction of the cost of conducting the search on your own. This customized search for agents, distributors and representatives, termed an International Partner Search will put you in touch with firms that have expressed an interest in representing your product or service.

If you plan to visit Jordan, we recommend our Gold Key Service, which combines orientation briefings, a profile of each Jordanian prospect, information on commercial regulations, interpreter services, and a local Commercial Specialist to escort you to your appointments. Normal duration of the service is one to two days, with no more than four appointments per day.

- **Partner Competency:** We can provide an in-depth profile of a potential partner, using a Dun & Bradstreet report combined with our own assessment of the company, drawn from direct meetings and bank contacts. This service is called International Company Profile.

We help U.S. businesses, particularly small and mid-sized companies succeed in the Jordanian market. Please feel free to contact our office in Jordan.

For more information visit www.buyusa.gov/jordan/en.



Mrs. Sheryl Pinckney-Maas
Commercial Counselor

U.S. Commercial Service

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US address only:
American Embassy,
COML Section
APO, AE 09892-9999

Dear U.S. exporters,

Welcome to the U.S. Commercial Service in Jordan. I would like to introduce the fourth delegation from Jordan to AAIW (SEMA & AAPEX). These companies are looking to find American partners to build long and sustainable business relations.

Jordan is making the right moves to establish itself as an important regional and international trading hub, strategically located in the center of the Middle East. Jordan has nurtured a strong relationship with the United States since the 1940s.

The single-most important achievement in U.S.-Jordan trade relations occurred in December 2001, when the Free Trade Agreement between the United States and Jordan entered into force.

The U.S.-Jordan FTA has dramatically boosted bilateral trade, which has increased in just 5 years to over \$1 billion. In addition to the FTA, Jordan's political and economic stability, its good business infrastructure, and its key role as a Gateway to Iraq offer U.S. exporters several reasons to seriously consider business opportunities in Jordan.

Let us help you in providing timely, relevant, customized business solutions to enter and develop the Jordanian market. We do this through a combination of cost effective basic and specialized services such as Customized Market Research, International Partner Search, International Company Profile, Gold Key, Platinum Key and many more.

Please feel free to contact our office in Jordan. For more information please visit:

www.buyusa.gov/jordan/en



Mr. Fareedon Hartoqa
Commercial Specialist
Coordinator

U.S. Commercial Service

American Embassy Amman
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Mr. Hartoqa joined the U.S. Commercial Service in Dhahran, Saudi Arabia in 2002 and came to work in Amman post in 2004. He covers the following major industries and services: Oil & Gas, Mining, Electrical Power System, Building Materials/Construction Equipment, Industrial Machinery, Material Handling Equipment, Safety & Security, Automotive Aftermarket, Hotel/Restaurant Equipment and Furniture.

Mr. conducts market research in his sectors, counsels local and U.S. companies and organizes and accompanies trade missions to the U.S. to attend International Buyer Program exhibitions. Mr. Hartoqa graduated in 1997 with a MA in Political Science from Jordan University.

*Companies Participating in
The Trade Mission to
AAIW 2008*

Abdelmunem Al-Zghier Co.
Ala Ismail Est.
Al-Fateh Auto Parts Co..
Al-Ola Group
Al-Tewfik Automobile & Equipment Co.
Auto Excellence for Service & Parts Co.
Al-Kelani Est. for Tires & Spare Parts
Al-Shomoukh Co.
Belal Hamad Est.
Feras Sbitani Est.
Great Wall Motors
Hamoud Abu Alqah Trading Est.
Int'l Business Center for Trading & Exhibitions
Ishaq Alyan Trading Est.
Murad Eid Est.
New York Cars Co.
Omar Tires Trading Est.
Optimal for Trading and Automobiles
Raed Abu Markhieh Eat.
Rubies for Lubricating Oil
Saed Al-Absi Est.
Tamara Vehicles & Equipment
Unmiat Int'l Trading



Mr. Abdulmunem Al-Zghier
General Manager

Abdulmunem Al-Zghier Co.

P.O. Box 4468
Zarqa 31161 Jordan
Tel: 962 5 365-6020
Fax: 962 5 365-6030
E-mail: al_zgheir_nafez@yahoo.com

Company Profile:

Established in 2004, the company specializes in new and used auto spare parts for cars.

Business Objectives:

Car spare parts and Accessories



Mr. Feras Omar
Partner

Al-Fateh Auto Parts Co.

P.O. Box 510709
Amman 11151 Jordan
Tel: 962 6 474-0825
Fax: 962 6 420-5416
E-mail: alfatehautoparts@yahoo.com

Company Profile:

The company was established in 2002. They import different kind is spare parts and have two facilities, one in Zarqa free zone and another in one in Amman

Business Objectives:

They are looking for American suppliers for auto spare parts & accessories, tires and oils.



Mr. Mohammad Omar
Partner



Mr. Ala' Ismail
General Manager



Ala' Ismail Est.

P.O. Box 363
Amman 11732 Jordan
Tel: 962 7 5933-8343
E-mail: euro.autoteile@gmail.com

Company Profile:

It is a newly established in 2008 to supply and distribute auto spar parts.

Business Objectives:

Looking for American brands for car spare parts.



Mr. Ali Abdulfattah
General Manager

Al-Ola Group

P.O. Box 630601
Amman 11163 Jordan
Tel: 962 6 465-1603
Fax: 962 6 465-1603
E-mail: aliabdulfattah@alolagroup.com
www.alolagroup.com

Company Profile:

Al-Ola Group consists of two intitues, Al-Ola Est for Real Estate established in 2002 and Ali Abdulfattah & Partner established in 2007 that deals with automotive spare parts and accessories distribution in the Middle East.

Business Objectives:

The products they are looking for at AAIW are spare parts, accessories, tires, oils and batteries.

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Email: sales@autoexcellence-jo.com



Mr. Mohannad Zaid
General Manager

Al-Kelani Est. for Tires & Spare Parts

P.O. Box 737
Amman 11947 Jordan
Tel: 962 6 581-4104
Fax: 962 6 556-0673
E-mail: mohannadkelani@yahoo.com

Company Profile:

The establishment was founded in 1988. They are specialized in selling and servicing tires. They also represent several tires brands in Jordan such as Marango from Italy and Tracmax from China.

Business Objectives:

The products they are looking for at AAIW are spare parts, tires and rims.



Mr. Akram Al Haj Ahmad
General Manager

Al-Shomoukh Co.

P.O. Box 521753
Amman 11152 Jordan
Tel: 962 6 416-1112
Fax: 962 6 416-1114
E-mail: akram.clk@gmail.com

Company Profile:

The company that was established in 2007 started as an establishment in 1999. They import automobiles and spare parts to the Zarqa Free Zone.

Business Objectives:

At SEMA and AAPEX they are looking for tires and battery companies to represent in Jordan.



Mr. Belal Hamad
General Manager

Belal Hamad Est.

P.O. Box 521027
Amman 11112 Jordan
Tel: 962 6 478-2100
Fax: 962 6 474-0648
E-mail: hamad_belal@yahoo.com

Company Profile:

The company that was established in 2004. It supply and distribute spare parts.

Business Objectives:

The Establishment is looking for American made spare parts, tires, accessories and oils..



Mr. Ayad Abu Serhan
CEO

Great Wall Motors

P.O. Box 330782
Amman 11134 Jordan
Tel: 962 6 488-7575
Fax: 962 6 489-9103
E-mail: ceo@gwm-jo.com
www.gwm-jo.com

Company Profile:

Great Wall Motors – Jordan is the agent of the mother company of Great Wall Motors – China. The company has a show room and service center in Jordan.

Business Objectives:

The company is looking for spare parts, accessories, oils, batteries tires and filters.



Mr. Feras Sbitani
General Manager

Feras Sbitani Est.

P.O. Box 811968
Amman 11181 Jordan
Tel: 962 6 461-0475
Fax: 962 6 461-0475

Company Profile:

The company was established in 2008 for the purpose of supplying new and used spare parts.

Business Objectives:

They are looking for American suppliers for auto spare parts.



Mr. Hamoud Abu Alqah
General Manager

Hamoud Abu Alqah Est.

P.O. Box 1094
Amman 11621 Jordan
Tel: 962 6 477-5935
Fax: 962 6 412-5483
E-mail: hamoudabualga@yahoo.com

Company Profile:

Established in 2001, they supply and distribute new and used spare parts and automobiles.

Business Objectives:

Looking for American brands for spare parts.



Mr. Naser Qaisieh
General Manager

Int'l Business Center for Trading & Exhibitions (IBC)

P.O. Box 2646
Amman 11941 Jordan
Tel: 962 5 382-6215
Fax: 962 6 535-7333
E-mail: naser@ibc-jordan.com
www.ibc-jordan.com

Company Profile:

Founded in 1999, IBC is one of the major sites for vehicles exhibitions. It is located in Zarqa Free Zone. It contains the largest exhibition and information center vehicles. The center is also used to maintain automobiles and other kind of machines. Through their website, they provide a wide range of different vehicles and accessories for both, the local and regional market. IBC has a good reputation for the quality service they provide

Business Objectives:

Car accessories, new remodeling and recondition technologies.



Mr. Murad Eid
General Manager

Murad Eid Est.

P.O. Box 520454
Amman 11152 Jordan
Tel: 962 6 464-8241
Fax: 962 6 464-8241
E-mail: murad.eid@yahoo.com

Company Profile:

Founded in 2002, the establishment is specialized in supplying spare parts and dealing with used cars.

Business Objectives:

Dealing with suppliers for auto spare parts, tires and oils.



Mr. Ishaq Alayyan
General Manager

Ishaq Elyan Trading Est.

P.O. Box 19071
Amman 11196 Jordan
Tel: 962 6 585-8042
Fax: 962 6 585-8065
E-mail: ishaq_alayyan@yahoo.com

Company Profile:

The establishment started its activities in Aqaba city in 2007 dealing with spare parts, tiers, batteries and car accessories. It has a sister company in Amman under the name of Rami Alyan Trading Est. that deals with the same line of business.

Business Objectives:

They would like to meet with American companies that manufacture/ supply tires, spare parts and heavy equipment.



Mr. Mohammad Khaleel
General Manager

New York Cars Co.

P.O. Box 383
Amman 11947 Jordan
Tel: 962 6 581-8337
E-mail: ttarificars@yahoo.com

Company Profile:

Founded in 2002, the company is specialized in supplying spare parts and dealing with used cars.

Business Objectives:

Dealing with suppliers for auto spare parts.



Mr. Anas Abu Rabie
Marketing Manager

Omar Tires Trading Est.

P.O. Box 1678
Amman 11953 Jordan
Tel: 962 6 416-1750
Fax: 962 6 416-1676
E-mail: abu_rabei@hotmail.com

Company Profile:

They are a whole seller for tires, batteries and inner tube. They are agents for Sime, tires, Bares tires, Deestone tires, Altura tires, Hilo tires, Marcher tires, Solid tires, Nexen inner tube and Max Power batteries. Also, they import Cooper Chengshan tires, Taishan tires and Leao tires.

Business Objectives:

They are looking for American companies in the lines of tires, batteries, inner tube, wheels and car accessories.



Mr. Raed Abu Markhieh
General Manager

Raed Abu Markhieh Est.

P.O. Box 831371
Amman 11181 Jordan
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E-mail: raed.mark@yahoo.com

Company profile

This entity was established in 1997 to imports spare parts for Japanese cars.

Business Objectives:

Auto accessories



Mr. Ghaith Bilbesi
General Manager

Optimal for Trading & Automobiles

P.O. Box 811552
Amman 11181 Jordan
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Fax: 962 6 582-9752
E-mail: optimal@index.com.jo

Company profile

Optimal for trading was established in 1998, the company started with representing the Liqui Moly brand from Germany, from there on the company acquired many other brands from around the world in lubricants, additives, car care and garage equipment such as Conocophilips, Hunter Engineering, Rotary Lits, Fiamm Batteries and many others.

Business Objectives:

Optimal would like to meet American manufacturers and suppliers in their range of products.



Mr. Yasen Salim
General Manager

Rubies for Lubricating Oil

P.O. Box 660
Amman 11941 Jordan
Tel: 962 6 535-3587
Fax: 962 6 535-3587
E-mail: rubies@orange.jo

Company profile

The company was established in 1997 and it is specialized in importing oils, filters and car accessories. They represent the following brands in Jordan:

1- Agip oil 2- Magnum oil 3- Ticnic filters

Business Objectives:

The company is looking for American oil, filter (oil & air) and accessories.



Mr. Saed Al-Absi
General Manager

Saed Al-Absi Est.

Amman, Jordan
Tel: 962 7 9612-5090

Company profile

Established in 2006, they supply spare parts and used cars.

Business Objectives:

Car spare parts and accessories.



Mr. Hassan Qaisieh
Business Development Manager

Umniat Int'l Trading

P.O. Box 2646
Amman 11941 Jordan
Tel: 962 6 533-8008
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E-mail: hassan@umniat.com
www.umniat.com

Company profile

Umniat In't Trading was established in 2007. Their main business is consumer electronics (indoor-outdoor) and automotive such as DVD players, Audio systems, GPS navigation systems and vehicle management systems.

Business Objectives:

Meeting American manufacturers of car audio/video and GPS systems.



Mr. Omar Al-Haj
Public Relations Manager

Tamara Vehicles & Equipment (TVE)

P.O. Box 7373 Amman 11118 Jordan
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E-mail: omar.alhaj@tve-mena.com
www.tve-mena.com

Company profile

TVE is a specialized company that was established to cater Governmental organizations, NGO's and International support & development aid organizations operating in the Middle East and North African markets. Their products and equipment include but not limited to: Light & heavy construction equipment, Forklifts, Container handlers and reach stackers, Trucks and trailers, Generators, Mobile medical vehicles and clinics, Agricultural tractors, and a wide variety of specialized and commercial off the shelf vehicles. They currently represent Hyster, Antonio Carraro, Mammut Industries, Terex, VDL Bus & Coach, Medical Coaches, JCB and B&N Motoren BV. TVE has two active hubs in both Jordan (Zarqa Free Zone) and the United Arab Emirates (Jebel Ali Free Zone)

Business Objectives:

TVE would like to meet American manufacturers and suppliers of spare parts for vehicles and trucks.



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United States of America
Department of Commerce

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