

Jassim Mohammed Al-Ali Al-Wazzan

Quality Maker (1929 - 1989)

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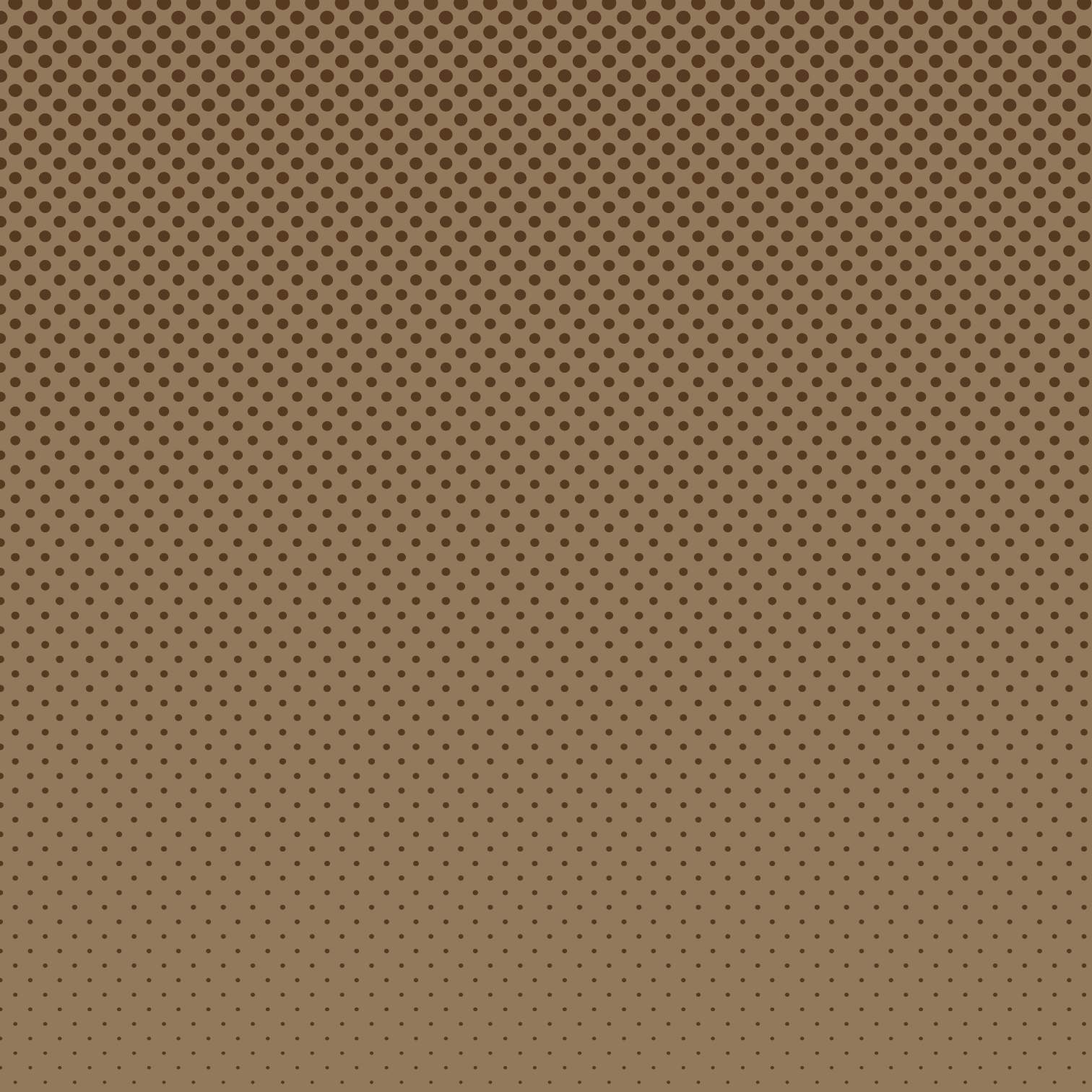


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In memory of my grandfather, Jassim Al - Wazzan, the desire to issue this book has emerged after hearing a lot of stories from my mother about you; I did not have the chance to live with you except through writing these lines.

And I hope these lines will be worthy of you, your children and your grandchildren who follow your footprints.

Talal Al Wazzan

The late Jassim Al-Wazzan making a phone call in his office in 1976.



For those who participated in the making of this book either through interviews, or through suggesting ideas and opinions, you have my greatest thanks.



The late Jassim Al-Wazzan in 1987.

The world was in its forty-eight year of the twentieth century, sobering from the disasters of a grinding global war⁽¹⁾; and Kuwait was not excluded from this war economically until it started to recover by exporting its crude oil shipment in 1946. In the midst of the whiteness of rice and pure sugar, and the smell of the Indian spices which shaped a festival of colors, and the brown and the green tea leaves. A strong-willed young man stood tall, his eyes were filled with confidence, independence and challenge in his shop located in “Altarahi” Souk independent from his father, who took care of him since his early childhood, to become his mentor in trading and in human dealings.

Perhaps, this young man has never imagined that his launch will occur from this small grocery where he is assisted by a single employee working at the evening hours while the young man takes evening lessons in Mathematics and English language. After a while, he opened another shop at the Al-Silah Souk, where he will be assisted by five em-

(1) World War II (1939 – 1945)



The late Jassim Al-Wazzan in 1948

ployees later on. He has never imagined that this journey will last even after his death in 1989 until establishing a company that ranks among the most influential 100 companies in the Middle East⁽²⁾, and its work force is estimated to be more than 7000 employees in 2016.

This young man is Jassim bin Mohammed bin Ali bin Jassim bin Hussein bin Mohammed Al – Wazzan; the eldest son of Mohammed Ali Al- Wazzan, who was known as (bin Mohammed) among his peers.

Jassim was born and raised in the Eastern District in the city of Kuwait in 1929 and his first house was in the central area; at an important period in the history of Kuwaiti economy in general, and the Eastern District in particular. The appearance of the cultured pearls caused a catastrophe detrimental to those who work in the pearl business, including pearl merchants and divers, as part of them were from the Eastern District which led to the shift of their business to ship transportation.

This change did not affect the Al -Wazzan family in general; as the family worked in food manufacturing and undertook the responsi-

bility of weighing cargo that do not get in or out of Kuwait except after passing through the scale. Since the Kuwaiti authorities has generously took few fees off the family, in reverence to the martyrdom of their great grandfather Najim Al-Wazzan in the battle of “Elreka Elbahrya” in 1783 since the reign of Sheikh Abdullah Al-Sabah “the first” till 1951 when the weighing business stopped, the cargo’s owners frequented them, and whoever wanted to weigh their cargo was advised to “go to the weigher/ Al – Wazzan” and since then the family was known as Al – Wazzan.

(2) Forbes Middle East Report for the strongest 100 countries in the Arab World in 2015

رسم الميزان وكلمة الوزان •
الوزان **ALWAZZAN**



قدم عنها الطلب رقم بتاريخ ١٠/١٩٦٨/٢٣
 اشترط رئيس قسم العلامات التجارية لقبول تسجيل
 العلامة الآتي :
 • التعهد بعدم استعمال اي جزء من اجزاء العلامة منفردا
 البضائع والمنتجات المطلوب تسجيل العلامة عنها :
 • المواد الغذائية ، المعلبات المحفوظة بجميع انواعها
 طالب التسجيل :
 جاسم محمد العلي الوزان •
 المحل التجاري أو مشروع الاستغلال :
 منطقة الدسةة • الكويت • ص.ب ١٢٤

The Registration of Al-Wazzan's "Scale" as a brand, Kuwait
 Alyawm Newspaper, Issue No. 791 – year 1968 – p. 120

One of the family members who worked in food trade was Mohammed Ali Al -Wazzan, Jassim's father, who managed his business through "Ablam" for importation and transportation abroad, and one of his "Ab-lam" was called "El-Husseiny", in addition to his ownership of a small shop for retailing located opposite to the "Al-Bahr Mosque" built

in 1898. He was the starting point for Jassim in trading and taught him the ways of sale, purchase and import, and the good of dealing with a consumer.

Family Heritage is very important in forming the individual's identity; a profession such as weighing cannot be performed except by people characterized by their integrity, accuracy and sincerity. The scale has a great symbolism in human life; as it is a symbol of justice, when being fair to someone and evaluating them impartiality without being emotional or subjective, we write "person in the scale" and so on. Jassim Al-Wazzan was not away from this formation in terms of awareness, behavior and treatment, so he became an embodiment of the acquisition of a family inheritance with the ability to cope up with the era's variables and developments to add a new dimension to his character.

If Mohammed Ali Jassim Al-Wazzan was considered Jassim's first school, then there is a reason behind ranking Al-Mubarakiya School in the second place in his educational career.

That school, located in the central district, was the first regular school in the country, founded in 1911 by a group of Kuwaiti elitists led by Sheikh Yusuf bin Issa Al-Qinai. Jassim

Al-Wazzan enrolled in Al-Mubarakiya School after being linked to the Education Council, including learning the Arabic language in terms of grammar and dictation, in addition to learning Mathematics, History, Geography and Islamic education. According to Abdul Aziz Saud Al-Fulaij 's testimony, who has known the late Jassim Al-Wazzan since 1944, he stated that Jassim Al-Wazzan had stopped his educational path during the last high school year. As any other youth, he began to go through work, especially after the reactivation of the Kuwait Oil Company after its semi-suspension state because of the repercussions of World War II.

Al-Fulaij mentioned that education in Al-Mubarakiya School ends at the second grade of secondary education where the entire school years from primary, preparatory and secondary levels were two years for each level; explained that many youth went to work in Kuwait Oil Company because of the lucrative salaries at that time. Perhaps the late Jassim Al-Wazzan wanted to do so from the very beginning. However, in the end, he preferred to work in the Souk, so he worked as a clerk for a food retailer for two years in order to co-exist with the business recalling his family's work in the Souk. Jassim Al-Wazzan declared that "I worked after school for a merchant who imports grains, fruit and vegetables

through Al-Dow from Iran and Iraq, I did not have time to do homework, therefore, I decided that I prefer to work than studying History; so I left school".

After two years of working as a clerk, Al-Wazzan started his new job at the mill of the late Abbas Agha Ali (Mohammed Al-Wazzan's co-partner in groceries and property), on his father's recommendation, as he owned two mills; the first is in Al-Midan Neighborhood in the Eastern District and the second is in Safat Square. The mill was the destination for a lot of customers, especially residents of the East and Al-Midan, as the mill located in Al-Midan street and Al-Mutabbah (nowadays, near the headquarters of the Ministry of Planning) is characterized by the presence of an Indian grinding machine imported by the late Abbas Agha in 1932.



The wooden sign of Al-Wazzan first grocery shop.

Jassim Al-Wazzan kept working for the late Abbas Ali Agha for a year, through which he formed a holistic vision for the food market and the ways to deal with merchants and consumers. Perhaps raising enough money, with the circulation of some tales saying that his uncle Hassan Al-Wazzan had lent him the remainder of the amount requested- for the inauguration of his first grocery when he was almost 19 years old within one year, is considered a sign on the clarity of the goal which Jassim has focused on, and that is to see his name written on a wooden sign on top of his grocery.

When most of the Kuwaiti youth headed to work at the Oil Company, Al-Wazzan witnessed a new era in food consumption. After people have been content with the basic foodstuffs; a new category of consumers in Kuwait appeared with the flow of oil wealth; including labor from neighboring states, which had preferred reasonable material in terms of price and preparation, and people from the west, who liked to buy imported foodstuffs from the west, despite their unavailability in the Souk at that time.

Jassim has grown up along with the glow of his ambition to expand the business, especially after the first oil shipment left Kuwait in 1946, and then the big shifts have occurred in the Kuwaiti society in terms of consumption and labor; as the influx of expatriates came to Kuwait in pursuit of work and livelihood, and it became apparent that many Kuwaitis abandoned the sea and became closer to an important shift in the dietary habits and the consumption patterns. All of them shared the importance of food as a way to live and a source of energy for themselves and their families, and they worked day and night for the sake of providing a living for their families on a daily basis. After that came the next step in the eventful career of Jassim Al-Wazzan.



The late Jassim Al-Wazzan in his office in Kuwait in the sixties.

The Kuwaiti merchant has a prestigious status both in his country or in the regional surroundings, and in the book (The Old Kuwaiti Economy), we find that the author Adel Mohammed Al- Abd Al- Mogny was interested in the character of the Kuwaiti merchant, and a number of its characteristics, which, if we read, we will link them to Jassim Al-Wazzan as a model.

Al- Abd Al-Mogny said: «It seems to us that the character of the Kuwaiti merchant was the main factor in the success of his business in Kuwait, as the Kuwaiti merchant is characterized by integrity, honesty and sincerity and avoids fraud in all his dealings». He added: «The Kuwaiti merchant relies on his word and his commercial honor, and the commercial transactions were made among merchants without an intermediary, and the Kuwaiti merchant would not accept the request for a bargain to be made by an intermediary or to be proved in writing and he considered this request as insulting to him and a notice that he is untrustworthy».

Throughout its history, and since its establishment by the late Sheikh Mubarak Al-Sabah, ruler of the state of Kuwait in 1900, “Altararih” Souk, which is located in the west of the “El-Dahn” Souk, has gone through many transformations, including a resurgence, especially in the summer season, and the closure of most shops during the diving period and the recession in other times. In the case of the late Jassim Al-Wazzan, the biggest change was the decrease in the number of Kuwaitis working at the Souk, as the old generation has either passed away or retired, and the youth preferred to work in private and public sectors. The presence of Al-Wazzan in his shop was a source of confidence and comfort in trading for the domestic consumer who headed to the Kuwaiti young man standing in the middle of his shop surrounded by many shops which handed over the responsibility of selling to non-Kuwaiti labor.

Despite his engrossment in work and taking charge of the shop per-



The late Jassim Al-Wazzan, his brothers Abdul Aziz (on his right) and Jaafar (on the far left) hosting a dinner banquet in honor of the visit of Mr. David, the representative of Claire Dutch Agency in Al-Dasma House in the sixties.



The late Jassim Al-Wazzan in the middle, in the occasion of his two brothers wedding ceremony; the late Abdel Latif on his right and Jaafar on his left.

sonally, Al-Wazzan realized the importance of learning many accounting lessons that were necessary in his work; in addition to learning the English language, which began to gain importance in Kuwait due to the influx of foreigners who speak English either as a native language or as an alternative medium to the Arabic language. In order to achieve compatibility between study and work, Al-Wazzan has appointed an assistant to take the lead in the shop for the evening shift until Al-Wazzan pursues his educational achievement.

The acquisition of the English language was of a great importance to the late Jassim; since speaking English was not confined to foreign customers, as it is the language of communication with commercial brokers who visit Kuwait occasionally to make export and import deals with Kuwaiti merchants, and the concept of the exclusive dealer has not spread yet. Al-Wazzan, like other merchants, dealt with brokers who are not residing in Kuwait, and he realized that their irregular visits may not provide him with the consumer's desired goods throughout the year, especially since foodstuffs are non-seasonal goods and on high demand all the time. Jassim Al-Wazzan said: « most of the things that we have sold were imported from western production companies». Not to mention the development of the postal sector, and the tele-

gram and phone services at the time. These reasons formed additional motives in the implantation of his idea to communicate with the main companies to import their goods without the need for a broker; achieving two important goals which are the availability of goods throughout the year, and getting rid of the broker's commissions.

حكومة الكويت

دائرة المالية والاقتصاد

مراقبة السجل التجاري

رقم السجل التجاري : - ٢٧٢

الإصدار / ٥ / ١٩٥٩

شهادة تسجيل تاجر

ان مراقبة السجل التجاري تثبت ان التاجر جاسم محمد الوزان
قد تم قيد بتاريخ ١١ شباط والعشرين من شهر تشرين الثاني ١٩٥٩م في السجل التجاري في
الكويت تحت رقم ٢٧٢ مائتين واثنين وسبعون وفقا لنصوص المرسوم الأميري
رقم ١ مالية لسنة ١٩٥٩ .

مراتب السجل التجاري



التسجيل رقم

A merchant registration certificate belongs to the late Jassim Al-Wazzan after the promulgation of the Emiri Decree No. 1 for the fiscal year 1959.

In the early fifties, the Kuwaitis' commercial compass headed towards Europe, in an important change that goes along with the change in Kuwait. Jassim Al-Wazzan was not satisfied with communications and correspondence, so he began to travel to the European continent where he visited several countries to explore new products and to visit the factories in order to get the rights of an exclusive dealership from any of them. In this regard, the late Jassim Al-Wazzan said: «I had contacted companies producing consumer goods all over the world asking them to provide us with what we need directly, and to prepare the procedures from shipping documents to payment notices».

نبات
١٠٠٪

كلارا

المصنوع
السويدي



كلارا

تفضله ربات البيوت
في جميع انحاء العالم

لطعمه اللذيذ
ونكهته التي تفتح الشهية

اطلبوه من جميع محلات البقالة
في الكويت

من ١٢٤
٣٣٣٦
٣٤٤٢

جاسم محمد الوزان

الوكيل العام
في الكويت

Published in Al-Arabi Magazine, September 1966 - Issue 94.



Claire, with her wide eyes, black hair and wide smile was the door that led Jassim Al-Wazzan to the second phase of his trading dream, as he became a registered commercial agent for Claire’s ghee and vegetable oil manufactured by “Ideal Creamaries” Company in Holland, the country that took in the economic recovery like the rest of Europe and the recovery after the horrors of World War II. Claire’s oil tin cans, with their yellow color, and Claire’s ghee blue tin cans stabilized in Jassim Al-Wazzan’s shop, making this new product the most widespread product in the market among housewives who cooked the best dishes for their families, after the ghee (Al- Adanii fat) was the main element for the table.



Jassim Al-Wazzan in 1976

Jassim Al-Wazzan, in his visits and correspondence, was thoughtful of the teachings of his religion in terms of the absence of ingredients forbidden by Sharia in his products. Claire Oil was an example of his vision of the type of goods that he wanted his name to be attached to. «Quality and Halal» was the slogan for the type of goods he wanted to be the exclusive dealer thereof and to bring what it is new in the world of foodstuffs and

consumable items.

Mr. Abdel Aziz Saud Al Fulaij recalled in an interview: « the reason behind the spread and the popularity of (Claire’s brand) was not only because it was good, but also because Jassim opened several branches of his shop where he distributed this product, so that it was prevailing and accessible to everyone».

With the opening of his new grocery in «Al Silah Souk», and the appointment of five employees, Al-Wazzan continued to contract with European and American food companies, such as: the Scottish vinegar «Baird’s» with the red rooster, which labeled the vinegar bottle; the American flour «Pillsbury »; the American hot pepper sauce «Crystal» and other items that were well suited to the conditions of shipping and storage in an emerging market such as the Kuwait market at that time. These brands became core brands in the shopping list of any family; some of them were stuck in the memory of successive generations, to make Jassim Al-Wazzan’s trademarks the source of intimate reminiscences for family gatherings around the dining tables.

«Democratic life is the path for the nation that respects its right of free life; as there is no dignity without freedom, and there is no freedom without dignity».

The late Sheikh Abdullah Al-Salim Al-Sabah, former Emir of Kuwait, (1950-1965)

In one of his novels, the Kuwaiti writer and novelist, Walid Al- Rujalb, described the 1960s Kuwait as «the age of the noisy air conditioners, the age of Awad Al-Dokhi's singing after the 1 o'clock news on the radio, and the age of Emir of Kuwait, Abdullah Al-Salim Al-Sabah, when he was passing by the roundabout that separates between the areas of Al-Adailiya, Al-Faiha, AlRawda and Al-Nuzha, while riding his Cadillac and we would greet him with a military salute when we were young .. The days of the free lentil soup at the school.»

If we were to describe the sixties from the perspective of the late Jassim Al-Wazzan, we will find that it

was the age of evolution, the age of diversity in trade and investment business, and the age of hard work in three dimensions: politically, economically and socially.

Jassim Al-Wazzan's path was not strewn with roses till this decade. In addition to bearing the responsibilities of his business, he also assumed responsibility for taking care of his minor brothers shortly after his father's death in 1957, namely: Abdel Wahab, Zaid, Fatma and Noria. His younger brother Zaid Mohammed Al-Wazzan broached those days recalling:

«My father passed away when I was 3 years old, I neither saw him, knew him nor played with him, and I have never felt that he is my father, I knew the world through my eldest brother Jassim; as he was in charge of us at that time, and he was our father figure and our eldest brother, I grew up under his guidance and upbringing. His children and I grew up like we are brothers». In addition to that, the late Jassim Al-Wazzan assumed other responsibilities politically and economically.

In this chapter, we will be addressing the three dimensions of Jassim Al-Wazzan's career during the sixties of the last century.

The late Jassim Al-Wazzan has acquired his reputation through his business. The legacy of his family was based on integrity and honesty, ever since being commissioned to weighing goods and the reasons present in the minds of officials and statesmen. By the end of the valuation period in Kuwait, where old homes were taken over by the Kuwaiti government in exchange for money in order to path new roads and build new establishments, housing problems had surfaced based on low-income families, those who have not benefited from the valuation; whether because they have sold their homes in advance or because they have not already owned the houses they inhabited before being evacuated for valuation ; including families badly affected by conditions beyond their control; such as those who lost their mud houses in the winter of 1954 after abundant floods and heavy rains hit the country; forcing families to take schools and modern buildings as shelters. Hence, the government began the construction of modern housing and distributed them to those with low-income.

After the floods of 1954, there was a change in the shape of the Kuwaiti family, which included, before the valuation, the father, the mother and their married children, grandchildren or married brothers and their children; as it now consists of the husband, the wife and the children. For these factors, the Kuwaiti government, represented by the Department of State Property, decided to form a committee for the distribution of government housing to help citizens eligible for the low-income homes in order to assure the social justice and development, raising the standard of living for individuals to promote safety and security between the members of the society.

The Committee was formed within the proceedings of the forty-second session of Committee for the Distribution of Governmental Housing, which was held at the office of the Head of the Government Property Department at 9:30 am, the morning of the 8th of March in 1960, consisting of 11 members, and at the time it was chaired by the late Sheikh Jaber Al-Ahmad Al-Jaber Al-Sabah, may he rest in peace.

The Committee consisted of Abdel Al-Aziz Al-Dossari, Director of the Department, and the membership of Badr Al-Sheikh Yusuf bin Isa, Barak Abdel Mohsen Al-Ajil, Jassim Mo-

ammed Al- Wazzan, Hamad Al-Khalifa Al-Hemida, Abdullah Omar Al-Yaqout, Abdel Razak Ibrahim Al- Khamis, Ali Abdel Al-Latif Al-Jassar, Mahmoud Jawad Marafie, Mohammed Abdel Al-Aziz Al-Wazzan, and Mahmoud Issa Al- Aasfour.

There are two important factors taken into consideration while selecting the members of the Committee: They must represent the regions and districts of ancient Kuwait in the period before the valuation to know the conditions of the families applying for these houses. Jassim Al-Wazzan was selected as a representative of the Eastern District of Kuwait City⁽³⁾, and the other factor is the integrity and wisdom in deciding those who are eligible for these houses without other considerations, other than integrity and the achievement of justice.

As expected, the Committee's work was not simple, the late Jassim Al-Wazzan and his colleagues were managing their own business in the morning so they could devote themselves most days of the week in the afternoon to decide on the families' applications at meetings that sometimes lasted until after midnight. The Committee continued to work until 1961, after joining the Government Property Department (to the Department of

(3) Interview with Saleh Al-Agiri

Housing) at the Ministry of Social Affairs and Labor in January 1962; because of the increasing number of applicants and the insufficiency of the existing housing. The membership of Jassim Al-Wazzan in the Committee lasted for more than two years; where he was re-summoned in Committee's meetings on the first of November of 1966 to decide on the applicants for the low-income homes, which date back to 1962 and they have not been decided yet in his time.

After the abolition of the British Protection Treaty known as the Anglo-Kuwaiti Friendship Agreement, the declaration of the independence of the State of Kuwait on the 19th of June 1961, and the ratification of His Highness the late Emir Sheikh Abdullah Al-Salem Al-Sabah on the constitution on the 11th of November 1962, the first parliamentary elections in Kuwait were declared, and Jassim Al-Wazzan witnessed this important period in the modern history of Kuwait from its two aspects: First, he was chosen as a member of the Voters Registration Committee in the first election constituency (Al-blush and Al-Sawaber), and it was then based in Sharq police station. The Committee was under the chairmanship of Mayor Yusuf Ali Al-Ali, and the membership of Jassim Al-Wazzan and Abdul Mohsen Hussein Ali and the register Sa'ad Mohammed Al-Amiri.

The other aspect was his nomination in the first constituency, he ranked 18th with a total of 260 votes, and perhaps the reason for this is in being way behind the narrow calculations in the political process, as the late Jassim Al-Wazzan preferred not to return to that experience (nomination) as it has been quite different from what he was raised up believing in. Finally, in 1964, and with the Municipal Council elections, he was chosen for the membership of the electoral committee in the first constituency, and the Committee constituted of the same members and the same chairman, as in the parliamentary elections in 1963 and the main task of the Committee is to rewrite the records of the members of the Municipal Council's election tables.



Jassim Al-Wazzan in his youth.

«The state shall encourage cooperation and savings and shall supervise the organization of trusts»

Article 23 of the Constitution of the State of Kuwait

Motivated by the principle of social responsibility and with the interest of the State, the late Jassim Al-Wazzan, who was one of the residents of Al-Dasma area since the beginning of the sixties, in agreement with a group of the residents of the area, has established the Al-Dasma Cooperative Society in accordance with the law No. 20 of 1961 which organized the establishment of cooperative societies. The first was in Kefan area in 1962; afterwards, Al-Shuwaikh Cooperative Society was established in the year after (which merged with the Al-Shamiya Society later on). In 1964, Al-Dasma Cooperative Society was declared (which merged with Benid Al-Gar Cooperative Society later on) as the third cooperative society to be declared in Kuwait, and the first Board of Directors for the Cooperative Society was constituted from the gentlemen:

Makki Hussain Juma - the Chairman of the Board, Jassim Mohammed Al-Wazzan - the Deputy Chairman of the Board, Jamal Yusuf Ali –Treasurer, and Hamad Ali Momen – Secretary; and the membership of the gentlemen: Hamza Abbas Mqams, Khaled Ahmad Al-Mudhaf Abdullah Jassim Shehab , Abdul Mohsen Muslim Al-Zamil, and Abdul Wahab Hussein Al-Naqi.

Jassim Al-Wazzan was elected, for two consecutive terms, as the Deputy Chairman of the Board of Al-Dasma Cooperative

Society. Throughout the first four years of the Cooperative Society, he was keen on consolidating his relationship with the residents of Al-Dasma area and making the Cooperative Society contribute in the provision of consumer goods at affordable prices, and in addition to social work for the benefit of the area’s residents. In 1968, the late Jassim Al-Wazzan preferred not to continue in Board of Directors of the Cooperative Society with a desire to devote himself to the next phase in his business career.

Thanks to God, and with confident steps, Jassim Al-Wazzan walked through the stages of the successful merchant; from trade, investment then industry. After consolidating his position in the foodstuffs market, the late Jassim Al-Wazzan began to invest his money and his reputation in different areas commensurate with the renaissance occurring in Kuwait, the most important of which was the partnership with the brothers Mousa Abdul Hussein Ali Al-Naqi and Abdul Al-Wahab Hussein Ali Al-Naqi in the establishment of Al-Naqi & Al-Wazzan Company for construction materials and supplies in 1959 with a capital of 150,000 KD; making this project his first steps in the world of industry. Later on, the Company included an establishment for the production of mineral fiber which was the first of its kind in Kuwait.

The international political circumstances predestined that Jassim Al-Wazzan will establish partnerships with businessmen from outside of Kuwait, whom are just as aspirant and ambitious as him, including, but not limited to Mr. Bludfarag Oberoi in Kuwait, who came to Kuwait at the end of the forties, after India's independence from British colonialism, and the secession movement from India, led by Muhammed Ali Jinnah to announce the birth of a new country called Pakistan. It was

the beginning of Mr. Oberoi in the management of a grocery store in the Ali Al- Salem Street supported by the late Al-Wazzan, to turn the relationship later on into a partnership through a company named the Kuwaiti-Indian Trading Company in 1962 with a capital of 20,000 KD, which will make an important step in the mid-seventies that we will mention later.

With the expansion and the growth of the economies of the countries, there is a need to systematic institutions to ensure the continuity and the growth of these businesses. In large projects, for instance, financing has an important role in the establishment and the development of the companies and their businesses. In modern cities, banks have an obvious role in the financing of large projects and offering financial services to individuals and companies. In this sense, the late AL-Wazzan, in collaboration with a group of Kuwait statesmen, established the Gulf Bank as a Kuwaiti joint-stock company. In the first elections for the boards of directors, he won the trust of the shareholders to obtain the membership that he had retained since the foundation and declaration of the bank for 28 years until he passed away, as he was the Deputy Chairman of the Organization and Personnel Affairs Committee, and the alternate member of the Community-Based Loans Committee. The constituent elections resulted in the formation of the first Board of Directors for Gulf Bank consisting of the Gentlemen: Khalid Yousef AL-Mutawa - Chair-



At the Silver Jubilee celebration of the establishment of Gulf Bank in 1986, on the right: Yacoub Yusuf Al- Jowaan (Member of the Board of Directors), Khalid Fulaij Al-Ali Al- Fulaij (Deputy Chairman), and the late Jassim Al-Wazzan (Member of the Board of Directors).

man of the Board, Ali Abd Al- Rahman Al-Bahar - Deputy Chairman of the Board, and Abd Al- Azeez Al-Saleh, Managing Director. In addition to the membership of the Gentlemen: Mustafa Sultan Al-Issa, Dawood Mossad Al-Saleh, Khalid Fulaij Al-Ali Al Fulaij Ahmed Bze'a Al- Yassin, Abd Al-Aziz Abd Al-Mohsen Al- Rashed, Jassim Mohammed Al-Wazzan, Abd Al-Latif Abd Allah Al-Mehri, Abdul Wahab Abdul Aziz Al-Qattami, and Abdul Wahab Khalifa Shaheen Al-Ghanim .

Dr. Gamal Abdel Khader Abdel-Rahim recalled a situation that shows the late Jassim Al-Wazzan's respect to the privacy and confidentiality of his rivals without exploitation of his position: «When we are introduced to the Credit Committee specialized in reviewing and granting the required facilities for large sums of money, and there was the late Jassim Mohammed Al-Ali Al-Wazzan as one of the members of this Committee, everybody attests that when there is a competitive company for the late Jassim Al-Wazzan , may he rest in peace, he would say (Gentlemen, I will be leaving the room). He does not even interfere in the voting, so he is not acquainted with their sales, their profits, their new agencies and their future plans; as he did not want to know what his rivals were doing, and that is due to his good manners”.

Jassim Al-Wazzan had a love story with the Gulf sea; as he used to stand in front of it as a kid contemplating sailboats that used to bring goods to his father's shop, and he was accompanied by the “Gulf” name again with a newly born sector, i.e. the insurance.

With the inauguration of the commercial Al- Shuwaikh port in 1960, and the proliferation of transport vehicles and passengers, along with the movement of maritime transport and modern buildings, it was obvious that risks, natural disasters and fires were possible, because the late Jassim Al-Wazzan was an agent for one of the foreign insurance companies in the fifties. He had his own vision for making this sector grow by national hands, and so the Gulf Insurance Company was announced as a joint-stock company, and he became a member of the first Board of Directors of the Company and Deputy Chairman of the Board of Directors in 1981 till his death.

The founders of the Gulf Insurance Company were: Jassim Mohammed Al-Wazzan, Khalid Yousuf Al-Marzouq, Saud Abdulaziz Al-Rashed, Abdul Aziz Saud Al -Fulaij, Abdul Husain Haji Mohammed Bahman, Ali Abdulrahman Al-Bahar, Fahad Sultan Al-Issa, Yacoub Yusuf Al- Nafisi.



Board of Directors and the major officials of the Gulf Insurance Company in 1981, seated from the right: Abdul Aziz Saud Al Fulajj (Member of the Board of Directors), Khalil Ibrahim Al-Shami (Chairman and Managing Director), Jassim Mohammed Al-Wazzan (Deputy Chairman), Faisal Abdul Rahman Al-Shayji (Member of the Board of Directors). Standing from right: Elias Bedaiwi (Director-General), Saleh Mohammad Al-Omar (Member of the Board of Directors), Ahmed Fahd Suleiman Al-Fahad, (Member of the Board of Directors), Abdullah Abdul Aziz Mozainy (Member of the Board of Directors), Jassim Mohammed Salama (Member of the Board of Directors), and the Company's lawyer.



At the Silver Jubilee celebration of the establishment of Gulf Insurance Co. in 1987, shown the Minister of Finance, the late Jassim Mohammad Al-Kharafi participating in the commemoration of the founders and the Board of Directors.



With Board of Directors delegation for the opening of Gulf Bank branch in New York, USA, in 1982, from the left: the late Jassim Al-Wazzan (Member of the Board of Directors), Mustafa Sultan Al-Issa (Chairman of the Board of Directors), Khalid Fulajj Ali Al-Fulajj (Deputy Chairman of the Board), members of staff and branch officials.



The late Jassim Al-Wazzan standing in front of one of his shops “ Conserved Tinned Foodstuffs Distributing Company” in 1964, the Akher Saa Magazine - Issue No.1548



In Kuwait City, in one of the grocery stores frequented by Westerners working in the oil field, two young men, with an age gap of 17 years between them that has been abridged by deep knowledge and ambition, stopped and extended their hand to cans that they have not seen in their household, a can labeled (jam), i.e. marmalade, and this is a soup can that only needs hot water to be edible, and this is tomato sauce which spares you the chopping and the mashing of tomatoes. Maybe, the two young men were looking at the different colors and sizes of metal cans with the intention to purchase them. Perhaps, they did not expect that these tins will be a reason for a new relationship between them other than friendship, that relationship is the trade partnership, and that friendship has several dimensions, some of which were mentioned by Mr. Abdullah, the son of the late Khalid Al-Mutawa saying: «By virtue of my father's job as a Director of the Orphanage Department, and by virtue that Jassim Al-Wazzan, may he rest in peace, was responsible for the palace affairs, there was an intermediate, dynamic, and natural

عصير المنجة المنعشة

فَتَهَا



الوكلاء العامون: خالد المطوع وجمال الوزان

تلفون ٢٤٢٦٢ - ٢٢٣٠٦ - ص ب ١٢٤ - الكويت

Published in Al-Arabi magazine, July 1970
- Issue 140.

relationship between the Director of the Orphanage Department and Jassim Al-Wazzan as their children attended the same school in the Egyptian city of Alexandria and they met there. They talked about trade and got to know the «Kaha» product and came up with the idea of establishing a company for distributing preserved and canned food, and so the trade partnership emerged since that time».

In the Old Al-Haras Street, the Conserved Tinned Foodstuffs Distributing Company was established between the late Jassim Al-Wazzan and the late Mr. Khalid Yousef Al Mutawa with a capital of KD 200,000/-, and the first dealership received by the Company was in a trip when Al-Wazzan met his partner in Alexandria, where their children study. The Company had the privilege of distributing special products of Al-Nasr Canned Food Company «Egypt», which are several «Kaha» foodstuff such as jam, canned vegetables and tomato sauce, and perhaps the most famous «Kaha» product that gained great popularity among consumers in Kuwait was the «Kaha» canned mango juice.

The Company continued to operate and has imported foodstuffs of all types, even the un-canned ones like livestock, eggs, and fresh fruit. In the subsequent decade «the seventies», the Company made a leading step at

the level of the Gulf region.

On a personal level, the late Jassim Al-Wazzan made an important step that was full of obstacles and difficulties. In 1968, he invested in agricultural lands, the first of which was Al-Sulaibiya followed by Amghara then Al-Abdali area in 1979 with the intention of cultivating and ranching. In spite of the difficult climatic conditions in Kuwait, he stuck to his dream which was fulfilled and became a reality, through relying on the latest machinery and modern irrigation methods. «Al-Mazaare» Magazine has ranked Jassim Al-Wazzan as the largest breeder of cattle and sheep in the Al-Abdali area.

The late Jassim Al-Wazzan succeeded in harvesting crops such as potatoes, tomatoes, cucumbers, watermelons, strawberries, in addition to breeding livestock such as cows, sheep, and producing dairy products, despite the difficulties in soil reclamation, and abundance of water that was bottled daily through (tankers) without a pipe network or an integrated veterinary care; all of which from his own money; however, the work expanded to selling vegetables and distributing dairy products in the market through (Kuwaiti Dairy Company); making this effort as a prelude to what is more important in the next decade.



The late Jassim Al-Wazzan in his farm.



The bounties of nature took a share of the production in the farms of the great late Jassim Al-Wazzan, which he has divided into several areas and parts in an industrial manner; some of which for drying vegetables, a factory for preparing red meat, and other factories for dairy products and ice-cream. Some parts of the farms were allocated for fodder, and breeding cattle, cows and calves, whether for slaughter or to benefit from their products like dairy products, in addition to typical farms for hybridization and delivery. From this combination of agriculture, manufacturing and care, it becomes clear that the late Al-Wazzan was the first to set up an integrated food system, balancing between what is agricultural, animal and industrial. In order to strengthen the Kuwaiti food security, Jassim Al-Wazzan owned a spacious ranch of cows and buffaloes in the Republic of India in order to anticipate any emergency shortage in the Kuwaiti market.



The late Jassim Al-Wazzan with the Minister of Trade and Industry, Mr. Faisal Abdul Razak Al-Khalid in 1988, witnessing the participation of Conserved Tinned Foodstuffs Distributing Company «Khazan» in the Kuwait International Fairground, Mishref.



The late Jassim Al-Wazzan with Board Chairman and Director General of Kuwait News Agency (Kuna), the late Barjas Hamoud Al-Barjas, in 1985, within the participation in the Conserved Tinned Foodstuffs Distributing Company «Khazan» in the Kuwait International Fairground, Mishref.

«Every citizen has rights and is obliged to duties and responsibilities. You, as citizens, have to fulfill your duties and your deeds sincerely and with deep love for the homeland»

The late Sheikh Sabah Al-Salem Al-Sabah, the former Emir of the State of Kuwait (1965 - 1977)

The seventies decade came to the world, with its momentum and hustle, in which Jassim Al-Wazzan has consolidated his steps and reaped the fruits of his hard work, and so the old partnerships had new horizons and new products. The first steps were with the Conserved Tinned Foodstuffs Distributing Company, with the increase in population and demand for meat, and the high cost of imports. With the view of a merchant, who is keen to enter into a relationship with the consumer based on the common profit from both parties, and a sincere desire to contribute in achieving food security in a country with a desert nature like the state of Kuwait; Jassim Al-Wazzan, the owner of the idea, met with his partner

and friend the late Khalid Al-Mutawa to support him, and they agreed on the establishment of a local factory for beef and lamb to provide modern products in all their shapes and types, according to thought out methods that will shrink import costs, and of high-quality that would benefit both the product and the consumer.

After a long and thorough study of the project, they talked about the brand name for the new products since the name of the Conserved Tinned Foodstuffs Distributing Company does not fit well with the new product line, which aims to work on fresh meat. Finally, the partners settled on the name (Khazan), which was formed from the first letter of the name of Khalid Al-Mutawa, and the last three letters of the family name of Jassim Al-Wazzan and it was also the authorized name of the correspondence through the telegraphs in the sixties. In order to establish the factory, Jassim Al- Wazzan visited meat factories in the European continent to be acquainted with the production lines and the manufacturing techniques, and he imported the required machines from there, hired the required labor, trained them to work in the factory and was keen on teaching them sterilization methods and controlling the products' quality and appropriate packaging.



عجول من انتاج مزارع قباسم الوزان



خزان
KHAZAN



Meat production from Jasim Al-Wazzan farms, and the products of the Conserved Tinned Foodstuffs Distributing Company «Khazan» in the seventies.

Finally in a short period of time, « Khazan » products occupied the shelves in supermarkets and cooperative societies and then the family's dining tables, announcing a distinctive relationship and the association of the «Khazan» products with families in their homes and in their land and sea trips, through products made in Kuwait, including modern products that satisfy the tastes that are eager to experience the new stuff like mortadella, slices of hamburger and sausages prepared according to the Islamic law; thus « Khazan » had achieved prominence and leadership throughout the region.

Of course, the «Khazan» experience was not an easy ride, and after the huge success in the Kuwaiti market, the late Jassim Al-Wazzan wished to expand «Khazan» and to put Kuwait on the meat production export map, and that these products would be accessible to Gulf families, but this desire collided, in its infancy, with bureaucratic obstructions that are behind the modernity of Jassim Al-Wazzan in production and distribution methods. However, what happened did not prevent Jassim Al-Wazzan from cooperating with the Kuwaiti Government that wished to contribute in achieving food security for the consumer, and its announcement of the establishment of the Livestock Transport and Trading Company (L.T.T.C.) in 1973. Jassim Al-Wazzan

was asked for help because of his leadership in this vital area that involves a multitude of risks such as the likelihood of cattle deaths on their way to Kuwait or the diseases that may be infected with, and to learn an integrated system for sterilization, hygiene and strict quality control. Afterwards, Jassim Al-Wazzan made (L.T.T.C.) as an intermediary between him and exporters of sheep in Australia. It was a good relationship until the change in the sheep prices estimated at a rate 35% supported by the government, which may influence the share of the « Khazan » products in the market, the thing that Jassim Al-Wazzan and his partner Khaled Al-Mutawa did not want ; therefore, an agreement has been made between Al-Wazzan and the suppliers of live sheep to import sheep without bank bonds but through the payment after receipt of the sheep shipment and its access to Kuwait and this was one of the challenges faced by «Khazan» after the withdrawal of the agreement between them and (L.T.T.C.).

THE ERA OF LUXURY GOODS

With the rise in the individual's income in Kuwait and the growing consumerism due to travelling on vacations and the access to the latest global trends, the Khalid Al Wazzan Brother & Partners Company⁽⁴⁾, after its formation in 1973, took a step that matched the emergence of the luxury goods sector in Kuwait; by signing exclusive agreements with major European fashion houses including French and Italian fashion houses in particular. The boutiques of these European luxury brands were first opened in Al-Salmiya area, which began to take a fashionable commercial style, and expanded beyond Al-Salhiya complex in the heart of Kuwait City, which opened its doors in 1978 to serve as a title for the well-being, luxury and comfort through which the company has expanded, and the Jassim Al-Wazzan companies launched a new era in the business of high-end luxury goods.

(4) It is a company founded in 1962 under the name: Jassim Al-Wazzan and Kamal Larry Company for the purpose of trading the consumable and luxury materials.

Date: 30th of January 1978

Document No.: 1978KUWAIT00577

Subject: Business Opportunity, and Agricultural Food Products

A cable from the US Embassy in Kuwait to
The US Department of Agriculture

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Message Text

UNCLASSIFIED

PAGE 01 KUWAIT 00577 301302Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----088315 301947Z /53

R 301207Z JAN 78
FM AMEMBASSY KUWAIT
TO USDA WASHDC
USDOC WASHDC
INFO SECSTATE WASHDC 0055

UNCLAS KUWAIT 0577

USDA FOR FAS/W
COMMERCE FOR ITA/BED/CAGNE
STATE FOR NEA/ARP

E.O. 11652: N/A
TAGS: BTIO, BAGR, KU
SUBJ: TRADE OPPORTUNITY: AGRICULTURAL FOOD PRODUCTS

1. CONSERVED TINNED FOODSTUFFS DISTRIBUTING COMPANY,
A SUBSIDIARY OF JASSIM AL-WAZZAN, ONE OF THE LARGEST FOOD
IMPORTERS IN KUWAIT, WISHES TO OPEN DIRECT NEGOTIATIONS
WITH US FIRMS SUPPLYING OR MANUFACTURING QUALITY CANNED FOOD
ITEMS, SUCH AS FRUITS, VEGETABLES AND JAMS. EMBASSY HAS
CONSISTENTLY RECOMMENDED THE VENTURES OF JASSIM AL-WAZZAN
AS EXCELLENT TRADING PARTNERS FOR INTERESTED US FIRMS.

Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Date: 15th of May 1974

Document No.: 1974KUWAIT01925

Subject: Kuwait Firm buys a US Jet

A cable from the US Embassy in Kuwait to
the United States Information Agency

Declassified/Released US Department of State EO Systematic Review 30 JUN 2005

Message Text

UNCLASSIFIED

PAGE 01 KUWAIT 01925 150732Z

11

ACTION NEA-09

INFO OCT-01 ISO-00 COME-00 EB-05 PRS-01 PA-02 CIAE-00

INR-10 NSAE-00 RSC-01 DODE-00 DOTE-00 DRC-01 /030 W
----- 023549R 150721Z MAY 74
FM AMEMBASSY KUWAIT
TO USIA WASHDC
INFO VOA RHODES
SECSTATE WASHDC 9588

UNCLAS KUWAIT 1925

USIAC

STATE PASS COMMERCE

E.O. 11652: N/A

SUBJECT: USINFO: KUWAIT FIRM BUYS U.S. JET

1. THE JASIM AL-WAZZAN EXPORT-IMPORT COMPANY, A KUWAIT FIRM WITH WIDELY DIVERSIFIED BUSINESS INTERESTS, HAS PURCHASED AN AMERICAN DC-8 JET CARGO LINER, PROBABLY MAKING IT THE ONLY PRIVATE BUSINESS IN THE WORLD TO OWN SUCH A LARGE AIRPLANE. THE DC-8, WHICH IS MANUFACTURED BY THE DOUGLAS AIRCRAFT CORPORATION OF LONG BEACH, CALIFORNIA, IS A LONG-RANGE AIRCRAFT CAPABLE OF FLYING 8,500 MILES (13,600 KMS) NON-STOP.

2. AMERICAN PILOT ROBERT COX, THE LEADER OF THE TWO AMERICAN FLIGHT CREWS WHO HAVE BEEN HIRED TO OPERATE THE AIRCRAFT, STATED THAT THE AIRPLANE WILL BE USED IN THE AL-WAZZAN COMPANY'S EXPORT-IMPORT BUSINESS TO TRANSPORT, FOR EXAMPLE, PERISHABLE FRUITS AND VEGETABLES FROM LEBANON TO THE KUWAIT MARKET, TO IMPORT FRESH MUTTON FROM NEW ZEALAND AND THE SUDAN, AND TO PERFORM SIMILAR TRANSPORTATION CHORES FOR THE COMPANY.

3. THE DC-8 ARRIVED IN KUWAIT MAY 1 AND IS EXPECTED TO TRAVEL ABROAD THREE-TO-FOUR TIMES A WEEK ON COMPANY BUSINESS.

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Declassified/Released US Department of State EO Systematic Review 30 JUN 2005



The late Jassim Al-Wazzan with Mr. Harish, son of the late Mr. Oberoi, in one of his visits to India



One of the usual scenes in Kuwait in the seventies was the presence of boys and young men around groceries holding soft drinks, juices and potato chips bags (Pufak) that they like with hot sauce. The Kuwait Indo Trading Company (KITCO), which was founded based on a partnership between Jassim Al-Wazzan and Mr. Oberoi from India, took a share of potato chips market through imported (Pufak) products from Iran by sea. However, with the late arrival of Pufak shipments from Iran and its interruption from time to time, which affected the price and the availability of the product in Kuwait, Mr. Oberoi thought about a solution to this dilemma, and he came up with a bold idea that made him go immediately to Jassim Al-Wazzan's office to tell him about his idea, which impressed Al-Wazzan and he recommended its immediate implementation. The idea was simply to establish a local factory for chips that provides the product in the Kuwaiti market without interruption. Therefore, Jassim Al-Wazzan imported the latest special machinery from Holland, and the potatoes were from his farm, and so the factory opened in 1976 and



On the occasion of signing the contract of Al-Mubarak-
iya Company for Poultry, Eggs and Fodder with the Ah-
madiyah Contracting and Trading Company in 1978, on
the left: Mr. Abdullah Khalid Al-Mutawa (Member of
the Board of Directors), Mr. Issa Mousa Al-Naqi (Man-
aging Director), the late Jassim Mohammed Al-Wazzan
(Deputy Chairman of the Board of Directors) and the
representatives of the Ahmadiyya Company.

launched a new product that occupied a prevailing position among the consumers for its quality and diversity, its name was KITCO (the English abbreviation of Kuwait Indo Trading Company). The black rabbit in the red suit on potato chips bags became a distinguished icon for both children and adults. The KITCO story came as an emphasis on Jassim Al-Wazzan's views that importation and trade problems can be solved locally with the confidence of the shipmaster.

In the year following the launch of KITCO, Jassim Al-Wazzan had gone through a new experience to establish a closed company for trading poultry, eggs and fodder named Al-Mubarakiya, and its first Board of Directors consisted of: Sheikh Ibrahim Duaij Al-Sabah - Chairman of the Board, Jassim Mohammed Al-Wazzan - Deputy Chairman, Issa Mousa Al-Naqi - Managing Director; in addition to the membership of: Sheikh Hamad Sabah Al-Ahmad Al-Sabah, Abdul Ghani Khalid Al-Ghoneim, Abdullah Khalid Al-Mutawa, and Mahmoud Abdul Khaliq Al-Nouri.

In 1978 and under the patronage of the Company's Deputy Chairman, a contract was signed with the Ahmadiyya Construction Company to establish a civic project and maintain the Company's facilities. This project was a step to introduce Al-Mubarakiya Company to the poultry market and an important shift in an important field. The project was considered as one of the leading national achievements in the poultry industry sector in the country, and Jassim Al-Wazzan continued in the Company until he left after the formation of the Second Board of Directors in 1981 after he had become a member. The new Board of Directors included:

Yusuf Abdul Aziz Al-Muzaini - Chairman of the Board, Abdullah Khalid Al-Mutawa - Deputy Chairman, Abdul Ghani Khalid Al-Ghoneim - Managing Director; in addition to the membership of: Ahmed Abdel Qader Mohammed, Jassim Mohammad Al-Wazzan, Abdul Razak Abdul Mohsen Al-Khatrash, Ali Zamon Mohammed Zamon, and Issa Mousa Al-Naqi.



A reception held at the Hilton Hotel to strengthen trade relations between Queensland and Kuwait in 1986, second from the right: Commissioner of the Queensland State in Australia, Mr. Mike Borzi, and on the left, the late Jassim Al-Wazzan, and Mr. Dhiraj Oberoi in the middle.



A ceremony to honor the Dutch trade delegation, which was held at the home of the First Secretary at the Dutch Embassy in 1983, from the right: Mr. Dordaan, the late Jassim Al-Wazzan, the Dutch Ambassador, Mr. Oleinik Schurman, and the First Secretary, Van Lebring.

CHAMBER OF COMMERCE & INDUSTRY ...

In 1959, a decree was issued for the establishment of the Kuwait Chamber of Commerce and Industry after the big leap at the commercial and economic levels in Kuwait, and the establishment of modern business relationships with foreign business entities. The affiliation of Kuwaiti companies and institutions, which had connections with the foreign trade and the employment of expatriate labor, was mandatory.

Due to Jassim Al-Wazzan's belief in the state of the institutions and civil associations, he affiliated with the Chamber of Commerce and Industry, and involved in its work in accordance with the goals upon which it has been established, including: regulating commercial and industrial interests and expressing opinions on the issues and legislations of an economic nature. The late Jassim Al-Wazzan participated in many of the visiting trade delegations, and all these tours involved countries prominent in food production and manufacturing as the late Jassim Al-Wazzan had a distinc-

tive experience and wide interest in this important sector, for instance, Turkey, Greece and Austria.

UNION OF FRESH DAIRY PRODUCERS:

Union of Fresh Dairy Producers was founded in 1977 and it is situated in Al- Sulai-biya to date, and the main objective of the establishment of this Union is to take care of the interests of the members and the development of the dairy industry, and to be the focal point with the competent governmental authorities. The Union includes more than 18 institutions of the owners of dairy farms, including the Kuwait Dairy Company in which Khalid Jassim Al-Wazzan was a member of its Board of Directors, and his father was one of the founders of the Company. At the beginning of the formation of the Union, the late Jassim Al-Wazzan was the Secretary and then became the Deputy Chairman shortly before his death.

The first Board of Directors for the Union of Fresh Dairy Producers included: Jassim Ibrahim Al-Mudhaf – Chairman of the Board of Directors, Abdul Aziz Jassim Al-Qatami – Deputy Chairman, Mohammed Jassim Al-Wazzan - Secretary, Mohammed Yousef Al-

Roumi - Chief Treasurer; in addition to the membership of: Yacoub Yousef Al-Humaidhi, Abdul Razzak Khalid Al-Zaid, and Muhammad Salim Al-Ateeqi.

KUWAIT FOODSTUFF MERCHANTS AND MANUFACTURERS UNION

After the active movement of food manufacturing in Kuwait; and because of Jassim Al-Wazzan's keenness to meet the interests of both producers and consumers, and to overcome obstacles that may adversely affect the food production, he founded the unions and associations concerned with the food producers to represent them and develop plans and solutions to any problems that encounter producers and we will mention the most important of them.

The constraints faced by Jassim Al-Wazzan in his dealings with the cooperative societies and the failure of some of them in adhering to the payment of their obligations, and the waste of time in finding solutions to reserve these rights were the main reasons why he and a group of food retailers established their own union in 1978 consist-

ing of 21 members, in order to find legal solutions to the problems faced by companies in their dealings with the cooperative societies and others. Jassim Al-Wazzan was selected a Chairman for the newborn union, to defend the members' material and moral rights and to provide technical and legal advice about these problems. Jassim Al-Wazzan's experience in cooperative work - specifically in the establishment of the Al-Dasma Cooperative Society - was decisive in overcoming obstacles and delivering the voice of the Union's members to the concerned authorities; in order to solve their problems concerning the continuation of their activities and to ensure that they communicate with the consumer through the markets. All this does not occur without maintaining the producers' rights who witnessed the expansion of cooperative societies' influence through their Union in a manner that may sometimes be negative and does not measure up to the goal that they have created for it, and this was a decisive position for Jassim Al-Wazzan to maintain the rights without affecting the consumer.

Another issue that preoccupied Jassim Al-Wazzan a lot, and because of his full faith in the institutional and civic work and his preference to solve these constraints without resorting to nepotism, the meat trade was - and continues to this day - as a complicated issue

in many ways. Setting aside the issue of dealing with Cooperative Societies, which has been discussed in the previous part, Al-Wazzan determined, in several press interviews, the pillars of the meat trade issue. Importation, prices, fodder subsidies were significant pillars in the meat trade issue now and then and other issues that affect the merchant and the consumer.



The late Jassim Al-Wazzan, Chairman of the Foodstuffs Merchants and Manufacturers Union welcomes the Minister of Information and Minister of State in their visit to the Exhibition of Food Industries in 1986.

The first Board of Directors of the Kuwait Foodstuffs Merchants and Manufacturers Union consisted of the Gentlemen: Jassim Mohammed Al-Wazzan - Chairman of the Board, Faisal Abdul Salam Shoaib - Deputy Chairman of the Board, Hassan Jawad Abdul Rasul - a Secretary; in addition to the membership of the following: Hamza Abbas Moqamis, Abdullah Yacoub Al-Wazzan, Abdullah Khalid Al-Mutawa, and Hashim Al-Sayid Ahmed Al-Gharabally.

It is worth mentioning that the Kuwait Foodstuffs Merchants and Manufacturers Union published a book entitled «How to preserve the safety of a food item? ». It was dedicated to the late Jassim Al-Wazzan, the founder of the Union and its former Chairman as recognition from the members, merchants and food manufacturers of the late Jassim Al-Wazzan's sincere efforts in order to support the interests of the Union, and the development of foodstuff trade and manufacturing movement in Kuwait.



Export Deputy Chairman of Global Crystal Corporation, Mr. Lee Ki, delivers an honorary plaque to the late Jassim Al-Wazzan for his excellent achievements in sales and support in 1984.



The Danish Charge d'Affaires of Royal Danish Embassy, Mr. Erik Jørgensen, on behalf of the Danish National Association, hands a merit of appreciation award to the late Jassim Al-Wazzan in 1980 known as the Danish «Oscar of Exports» Award in great recognition for his services in the field of commercial relations between Kuwait and Denmark. It also included a certificate of appreciation and two models; the first is a seed representing the moment of its emergence from the soil; as it paves the way for growth, prosperity, and dealing with life and nature in a positive effective way; whereas the second model is a bull; as it represents beauty, strength and perseverance.

«The proof of loving Kuwait is to maintain its unity, and work for its progress »

The late Sheikh Jaber Al-Ahmad Al-Sabah, former Emir of Kuwait (1978 - 2006)

As usual, the shipmaster takes the shortest routes to reach his destination; desiring to save time and reap gains quickly, and the shipmaster may prefer a short route, despite its difficulty and risks, over a long safe route.

In the eighties, Jassim Al-Wazzan reaped the fruits of his choice of a long safe road with a patient merchant's tact, in the midst of political turbulence that reached its climax with the Iran-Iraq War⁽⁵⁾, which casted its gloomy shadows over the Gulf region, and a difficult financial crisis formed a real challenge for Kuwait, and its champion was the non-official stock market «the Manakh market»⁽⁶⁾.

(5) The war lasted between the years 1980 – 1988.

(6) Economic crisis and the collapse of Souk Almanakh in 1982.



During the visit of the Minister of Commerce and Industry, Mr. Khaled Jassim Al-Marzouq to one of the exhibitions held in 1983, from the left: the late Jassim Al-Wazzan, and his brother, Mr. Zaid Al-Wazzan.

While some of those who are ambitious to increase their wealth ran to the Souk Al-manakh and the shares' speculation for activities that only exist on paper and saw it as a shortcut to success, Jassim Al-Wazzan preferred – with a merchant's wisdom – to direct the profits of his institutions to strengthen his investments in operational companies which are based on clear principles and future perspective of concrete and realistic presence away from the paper speculations in the financial markets that resemble building castles on sand.

The beginning was in 1980, with the establishment of two companies, namely: Kuwait Biscuit & Food Products Manufacturing Company, Global Fast Food Company⁽⁷⁾, and some of the founders of first company are the Gentlemen: Mohammed Abdul Hadi Jamal, Jassim Mohammed Al-Wazzan, Khalid Jassim Al-Wazzan, Mansour Bandar Hussain, Hussain Makki Juma, Fouad Ali Thunayan Al-Ghanim, and Raad Stores Company.

For the second company, some of its founding Gentlemen are the following: Jassim Mohammed Al-Wazzan, Diraar Yousef Al-Ghanim, Ali Mohammed Al-Wazzan, and

Khalid Jassem Al- Wazzan

In 1984, motivated by Mohammed Jassim Al-Wazzan's idea, who has just returned with the Bachelor's Degree in Industrial Engineering from the United States, the first factory for canned food was established in Kuwait under the patronage of the National Canned Food Production & Trading Company; in addition to the brand «Dania» mentioned by Issa Mousa Al-Naqi; as he said: «Mohammed Jassim Al-Wazzan was the one who prepared the study and built it from scratch. The name Dania was Abu Khalid's choice was inspired by the verses 22 and 23 of Al-Haaqqa Surah: In an elevated garden (22) its [fruit] to be picked hanging near (23).

The first board consisted of the Gentlemen: Abdul Wahab Mohammad Al-Wazzan- Chairman of the Board, Issa Mousa Al-Naqi- Deputy Chairman, Mohammed Jassim Al-Wazzan- Managing Director; in addition to the membership of Ms. Khalida Naser Al-Sayer.

It should be noted that, later on, the Kuwait Biscuit & Food Products Manufacturing Company and the National Canned Food Production and trading Company would be completely seized by Mezzan Holding Com-

(7) It became an agent for the series of «Dairy Queen» restaurants, and the Company's contract was terminated in 1984.

pany (the heirs of Jassim Al-Wazzan currently).

In the eighties, Jassim Al-Wazzan's activities were not limited to the closest trade to his heart- foodstuff - and with the willingness of a shipmaster to explore new geographies, he entered the world of the plastic industries, which was experiencing an escalating global growth due to the decline of the oil prices and the flurry of plastic manufacture in the world, through assigning him and Mr. Abdul Wahab Mohammad Al-Wazzan by the founders of Plastic Industries Company to complete the procedures of the Company's establishment in 1982, and other activities such as iron and paper. Regarding this direction, Jassim Al-Wazzan said: «I am always looking for new ideas to establish a business, but once it starts working and I confirm its smooth management, I would quickly lose my interest in it and go to another».

With the expansion of his business and activities, it was important to him to work with people worthy of his trust, and appoint people with relevant expertise to manage his sporadic business; and on these two bases Jassim Al-Wazzan was able to cross his ship towards safety.

The late Jassim Al-Wazzan has also followed the approach of attracting and encouraging foreign investors to enter the Kuwaiti market; in addition to promoting its commercial and industrial position internationally, as well as the consistent policy which is based on the latest automated technologies and advanced managerial and technical expertise that certainly had a positive impact on the economy and national production. A good example of this is the idea of founding the Plastic Industries Company; when the late Jassim Al-Wazzan wanted to inaugurate a partnership to manufacture plastic products with investors from the Italian Republic in Kuwait; however, they retracted their decision at the last minute for fear of entering the Kuwaiti market, but Al-Wazzan's insistence on the establishment of the company did not end. He was the first manufacturer in Kuwait to work in this field, as well as in the case before the foundation of the Gulf Pastries Manufacturing Company «Sara Cake», when Jassim wished to form a partnership with the American Company «Sara Lee», but because of the lack of some raw materials in Kuwait in large quantities, such as milk, fresh eggs and high-quality wheat, which are the central pillar for the success of the product, «Sara Lee» Company opted for withdrawal and to disregard the idea of investing in Kuwait.

In spite of these failures to attract a foreign investor to Kuwait, one of the successes should be mentioned, including for example, the success of the late Jassim Al-Wazzan in persuading the globally known German Company Schwarzkopf to localize and manufacture the shampoo product «Glemo» in Kuwait in 1987. It became the pride of the Kuwaiti industry, as the late Jassim Al-Wazzan proved that the State of Kuwait has the potential to provide the similar European and also global specifications and capabilities. Jassim Al-Wazzan said: «Not every businessman in Kuwait is willing to pay high wages to someone who has experience and stature to administrate his business, but if you managed to get the right person, his value to the business far outweighs the high wage that he receives».



From the left: Unknown, the late Jassim Al-Wazzan, and his friend the late Eissa Hussain Al-Yousifi.



The late Jassim Mohammed Al-Wazzan, Abdel Majeed Al-Sayed Ahmed Al-Gharabally and the French Ambassador in Kuwait Mr. Pierre Blouin in 1980.



As the rose grows, thorns grow too, the sweat that dripped from Jassim Al-Wazzan's forehead, his sleepless nights, his travels and his long meetings were like seeds that grew into flowers represented in the growth of his trade and his contribution to going a long way towards self-sufficiency of food in Kuwait. The thorns represented the disease, which affected his heart since 1972, as a side effect of what he has done in order to build up his name in the market, and then undergoing a catheterization operation performed in 1980. The last stop of this hidden battle was in the United Kingdom, specifically in 1989, after he felt severe pains in his chest which caused his hospitalization at the Amiri Hospital on the 6th of February. These pains made him abandon his reservation for a further operation, so he traveled to the United Kingdom to undergo the operation there, accompanied by his brother, his son and his late wife, thus leaving his office located in Al-Shuwai-kh Industrial area vacant of his presence, his words, his thoughts and his decisions that he used to take while sitting on his leather seat and above which a plate hung on the



wall that read «Say, “Never will be struck except by what Allah has decreed for us”⁽⁸⁾».

This quranic verse summed up Jassim Al-Wazzan’s vision of life; as his enthusiasm, courage and confident ambition never made him forget to mention God Almighty and His will, which his heart surrendered

thereto when it stopped pumping blood to his body on the 2nd of March 1989, and at the age of about sixty years. The pure spirit of the Hajj Jassim Mohammad Al-Ali Al-Wazzan left and his legacy and his work stood firm in the hearts of those who loved him and in the records of the modern economic history of Kuwait; and like the men of achievements, who knew what they wanted and how to achieve it, death was not the

(8) Al-Tawbah Surah, Verse (51).



final stop, but a passing station for an eventful career that continued afterwards.

«You, Kuwaiti businessmen, have lifted up the leadership torch in the past, and today you are invited to participate in making the future. I have full hope that you will continue your historical and pioneering role in the elevation of the Kuwait's name globally to modernize the national economy».

His Highness Sheikh Sabah Al-Ahmad Al-Jaber Al-Sabah (2006-present) when he was the Prime Minister of Kuwait.

In the previous pages, and particularly since 1950, the late Jassim Al-Wazzan was blessed with a companion, who was the best helper and supporter for him in the face of life's challenges, with her prayers, her affection and her love for her home and her children, his life-long companion was his cousin, Ouda



A ceremony held in Bristol Hotel in 1983 on the occasion of the passage of a quarter of a century ever since the three employees started to work for the Company, from the right: Mohammed Hazy Brozkar, Mohammed Saleh Moncef, the late Jassim Al-Wazzan, and T.G. Varghese. It is worth mentioning that Mohammed Saleh and T.G. Varghese served the Company for half a century, as they were also honored in 2008, whereas Mr. Varghese said «we are considered lucky and we are proud of the completion of 50 years of uninterrupted service with Al-Wazzan. When we celebrated the 25th year, the founder of this Company, the late Jassim Al-Wazzan, expressed his desire to also celebrate the 50th year with him. Today his wishes were fulfilled; unfortunately he is not with us, but we feel his presence in the depth of our minds. We are happy to note that the Company has grown much greater than the very modest beginning in the past. We wish all the best for the current leadership to continue to grow and give a global picture. We will also be very proud to remember our long-term relationship with the Al-Wazzan family».

Yacoub Al-Wazzan, who gave birth to: the late Khalid in 1951, who passed away in 2016, Abdul Rahman in 1954, Mu'tamid (1956), Mohammad (1957), Mutassim (1960) and Muntasir (1965) along with four daughters : Maliha (1953), Nawal (1955), Khalida⁽⁹⁾ (1959) and Sharifa (1966).

The children ably completed the path of success; as the late Khalid Al-Wazzan was the first Chairman of the Board of Directors of «Mezzan» Holding Company after his father's death in 1989, who was relying on him in various businesses, and served as the right hand to Jassim Al-Wazzan during his life; while Abdul Rahman was taking care of the Amghara, Al-Abdali and Al-Sulaibiya farms throughout his father's life. Abdul Rahman currently occupies the position of Chairman of the Board of Directors of the «Mezzan» Holding Company. Mohammad is a Deputy Chairman member assigned by the Board to follow up with the executive management, and he is the brain behind a number of ideas for the development of the Company's infrastructure since the eighties. As for Mutassim, he managed and contributed to the foundation of many works under the umbrella of «Mezzan» Holding Company, including, for example, the «Softy» brand specialized in personal hygiene items. The second generation's decade

was completed by Montasser Al-Wazzan who assumed the Khazan management directly after the liberation of Kuwait. In a personal encounter with Mutassim Al-Wazzan, we recognized the late Jassim Al-Wazzan's interest in preparing a second generation to complete his journey; as Mutassim Al-Wazzan recalling the past: «The late father taught us all, and the first time he took me to work I was in fourth elementary grade during the summer vacation. He used to take me to the old Claire store, from 7:00 am until 13:30 pm; I would spend time with the employees, and work with them in the store. After opening Khazan shops in Al-Shuwaikh, and I was at the preparatory level, I used to work as a cashier, on the grounds that father has taught us humility, responsibility and management to maintain what is permitted and its development, and so he instilled practical education in us when we were young».

In another interview, Mohammed Jassim Al-Wazzan recalls his late father's passion in visiting global exhibitions in order to learn about new products, and he used to accompany him to these exhibitions; and he learned from him how to hold discussions and contract; resulting in enriching his knowledge in the methods for negotiations and commercial handling.

(9) Mother of the Researcher Talal Al-Wazzan





A HISTORICAL PHOTO

The inauguration of Al-Messilah Beach Hotel in 1974, from the right: Sheikh Jaber Al-Ahmad Al-Sabah (Crown Prince and Prime Minister), Mubarak Abdul Aziz Al-Hasawi (Project Owner and Member of the National Assembly), Jassim Mohammed Al-Wazzan (Tourist Company for Middle East Hotels(*) for project management).

(*) Tourist Company for Middle East Hotels, the owner of Bristol Hotel, was established in the sixties by a number of Lebanese merchants, then Nassim Al-Wazzan's partners have gradually left the partnership, and in 1977 it became an Al-Wazzan property.



The late Jassim Mohammed Al-Wazzan and his brother the late Ali Mohammad Al-Wazzan.

The charitable work in the life of the late Jassim Al-Wazzan had a well-established position in the social responsibility and keeping up with the issues of the human and the homeland. The most prominent factor showing the harmony of Jassim Al-Wazzan's charitable work with the major issues is his moral and material contributions to the major Arab battles against the Zionist entity on three occasions, namely: the Tripartite Aggression against Egypt after the declaration of the late Egyptian President Gamal Abdel Nasser to nationalize the Suez Canal in 1956, and the late Jassim Al-Wazzan's interaction with the great event through his donation through the Kuwaiti Clubs Committee that ensured at that time the collection of donations for the Arab Republic of Egypt. Afterwards, the second war occurred in 1967, and the late Jassim Al-Wazzan continued to provide aid and support to the Arab cause through donations collected by the People's Committee for Do-

nations; as the Kuwaiti position this time in donation was complementary to its military position by sending Kuwaiti troops to support the Arab forces. Six years later, specifically in 1973, the October War, which resulted in overrunning the famous Bar Lev Line within 6 hours, broke out on the 10th of Ramadan in Islamic calendar, and the Egyptian army liberated important parts of the Sinai Peninsula.

Not to mention his donation of food in large quantities as assistance provided to the Palestinian Liberation Organization in Lebanon to support the struggle of the Lebanese and Palestinian people in 1984. The late Jassim Al-Wazzan took a stand that cannot be changed over time by donating again via the People's Committee. The late Jassim Al-Wazzan continued his supporting position to the Palestinian Arab cause until his death, the last of which was a donation to support the first Palestinian uprising in 1988.

On the humanitarian aspect, the late Jassim Al-Wazzan's directions in charity work touched basic and urgent needs of the individual's life and existence, especially with regard to education, health and worship; such as his support by donating to the Al Wataniya Jaafari School and his donation to many schools and colleges outside Kuwait. In 1966, the late Jassim Al-Wazzan donated, through

the Ministry of Public Health, to create special facilities for the Orthopedic Surgery Hospital⁽¹⁰⁾. He cared a lot about donating to the establishment of places of worship and supporting Shariah science students and Islamic centers, including for instance, the Al-Naqi and Al-Wazzan Mosque, which is later called Al-Naqi Mosque in Al-Dasma area. The sports and youth was not far away from the late Jassim Al-Wazzan's support, who has always been known as a supporter of the sports movement in general and a fan of «Al Arabi» Sporting club in particular.

At the family level, his brother, Hajj Abdul Wahab Mohammad Al-Wazzan, quoted what Ahmed Issa Al-Wazzan said when he was visiting him in one of the hospital after the surgery: «I will never forget what your brother, Jassim, had done for me, he did me a favor that no one has ever done for me before. I went to him when he had his retail shop in the old Souk, I sat down with him and told him (Cousin, I need your help, I'm tired of transportation by horses, I need a car) and your brother, Jassim, was too busy selling to people, and after waiting for a long time I left him, then I didn't see anybody except someone calling me: (Cousin! Cousin Ahmad!), I turned and it was your brother, Jassim, saying (why

(10) Source: Interview with Mr. Abdulaziz Mohammed Salim Al-At-eqi.

did you leave me?! Never mind, go buy the car and here is the money). His sense for others or the help when it comes at the right time affects people».

Even after his death, and for the clarity of his humanitarian plan in charity work, the sons of the late Jassim Al-Wazzan continued on his approach in the responsible charitable work which keeps up with the aspirations of individuals and nations, and so the Jassim Al-Wazzan Mosque was opened in Mubarak Abdullah Al-Jaber suburb (west of Mishref); in addition to opening the Jassim Al-Wazzan Health Center in the housing area of the late Jassim Al-Wazzan in Al-Mansuriyah, to eternalize the legacy of Jassim Al-Wazzan in charitable work, which is not only embodied in the history books, but also in the memory and conscience of everyone . Hajj Abdul Wahab Al-Wazzan has also mentioned that the « Benevolentness of the late Jassim Al-Wazzan has lasted even after his death». Furthermore, the State has thankfully named a street after the late Jassim Mohammed Al-Wazzan in Al-Mansuriyah area, where he lived; to honor him for his efforts in various fields, particularly in the consolidation of the international trade relations and the establishment and development of national industries.



The late Jassim Al-Wazzan in the middle, behind him is Abdullah Yacoub Al-Wazzan, and in front of him is Mohammed Bu Abbas (Bu Fadel) in late seventies.



The late Jassim Mohammed Al-Wazzan and his brother Abdul Wahab Mohammed Al-Wazzan and at Hajj in 1979.



From the left: the late Jassim Al-Wazzan, and the late Abdul Aziz Hamad Al- Sager, (Chairman of the Kuwait Chamber of Commerce and Industry) attending a presentation about a product by one of the officials in one of the Iranian exhibitions in 1971.

Despite the lapse of more than a quarter of a century since the death of my grandfather Jassim, but his memory has remained unforgettable from his contemporaries, including, of course, my mother, who recalls with clear nostalgia my grandfather's ethics and his diligence in his work and their impact on her and her siblings. The task of searching for his legacy and his biography was painstaking by manual search, visiting many newspapers and libraries to view their private archives, in addition to the classification of materials, and the recording of audio interviews with his contemporaries. This great effort has an impact on me; as it brought me closer to the large image of the late Jassim Al-Wazzan and his inspiring biography.

In 1959, the major merchants of Kuwait voluntarily announced the establishment of the Chamber of Commerce and Industry to serve the country commercially and econom-

ically in general, without any interference from the governmental agencies; as it has an independent personality morally and materially, after almost one year from the release of the first issue of the magazine, which represents the Chamber in order to provide businessmen with the latest laws, legislations and changes that has influence on making economic decisions, whether in Kuwait, Arab World or countries of the world; in addition to documenting the Chamber's movements in the trips it organized or the receipt of the visiting official delegations.



An Official Invitation From Iran

The first trip was accepted by Jassim Al-Wazzan within the Chamber of Commerce and Industry delegation, which went to Iran at the end of May 1971, and it was the first delegation formed by the Chamber to visit Iran. The official invitation came from the Export Promotion Center in Iran by the Iranian Ambassador in the State of Kuwait, Gholam Reza Taj Bakhsh, the Chamber

accepted this official invitation, and sent a high-profile delegation to represent the various different sectors of the private companies and the financial , industrial and commercial joint stock companies, in order to view the progress of the industry and the rise of the Iranian economy and to study the method for economic and commercial cooperation between the two countries. The delegation is headed by Mr. Abdul Aziz Hamad Al-Sager, Chairman of the Chamber, accompanied with 13 economic personalities, and they were:

Jassem Mohammed Al-Kharafi, Jassim Mohammed Al-Wazzan, Hamoud Al-Khalid Al-Zaid, Zaid Abdul Hussain Al-Kazemi, Abdul Razzak Khalid Al-Khalid, Abdulsamad Abdullah Marafi, Abdulatif Thunayan Al-Ghanim, Abdullah Yousef Al-Ghanim, Fahad Abdul El Mohsen Al-Nafisi, Mohamed Abdulrahman Al-Bahar Najeeb Abdullah Almulla, Yacoub Yousef Al- Hamidi, and Abdul Aziz Yousef Al- Fulajj, and the Director General of the Chamber and Secretary of the delegation, Haitham Al-Mallouhi.

The visit to Iran had fruitful outcomes; as there was an agreement between Kuwait Public Transport Compa-

ny and an Iranian factory specialized in auto industry on purchasing a set of buses for Kuwait Public Transport Company, in addition to providing Iran with several investments in projects with partnership of Kuwaiti -Iranian capital.



An Official Visit to the Hellenic Republic

Between the period from the 8th to 13th of March 1977, the Kuwait Chamber of Commerce and Industry paid an official visit to the Hellenic Republic based on an invitation directed from the Chairman of Athens Chamber of Commerce & Industry, Mr. Christos Banjus; as the Chamber sent invitation cards to a number of well-known Kuwait businessmen to organize a delegation headed by Mr. Abdul Aziz Hamad Al-Sager, Chairman of the Chamber of Commerce and Industry, which resulted in the formation of a delegation consisting of five members, namely:

Barrak Abdul Mohsen Al-Mutair, Jassim Mohammed Al-Wazzan, Abdullah Al-Ghanim Al-Othman, Abdullah Say-

id Rajab Al-Rifai, Abdul Wahab Ali Al-Tamar, and the Secretary Abdul Azim Hussain Hosseini.

On Tuesday afternoon, 8th of March 1977, the Chairman of the Athens Chamber of Commerce and Industry, and some members of the Chamber and its Director General Mr. L. Framocolo, welcomed the delegation coming from the State of Kuwait at the Athena Airport; in the presence of the Kuwaiti Ambassador in Greece, Mr. Mohalhal Mohammed Al-Mudhaf, the Greek Ambassador in Kuwait, Mr. George Vandalis, and finally the Greek Commercial Counsellor in Kuwait, Mr. Yannis Baba Wnimeiri.

The Kuwaiti delegation did not take a rest; a few hours later after their arrival, the Special Ambassador Professor John Georjacks has prepared a dinner banquet in a hotel in their honor, and for this occasion he invited Greek business leaders and representatives of the Kuwaiti Embassy in Athens, as they were exchanging words of cordial welcome among themselves. Next morning, visits to the official bodies have been coordinated to hold meetings with its Boards of Directors.



A memorial photo in 1977.

The visits and meetings included the Athens Chamber of Commerce and Industry, Veria Chamber of Commerce and Industry, the Technical Chamber of Greece, the Federation of Enterprises, the Union of Greek Ship owners, as well as the Pan-Hellenic Exporters Association.

The Kuwaiti delegation of the Chamber of Commerce and Industry has also visited the commercial and official institutions, accompanied by Mr. Mohalhal Mohammed Al-Mudhaf, the Kuwaiti Ambassador in Greece. They visited some of Ministers of the Hellenic Republic such as: Deputy Prime Minister and the Minister of Education, Mr. G. Rallis; the Minister of Planning, Mr. B. Pappalajuras; the Minister of Foreign Affairs, Mr. D. Petsiaus; the Minister of Trade, Mr. John Farfatsiotis, the Merchant Marine Minister Mr. A. Bapadujanos, and the Minister Transport Mr. C. Fuyatzis.

During these visits, the Chairman of the Kuwait Chamber of Commerce and Industry, Mr. Abdul Aziz Hamad Al-Sager, praised the stance of the Greek government and its support to the Arab countries in their just cause against Israel.

The delegation has also visited the Governor of the National Bank of Greece (NBG), the Governor of the Industrial Development Bank, the Greek Tourism Authority, the foodstuff factories from oils, fat and biscuits, in addition to the Greek Shipbuilding Company; in which it has viewed the latest industrial developments in Greece, and held sessions with those in charge of its management. With all these rounds of visits to the competent authorities, this resulted in important themes and economic debates from the several meetings dominated by the joint interest between the countries, which include nine important goals that are as follows:

The establishment of an Arab-Hellenic Chamber of Commerce and Industry in order to increase the investments and the areas of tourism, and to develop trade relations among themselves.

Exchange of information between the Kuwait Chamber of Commerce and Industry and the Hellenic Chambers of Commerce in order to spread investment and commercial offers and opportunities between the two countries.

Strengthen communication between the two countries through trade delegations and official visits.

The establishment of exhibitions for Greek products on the territory of the State of Kuwait for merchants and consumers to be acquainted with these products.

Establishment of the Arab Hellenic Bank.

The ability to train the Kuwaiti ships' crew in the Hellenic Merchant Marine Academies.

The ability to reform the Kuwaiti ships in the Greek shipyards.

The discussions were held between the members of the delegation and the officials of the factories regarding the quality of their products, their prices and comparing them with competitors.

The importance of transport facilitation and organizing the shipping line between Greece and the Gulf region.

A memorandum of understanding was signed on the previous points be-

tween the two Chairmen of both the Kuwait Chamber of Commerce and Industry of and Athens Chamber of Commerce and Industry to raise the economic and commercial cooperation between the two countries, for further relations and common interests.



The Government Of The Republic Of Malta Invites The Chamber

On the 8th of January 1977, the Government of Malta sent a formal invitation to the Kuwait Chamber of Commerce and Industry to visit the Republic of Malta. The Chairman of the Chamber, Mr. Abdul Aziz Hamad Al -Sager accepted this invitation in the period between the 14th -16th of March 1977, together with a number of businessmen for the Chamber's members, namely: Barrak Abdul Mohsen Al-Mutair., Jassim Mohammed Al-Wazzan, Abdullah Al-Ghanim Al-Othman, Abdullah Sayid Rajab Al-Rifai, Abdul Wahab Ali Al-Tamar, and the Secretary Abdul Azim Hussain Hosseini.

When the members of the delega-

tion arrived at the Malta airport on Monday, 14th of March 1977 at 2:00 pm, they were received by Mr. Mohamed Khalid AL-Rumi, the Kuwaiti Ambassador in the Republic of Malta; in addition to the Undersecretary of the Ministry of Commerce, Mr. Robert Stivala, the Director of Export Promotion Department at the Ministry of Commerce, Mr. John Zamet, and among the recipients was Mr. Edwin Lapierre, who was in charge of foreign trade in Malta.

On the same day and in honor of the delegation, the Undersecretary of the Ministry of Commerce called for a dinner party on the occasion of their arrival in the Republic, in the presence of some of the Ministry of Commerce officials, and the pillars of the Kuwaiti Embassy in Malta.

Visits to the official bodies and the major factories of the country were organized to hold meetings with senior managers and officials. They were accompanied in most of these visits by the Kuwaiti Ambassador who resided in Tripoli (Libya), Mr. Alfred G. Plessy; as they visited the Ministry of Commerce, the Malta Development Corporation,

the Malta Federation of Industry, the Exhibitions Authority, the Chinese Carpet Factory, the Glass Products Factory; in addition to the new marina to build and repair ships.

At 10:30 am of the following morning on Tuesday, the Prime Minister of the Government of Malta, Mr. Dom Mintoff and the Minister of Commerce Dr. Patrick Holland received the Kuwaiti delegation in his office, where they exchanged views and positive discussions of interest for both sides economically and commercially, and signed a Memorandum of Understanding between Chairman of the Kuwait Chamber of Commerce and Industry, and the Malta Undersecretary of the Ministry of Commerce with the testimony of the accompanying delegation, and this Memorandum included 7 important themes, namely:

The increase of Malta's exports to Kuwait.

Holding Exhibitions of Malta's artifacts in order to familiarize the traders and consumers with these products. They were admired by this idea after the offer presented by the Head

of the delegation to provide the necessary services and to allocate a suitable space for holding the exhibition in the Chamber's building free of charge due to the success of this step.

Holding discussions about the possibility of establishing Kuwaiti-Maltese companies between Mr. C. Cassar, Chairman of Malta Development Corporation and the delegation of the Kuwait Chamber of Commerce and Industry, as well as the available investment opportunities in the Republic of Malta.

The available possibilities for the construction or maintenance of the Kuwaiti ships in the dry dock and the new marina in Malta.

The possibility of asking the assistance of employees and sailors from Malta to work in Kuwait.

The Government of Malta asked the economic delegation to do his best with the Kuwaiti Government and the official bodies for approval of the loans that have already requested by the State of Kuwait, to help finish the new marina in order to repair and build ships, and also for the agricultural pro-

jects and the fisheries.

Maltese Prime Minister and the Maltese Ambassador in Kuwait submitted a request to the Head of the Kuwaiti delegation to nominate a Kuwaiti citizen to become an honorary consul of the Republic of Malta in Kuwait.



The Republic Of Turkey Invites The Chamber

The Ambassador of the Republic of Turkey in Kuwait handed an official invitation to the Chamber of Commerce and Industry from the General Union of Chambers of Commerce, Industry and Commodity Exchanges of Turkey in February 1982, in order to learn about the Turkish economy, the commercial and industrial renaissance and the extent of its development, in addition to examining methods to further strengthen the relations between the state Kuwait and the Republic of Turkey through economic cooperation that will ensure the interests of the two countries.

The Chamber accepted this official invitation by a delegation headed by Mr. Abdul Aziz Hamad Al –Sager, Chairman of the Chamber of Commerce and Industry, during the period between the 30th of May 1982 and the 6th of June 1982. The delegation included a number of veteran businessmen from various sectors, namely: Sulaiman Abdullah Al-Aiban,

Abdel Bagi Abdullah Al-Noori, Abdul Majeed Ahmed Gharabally, Ali Mohammed Thunayan Al-Ghanim, Yusuf Abdul-Aziz al-Muzaini,

Jassim Mohammed Al-Wazzan - the Representative of Union of Kuwait Foodstuff Merchants and Manufacturers; in addition to Khaled Abdul Mohsen Al-Saqer - Representative of (K.P.S.C.), Abdullah Ahmad Al-Qabandi - Representative of the Kuwait Foreign Trading Contracting and Investment Company, Eid Hamad Al-Mazrm - Representative of the Union of Consumer Cooperative Societies,

Abdul Azim Hussain Hosny - the Supervisor of the Department of Foreign Relations in the Chamber (Secretary), and Essam Nadim Samman - the Super-

visor of the Legal Department in the Chamber (Secretary).

The delegation's visit captured the attention of senior officials in the Republic of Turkey on a wide range of governmental and non-governmental sectors; as the meetings of the delegation with the officials and Turkish businessmen from various fields were scheduled. On Monday morning, 31st of May 1982, the delegation visited the Chamber of Commerce in Istanbul, where the delegation held meetings with the Chairman of the Chamber and several members of its Board of Directors. They discussed the method for improving the economic cooperation between the two parties for their mutual benefit.

Afterwards, the Istanbul Chamber of Commerce organized the meetings of the Kuwaiti delegation with Turkish merchants in order to exchange views and different topics that contribute to building the future of commercial relations between the two parties. After the completion of discussions at 1:00 pm, and in the honor of the Head and members of the Kuwaiti delegation, the Istanbul Chamber of Commerce

hosted a luncheon in which they exchanged welcoming and friendly words and ratified the serious desire of both parties to work diligently for the benefit of the two countries.

On the same day, in the afternoon, the delegation inspected the Permanent Industrial Exhibition for Turkish Products. This visit was important in order to be acquainted with the advanced Turkish industries, both light and heavy. The Turkish exhibition included many of the broad and multiple products such as carpets, sanitary ware, watches of all kinds, marine yacht used in private and public services, special marine equipment; in addition to the fishing vessels industry, the commercial vessels, the mechanical tools in general, the solar energy panels, the wood products of furniture and decoration, the furnaces in all sizes, the optics supplies for eyeglasses, sunglasses, contact lenses, as well as the modern electronic equipment, marble, ceramic, mosaic, tiles and plastic industries in all its multiple types, along with the chemical fertilizers and light gases used in the medical industry, pesticides, and diverse industrial copper, in addition to medication,

cranes, bicycles, tractors and various mechanisms of cars. The delegation also looked into the agricultural products in their different types and the multiple textiles.

At the end of this exploratory visit, the Head of the delegation, Mr. Abdul Aziz Hamad Al -Sager ,expressed his admiration with what the delegation had viewed from creative Turkish products, and confirmed to the Director of the exhibition the necessity for holding an exhibition of these industries in the State of Kuwait to learn about the industrial possibilities in the friendly Republic of Turkey which would reflect positively on the development and permanence of commercial relations between the two countries.

The Kuwaiti delegation visited the Istanbul Chamber of Industry; they were received by the Chairman of the Chamber Mr. Ibrahim Bodor, and some of its members, where they held a small meeting, followed by the delegation meeting with the Turkish businessmen and industrialists.

At this meeting, Chairman of the Chamber of Industry welcomed the Ku-

waiti delegation and confirmed the desire of the Turkish side to consolidate the means of convergence and cooperation in all the industrial, commercial and economic fields.

He pointed out that the Turkish industries are developed and advanced, and the value of Turkish exports yielded a lot during the past years as a result of periodic perseverance and sustained effort, stressing his country's readiness to provide all assistance and transfer the Turkish expertise, and to provide Kuwait with what it needs.

On behalf of the accompanying delegation, Chairman of the Chamber of Commerce and Industry, Mr. Abdul Aziz Hamad Al -Sager expressed his thanks and gratitude for the hospitality extended to the Kuwaiti delegation from the Turkish side, stressing the sincerity of Kuwait's intention to cooperate with Turkey in any way possible.

He emphasized the delegation's admiration with what they saw of evolution in the Turkish industry that attracted the attention and appreciation of Kuwait merchants, with an emphasis on the necessity of holding an industri-

al exhibition in Kuwait by Turkey to familiarize the Kuwaiti businessmen and consumers with the Turkey's industrial leap and to promote further convergence and cooperation between the two countries in particular and the Arab countries in general.

He pointed out the Chamber's keenness on the competitive prices, especially that Kuwait is an open country and imports from all over the world. Al -Sager suggested, at the end of his speech, an inclusive idea for the best methods to enter the Kuwaiti market.

At the end of the meeting, the Istanbul Chairman of the Chamber of Industry called for a lunch invitation in honor of the Head and the members of the Kuwaiti delegation in the presence of a number of Turkish businessmen and manufactures.

On the morning of the third day of the visit, the delegation departed from Istanbul heading to the city of «Bursa » by sea. The Deputy Chairman of the Chamber of Commerce and Industry in « Bursa », and some of the members of its Board of Directors were waiting for the delegation.

The Kuwaiti delegation met with the Governor of the city, who emphasized, in the speech he delivered, the joy of the « Bursa » city on both the civil and official levels with the visit of the Kuwaiti delegation, hoping that this visit will be open the doors of goodness in consolidating and strengthening the economic relations and the mutual interests between the two countries.

The Head of the Kuwaiti delegation, Mr. Abdul Aziz Al -Sager responded with words of thanks for the warm welcome and hospitality, alluding to Kuwait's keenness on consolidating the bonds with the friendly Republic of Turkey, which share ancient historical and Islamic ties with the Arab world.

Al- Sager paid attention to the development of commercial and economic relations between Turkey and the Arab countries; and he praised the steps of this development.

He expressed his hopes that this visit would bring about a positive and productive factor confirming the development of the cooperation and communication between the two countries.

Afterwards, the Kuwaiti delegation attended a luncheon hosted by the Bursa Chamber of Commerce and Industry in honor of the visit, which was also attended by a number of dignitaries and city officials led by the Governor of Bursa.

In the afternoon of the same day, the delegation visited the Bursa Chamber of Commerce and Industry, and met with the businessmen of the city. He discussed with them a number of economic issues, and responded to raised queries and questions.

The delegation visited a small exhibition for the industrial and craft products of the city of Bursa, and then attended a dinner banquet held by the Chamber in the presence of the Governor of the City, the District Commander and some of the businessmen and industrialists in Bursa. This opportunity was appropriate to put forward views and methods for cooperation between the two countries.

On Thursday morning, 3rd of June 1982, the delegation left the city of Bursa on its way to the city of Eskişehir, where they were received

by the Eskişehir Chairman of the Chamber of Commerce and Industry and a number of officials and businessmen. The Chamber hosted a luncheon for the delegation in their honor, and then the delegation visited the Chamber of Commerce and Industry in Eskişehir and met a number of the Chamber members and businessmen in the city.

At this meeting, the parties discussed the possibilities and opportunities available in the city of Eskişehir, which is regarded as one of the advanced industrial cities.

The Turkish side confirmed its large capacity to provide agricultural products and many of the construction materials and the possibility of building diverse factories.

In turn, Mr. Abdul Aziz Al -Sager, Head of the Kuwaiti delegation gave a comprehensive view of the Kuwaiti market and its needs, stressing that Kuwait welcomes the Turkish exporters.

He pointed to the possibility of creating a joint venture between the Kuwaiti businessmen and the Turkish

businessmen in different fields. Afterwards, the Head and the members of the Kuwaiti delegation paid a visit to one of the refrigerator factories and they were impressed by the production capacity of the plant amounting to 1500 refrigerators a day.

After the completion of the visit, the delegation has completed its way to the city of Ankara in the evening. On the next morning, members of the Kuwaiti delegation met at the Union of Chambers and Commodity Exchanges of Turkey building with the Turkish businessmen and exchanged ideas with them on the best methods to develop trade relations between the State of Kuwait and the Republic of Turkey, the Kuwaiti delegation responded to the Turkish side's questions.

The Head of the Kuwaiti delegation, Mr. Abdul Aziz Hamad Al -Sager, met with the Deputy Prime Minister of Turkey for Economic Affairs Dr. Turgut Özal. Afterwards, a larger meeting was held, which included all the members of the Kuwaiti delegation and high-level officials of the Turkish Government Sector.

At the beginning of the meeting, Özal welcomed the Head and members of the Kuwaiti delegation for this visit, stressing the desire of the Turkish government to consolidate its relations with the Arab countries.

He emphasized that the Turkish side is interested in the development of these relations to the best they can in order to ensure the common interests of the two friendly countries pointing out the special status of the State of Kuwait; and the Turkish Republic is keen on continuing visits between the two sides.

Özal praised the efficiency of the Kuwaiti businessmen and the development of their potentials in their organizations, explaining that the joint interaction to invest in Turkey will lead to fruitful results in the interest of both parties.

He said that the Turkish government will work to create facilities for the Kuwaiti investor to establish a joint investment sector.

For his part, the Head of the Kuwaiti delegation, Mr. Abdul Aziz Al -Sag-

er, thanked Dr. Özal in his speech for the hospitality and reception, noting that the Republic of Turkey has historical ties with the Islamic countries, and that everybody's dream is the growth and the development of these relations to continue for a long-term.

He stressed the importance of developing cooperation to achieve the hopes and aspirations, stressing the attention of the State of Kuwait at both the civil and the government levels on the development of these relations, along with increasing the trade visits in various economic sectors for mutual benefit.

He explained that the State of Kuwait is a first-class consuming country, as it imports most of the consumer items and foodstuffs from around the world and that Turkey has good potential in providing a lot of these needs from industrial, agricultural and food products.

He praised the cutting-edge industries, that the members of the Kuwaiti delegation have seen at the Permanent Industrial Exhibition in Istanbul, stressing the need for holding this exhibi-

tion in Kuwait to display the products in front of a largest number of Kuwaiti businessmen as well as consumers, in order to learn about what the Turkish industry has reached in terms of development and technology.

He expressed the readiness of the Kuwait Chamber of Commerce and Industry to provide the facilities available for such types of exhibitions.

Al -Sager broached the fascinating tourism potentials available to Turkey, which if developed with the participation of Kuwaiti investment companies, they will promise abundant goodness for the two countries.

Al -Sager urged the Turkish side on the need to increase the trade exchange volume between the state of Kuwait and the Republic of Turkey, although there is a noticeable improvement occurred in this activity in recent years.

Afterwards, there was an exchange of views between the members of the Kuwaiti delegation and the Turkish government officials; the focus has been on 10 issues:

Overcoming the difficulties facing the export operations from the Republic of Turkey to the State of Kuwait in order to develop them.

Providing the Kuwaiti businessmen with an outline about the Turkish products by organizing a special exhibition for the Turkish industries in the near future for its importance.

Studying the mutual cooperation in various fields and the establishment of joint ventures between the two countries.

Overcoming the difficulties that stand in front of the export of Turkish livestock, meat and fodder to the State of Kuwait.

Establishing joint tourism projects such as the establishment of modern hotels, the development of trips between the two friendly countries and also the construction of villas and houses in the form of tourist cities.

Examining the transport problems between the two countries and establishing joint ventures in this area.

Performing investment projects in the different economic activity fields.

Supporting the establishment of agricultural and livestock joint projects.

Benefiting from the achievements of the Republic of Turkey in the scientific and industrial progress field; provided that they are within the framework of common interest between the two countries.

Increasing the number of trade delegations and business visits between the two countries.

At the end of the meeting, Deputy Prime Minister of Turkey for Economic Affairs Dr. Turgut Özal extended his gratitude to the Kuwaiti delegation for this good visit and wished them a pleasant stay, and promised to visit Kuwait at the head of the trade delegation that will attend the opening of the Industrial Exhibition proposed to be held at the beginning of next year.

In turn, Mr. Abdul Aziz Hamad Al-Sager, Chairman of the Kuwait Chamber of Commerce and Industry thanked Dr. Özal for the hospitality and recep-

tion and his sponsorship of this delegation, stressing that everyone's attention is moving towards a bright future for relations between the two brotherly countries.

The General Union of Chambers of Commerce, Industry and Commodity Exchanges of Turkey held a luncheon in honor of the Head and the members of the Kuwaiti delegation in the presence of a number of Turkish businessmen.

On Friday evening, the 4th of June 1982, the delegation left Ankara on its way to Istanbul and the farewell was attended by officials and members of the General Union of Chambers of Commerce and Industry and Commodity Exchanges of Turkey.

On the following evening, the Kuwaiti delegation accepted an invitation from Istanbul Chamber of Industry to attend a celebration hosted by the Chamber on the occasion of the anniversary of its foundation, in addition to the participation of the Head of the Kuwaiti delegation in the distribution of a number of certificates of appreciation to the eligible producers.

On Sunday morning, the 6th of June 1982, the delegation left Istanbul back to Kuwait from a trip lasted a week and was seen off by a number of officials and the Chairman of Istanbul Chamber of Commerce and Chairman of the Commodity Exchanges in addition to the Secretary General of the General Union of Chambers of Commerce and Industry and Commodity Exchanges of Turkey.



The Chamber Visits Hungarian People's Republic

The Hungarian Chamber of Commerce sent a formal invitation to the Kuwait Chamber of Commerce and Industry, and the Chamber had to accept the invitation to organize a high-level economic delegation, from the 26th to the 30th of June 1986, under the chairmanship of the Chairman of the Chamber Mr. Abdul Aziz Hamad Al-Sager and the membership of: Mohammed Abdul Mohsen Al-Kharafi – Deputy Chairman, Yusuf Ibrahim Al-Ghanim - Honorary Deputy Treasurer and Chairman of the Finance and Investment Com-

mittee, Jassim Mohammed Al-Wazzan – Chairman of Kuwait Union for Foodstuff Merchants and Manufacturers,

Fahd Abdulrahman Al-Bahar- Chairman of the Kuwaiti Banks Committee, and Abdul Azim Hussain Hosny - the Supervisor of the Department of Foreign Relations in Chamber (Secretary)

The delegation was greeted upon its arrival to the Hungarian People's Republic by the Chairman of the Chamber of Commerce Dr. Tamac Beck who held a dinner banquet on the evening of their arrival attended by the Deputy Minister of Foreign Trade and high-level officials in the Hungarian Chamber of Commerce, in addition to the presence of the members of the Arab-Hungarian Chamber of Commerce.

On following morning, the Kuwaiti delegation met at the grand meeting hall in the Hungarian Chamber in Budapest city, in the presence of a number of the chairmen and managers of Hungarian companies.

The meeting was opened by a speech from Mr. Peter Lorenz, Secretary-General of the Chamber, who

thanked Al -Sager for accepting this invitation and praised his exerted efforts to consolidate economic relations not only between the State of Kuwait and the Hungarian People's Republic, but also between Hungary and all the Gulf Cooperation Council (GCC) and the rest of the world as a whole.

During his speech, he stressed his country's readiness to establish joint ventures with the State of Kuwait in the Hungarian People's Republic, Kuwait or any other Arab country, and then he mentioned the law, which was issued at the beginning of 1986 regarding the regulation of foreign capital investment.

For his part, the Director of the Investment Department at the Ministry of Finance Dr. Peter Riedel reviewed the foundations of this law and the incentives offered to the foreign investments such as facilitation of procedures and extension of the tax exemption period for up to 10 years, in addition to the reduction of the tax on profits from 40% to 30% and the exemption of foreign investments in the Free Zone from their submission to the Hungarian laws.

For his part, the Head of the Kuwaiti delegation Abdul Aziz Al-Sager, and the members of the accompanying delegation, expressed their thanks for the good reception and keenness on the consolidation of relations with Kuwait, and stressed the necessity to choose the productive sectors received by the Hungarian People's Republic for foreign investment, and expressed the readiness of the Kuwait Chamber of Commerce and Industry to assist in offering investment projects for companies and interested parties in the event of providing them with the necessary economic studies. Afterwards, an explanation about the companies, activities and the possibilities of exporting has been presented by the representatives of the Hungarian companies.

After this meeting, the Kuwaiti delegation reviewed the huge cooperative stores known as "SKALA", whose branches spread all over the Hungarian People's Republic; as it reviewed its contents, business systems and management.

In the afternoon, the Minister of the Hungarian Foreign Trade Peter Ferris met with the Kuwaiti delegation and

expressed his government's interest in communicating and developing good relations with the State of Kuwait in many fields, and he praised in particular the efforts of the Chairman of the Kuwait Chamber of Commerce and Industry Abdul Aziz Hamad Al -Sager for his continuation of the ongoing communication and strengthening the ties; noting that this effort and the time spent were not in vain, but achieved a satisfying and tangible results that are reflected in the foreign trade statistics among Gulf Arab states and the Republic of Hungary.

For his part, Al -Sager stressed that the Kuwait Chamber of Commerce and Industry will continue these efforts to brief its members on the Hungarian products and opportunities available to deal with; indicating that the Kuwait trade policy is based on freedom of trade, on the basis of quality, price and subsequent services, and aims to seek strengthening cooperation and trade exchange with our sister states that understand the Islamic Arab issues.

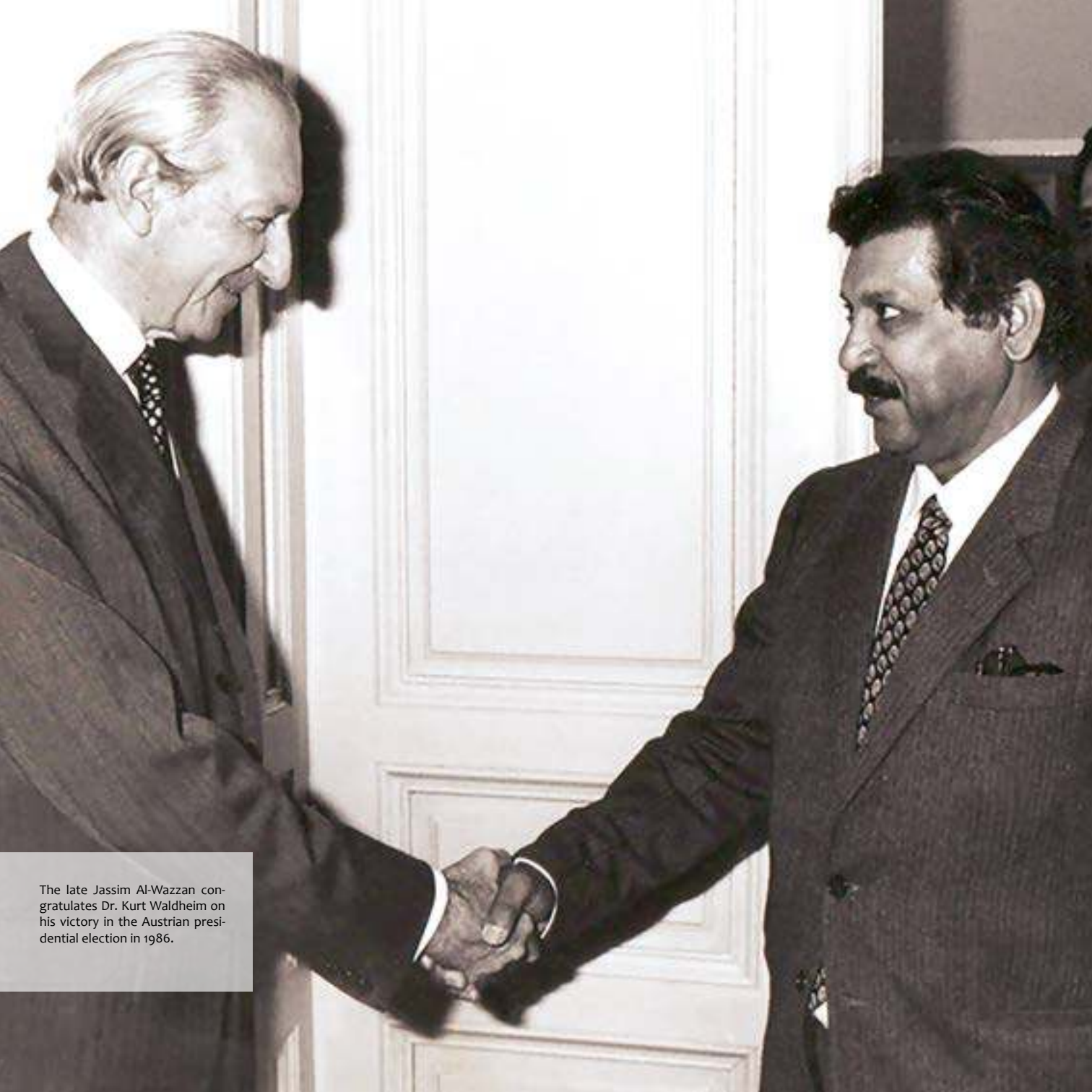
On Saturday and Sunday, the Kuwaiti delegation made a single visit included agricultural cooperatives and

covered floriculture fields and a number of tourist areas, through which the Hungarian government plans to attract foreign capital for its development and investment.

On the last day of the visit, Monday, the 30th of June 1986, the Kuwaiti delegation visited the Hungarian National Bank, where the Bank President Matthias Timar explained the bank and cash systems in the Hungarian People's Republic, and expressed his satisfaction with the good relations between the Kuwait banks and the Hungarian banks.

Afterwards, Mr. Abdul Aziz Hamad Al -Sager and his accompanying delegation have met the Hungarian Minister of Finance Dr. Stephane Hjtiny, and he discussed with them the important points and observations concerning the law of encouraging foreign investment and the means and methods of founding joint ventures within the boundaries of the proposed agreement that has been examined between the Government of the State of Kuwait and the Hungarian government.

The visit ended at eight o'clock on



The late Jassim Al-Wazzan congratulates Dr. Kurt Waldheim on his victory in the Austrian presidential election in 1986.

the morning of Tuesday, the 1st of July 1986, as the Kuwaiti delegation left Budapest on its way to the Republic of Austria.



The Chamber's Visit to the Republic of Austria

At the official invitation addressed to the Kuwait Chairman of the Chamber of Commerce and Industry Mr. Abdul Aziz Hamad Al -Sager from the Chairman of the Federation of the Austrian Chamber Rudolf Salinger, the Chamber formed an economic delegation representing the various economic and commercial fields to accept this invitation to visit the Republic of Austria for the period between the 1st to the 5th of July 1986, headed by Mr. Abdul Aziz Al -Sager, and the membership of: Mohammed Abdul Mohsen Al-Kharafi - Deputy Chairman of the Kuwait Chamber of Commerce and Industry, Yusuf Ibrahim Al-Ghanim - Honorary Deputy Treasurer, and Chairman of the Finance and investment Committee, Jassim Mohammed Al-Wazzan – Chairman of Kuwait Union for Foodstuff Mer-

chants and Manufacturers, Ali Ahmed Al-Ghanim Al-Gabr - Chairman of the Kuwait Hotels Company, Fahd Abdulrahman Al-Bahar- Chairman of the Kuwaiti Banks Committee, and

Abdul Azim Hussain Hosny - the Supervisor of the Department of Foreign Relations in the Chamber (Secretary)

On Tuesday morning, the 1st of July 1986, the economic delegation headed to the Republic of Austria, which was awaited by high-level officials of the Federation of Austrian Chambers, in the presence of the Austrian Commercial Counselor of the State of Kuwait Mr. Dr. Wolfgang Lanz. On the evening of the same day, the Kuwaiti delegation visited the Arts Kuwaiti exhibition held in downtown Vienna city in the OPEC Fund building, and was received by the Kuwaiti Ambassador in the Republic of Austria, Abdul Hamid Abdullah Al-Awadhi, and the Fund Manager, where they had taken a look at the exhibits that showed the Kuwaiti folk art.

On following morning of the visit, the delegation headed to the United Nations city to visit the Austrian Conference Building, in which the State

of Kuwait was participating in its establishment in a location adjacent to the United Nations premises and was expected to be finished in May 1987, where they were greeted by the Director of the Bank Austria and Supervisor of the financing operations, Dr. Helmut Hashk, and numbers of technicians who supervise the construction.

The delegation saw a scale model for the building, and then made an exploratory tour to some halls that were completed and the delegation was given a detailed explanation about them.

Afterwards, the delegation went to the Vienna Islamic Center, which was founded for the purpose of providing services to the Muslim community, and the delegation learned about its activities and services, and it has been provided with informational books of the Center.

At 11 o'clock, the members of the Kuwaiti delegation, under the chairmanship of Mr. Abdul Aziz Hamad Al-Sager, met with the Austrian elected President Dr. Kurt Waldheim at his election headquarters, where the delegation congratulated him on winning

the presidential election on the 8th of June 1986 over three rivals; as he won by 49.6% of the votes. The delegation expressed great respect shown by the peoples of the Arab and Islamic nations to his fair principles during his tenure as a secretary-general of the United Nations, and he was well-known for his committed attitude about what he thought is right. The delegation emphasized that the State of Kuwait, like the Republic of Austria, always stands with the people of the world for their right in independence, freedom and prosperity, and that the Kuwait Chamber of Commerce and industry will make an effort in order to develop economic relations between Kuwait and Austria in the common interest.

Waldheim, for his part, thanked the Kuwaiti delegation for their presence and for their congratulations, and told them that he was grateful to meet them as the first Arab delegation that he had received after winning the presidency of the Republic of Austria.

In the evening, the delegation met, in the Federation of Austrian Chambers building, with the chairmen and directors of Austrian industrial companies,

and the meeting began with a speech by the Chairman of the Federal Industrial Section Philip Thune Schuler, in which he thanked the Kuwaiti delegation for accepting the invitation to visit the Republic of Austria, and then provided an overview of the activities and the services of the Federation of Austrian Chambers for the industry.

In a reply speech, the Head of the delegation and the members expressed their thanks for the good reception, and then explained in a simple manner the economic conditions in the State of Kuwait, and the services provided by the Kuwait Chamber of Commerce and Industry; explaining the importance of the cooperation of Kuwaiti companies with the Austrian companies in the establishment of projects, whether in Kuwait, Austria or in any other Arab country.

Afterwards, the representatives of Austrian companies explained in a simple manner their activities and opportunities for cooperation with the Kuwaiti companies and supplied the members of the Kuwaiti delegation with many of the pamphlets that explain the volume of their production and their achievements.

After the completion of the meeting, the Kuwaiti delegation headed to the headquarters of the Austrian Parliament, where it met the Deputy Prime Minister and the Minister of Commerce and Industry Dr. Torbert Steiger, who welcomed the delegation and stressed the desire of the Austrian government for continued cooperation with Kuwait in all the economic fields.

Steiger said: This cooperation has been evident in the recent years through the encouraging steps that we all hope to develop and encourage.

For his part, Al –Sager thanked Dr. Steiger for the warm reception, noting at the same time that the commercial relations with Austria has rapidly achieved high levels in the last ten years; as the Republic of Austria occupies an advanced rank among the countries exporting to Kuwait, despite the limited activity of Austrian companies specialized in contraction in Kuwait, and that support will undoubtedly push forward the size of the Austrian export to the State of Kuwait.

The Chairman of the Kuwaiti Chamber, Mr. Abdul Aziz Hamad Al –Sager,

confirmed in his speech on the preparation of the Kuwait Chamber of Commerce and Industry to provide all possible support to brief the Kuwaiti market on the Austrian products, and emphasized his insistence on the importance of establishing an exhibition for the Austrian products in the State of Kuwait for the serious participation to contribute significantly to the increase in the distribution of these products in the Kuwaiti market that are characterized by intense competition.

He said that this happens because of Kuwait's policy of free trade, making the Austrian companies exert more effort to establish its presence in the market, stressing the readiness to provide all available means in order to achieve their aspirations pursuant from the durable quest to promote trade with friendly countries that understand the Arab and Islamic issues.

The delegation then took a tour in the parts of the parliament headquarters and attended a part of the running session.

On the second day of the visit, the delegation went to the free-customs

zone in the city of Vienna, and reviewed the applicable laws and regulations.

Afterwards, the Austrian Finance Minister, Ferdinand Lacina, received the Head and the members of the Kuwaiti delegation, and presented them with a sufficient explanation for the existing financial systems in the Republic of Austria and the extent of their flexibility; praising the constructive cooperation existing between the Kuwaiti banks and the Austrian banks. He expressed the desire of the Austrian government to consolidate these relations with Kuwait.

For his part, the Head of the delegation Mr. Abdul Aziz Hamad Al-Sager expressed the readiness of the Kuwait Chamber of Commerce and Industry to support by presenting investment projects of various kinds to all Kuwaiti companies in the event of providing them with the necessary economic feasibility studies; praising the efforts of the Austrian Commercial Representation Office of the State of Kuwait in revitalizing the tourism sector throughout the past four years, whose effects began to stand out clearly in the increasing number of Kuwaiti tourists to

the Republic of Austria.

In the afternoon of the same day, the Kuwaiti economic delegation met the representatives of commercial banks and finance houses at the headquarters of the Federation of Chambers of Commerce; as the meeting began with the speech of the President of the Finance and Insurance Sector emanating from the Austrian Federation of Chambers, Dr. Helmut Claus, who gave a brief explanation of the achievements of the Austrian banks, highlighting what has been achieved in terms of savings, remittances, and investments.

In his speech, he praised the existing cooperation between the Kuwaiti banks and the Austrian banks, which encourage more cooperation; especially that the Austrian banks have many commercial opportunities in cooperation, whose implementation will lead to good results for the benefit of the two countries.

Mr. Abdul Aziz Al –Sager mentioned a word of thanks to Dr. Claus and introduced the members of the Kuwaiti delegation, then began with a brief over-

view on the economic situation in the State of Kuwait , the volume of its imports , its banking system and its services to all sectors of the economy; focusing on the fact that Kuwait is one of the oldest nations in the Arab Gulf that owns petrochemical industries; as its investments have expanded in this sector to reach the Republic of Turkey and the People’s Republic of China, and that the State of Kuwait is ready to cooperate in various fields of investment with Austria.

He suggested the importance of developing the information exchange and meetings system, and stressed that the Kuwait Chamber of Commerce and Industry will make an effort in presenting the investment projects to the Kuwaiti companies, once they are provided with the economic feasibility studies related to these projects. Afterwards, the two sides put forward a number of questions and inquiries where the Kuwaiti side focused on the Austrian laws governing the regulation of foreign banks contribution in the banking sector in Austria.

On the third day of the visit, the President of the Austrian Republic, Ru-

dolf Kirchschräger, welcomed the Head and the members of the Kuwaiti delegation, accompanied by the Chairman of the Federation of Austrian Chambers, Rudolf Salinger, and the Austrian Commercial Counselor at the state of Kuwait Mr. Wolfgang Lanz; whereas Mr. Abdul Aziz Hammad Al –Sager conveyed the greetings of His Highness the Emir of the State of Kuwait and the Kuwaiti economic family to the Austrian President for the position of the Republic of Austria that understands the Arab and Islamic issues; which helps significantly in strengthening the economic link between Kuwait and Austria.

The Austrian President, for his side, thanked Al –Sager on his visit in the last days of his presidency of the Republic of Austria, stressing that Austria’s policy was fair and will continue to be fair.

He expressed his country’s desire to consolidate and strengthen the economic relations with all countries of the world, and also asked him to convey his thanks and greetings to His Highness the Emir of Kuwait, Sheikh Jaber Al-Ahmad, and his kind wishes to the Kuwaiti people of constant pro-

gress and prosperity.

Afterwards, the trade delegation headed to the Plavesena Palace, where it met with the Chairman of the Federation of Austrian Chambers Mr. Salinger; the two sides discussed how to increase cooperation in various economic activities.

After the completion of the meeting, Mr. Salinger held a luncheon at the Plavesena Palace inviting a large group of businessmen, during which words of welcome and souvenirs were exchanged between the Chairman of the Federation of Austrian Chambers and the Chairman of the Kuwait Chamber of Commerce and Industry.

In the evening, the members of the Kuwaiti delegation, accompanied by Dr. Wolfgang Lanz, headed to the Carinthia province, where they were received by the Chairman of Carinthia Chamber of Commerce, Carl Borięgt, the members of the Board of Directors of the Chamber, the Deputy Central Governor of the Province, and the tourism official in the province. Borięgt hosted a gala dinner in honor of the Kuwaiti delegation to honor them.

On the next morning, the Kuwaiti delegation, accompanied by the Chairman of Carinthia Chamber, Carl Borigt, and the tourism official in the province made an exploratory tour which covered most of the attractions, and also included a luncheon. Some of the side meetings between the representatives of industrial companies and the members of the delegation were held in the

Province, as they studied the possibility of increasing the Austrian exports to Kuwait. The members of the delegation returned to Vienna in the evening.

The visit ended on Sunday morning, the 6th of July 1986, as the Head of the delegation and the members left the city of Vienna.



The late Jassim Al-Wazzan heads a meeting of the Kuwaiti Union for Foodstuff Merchants and Manufacturers in the eighties.

ISSUES OF THE MERCHANTS UNION WITH THE UNION OF COOPERATIVE SOCIETIES⁽¹¹⁾

If we talked in the «Consumer Protection» page about the issues that concern the consumer, it was necessary to deal with all aspects of each issue; as we are keen to take up the role of each individual, each within its competence, in terms of his influence thereon whether positively or negatively. If we calculated all the issues that we have already experienced in this way, we would have been overpowered by its numbers and the complexity of most of them, but the factors affecting them are limited in many aspects, which can be counted on the fingers of one hand.

For more clarification, we can say that the factors affecting any consumer issue are restricted to the following:

(11) Al-Qabas , 9/3/1980



1. The Importing Merchant as a representative of the global market and all the factors influencing it.
 2. The Cooperative Societies recognized as the largest markets ever in terms of marketing capability.
 3. The Union of Cooperative Societies in their capacity as a supervisor of the cooperative societies and regulating the method of buying and selling consumer item within the central markets.
 4. The Consumer as the primary influential element in terms of the degree of demand for the item and how he needs it, and how to act toward any issue that matters to him once he felt it.
 5. The Kuwait Municipality in terms of food monitoring method used currently in the light of food selling list, its storage and the food shops that began to be applied on 3/7/1977 under the Emiri Decree issued on them, and its influence on the merchant and the consumer market separately.
- ion that has an effective influence on finding a solution. The foodstuff merchants' opinions on any issue affecting them directly may be risky and therefore they were characterized with many reservations. Many of them were afraid to be mentioned by name on newspapers pages, or to participate in expressing an opinion on any consumer issue.

Accordingly, we provided different perspectives from all sides in anticipation of the emergence of a clear and explicit opin-

Chairman of Kuwait Union for Foodstuff Merchants and Manufacturers
Al-Wazzan: Food Market In Kuwait Is The Cheapest Ever.

On the 13th of October 1978, the Kuwait Union for Foodstuff Merchants and Manufacturers has been declared, which may include some of the objectives mentioned above that matter to the merchant, but what is the reality of the objectives of this Union? And what role it played since its declaration so far? And where is the consumer's interest for him? These and other questions we asked to Mr. Jassim Al-Wazzan as the Chairman of the Union in the following interview:


- **What is the initial purpose for the establishment of the Foodstuff Merchants and Manufacturers Union?**

The purpose is to work on keeping the merchant within the local market through full cooperation between the merchants on one hand and the Union of Cooperative Societies on the other hand; in addition to the Cooperative Societies that he is subject to their supervision as well as the rest of the state bodies that are directly related to the consumer market, for the purpose of consumer protection.

- **What do you think of the phenomenon of the current rising in the food prices and the method currently used in its processing?**

Kuwait as the importing market for all food commodities, we find it governed by changes in the global prices from time to time, as «Al-Qabas» has already displayed these changes through this page, but I like to mention the most important feature of the Kuwaiti market, namely the free and fair competition among all merchants; as the market of any food commodity is always rising and falling, and under this competition the consumer must always be the winner in accordance with the economic theories that govern the competitive market. Therefore, I see the need to maintain this spirit in terms of the merchants' dealing with the cooperative societies such as their dealings with all other consumer sectors. In terms of the opinion that «all food merchants are characterized by greed through their artificial prices », this opinion is not prudent, and they should not be looked at through this dark aspect because they represent the backbone of the consumer market. I won't say any more than that, but I will just say this to the accusers:

Inquiring: Why is it that food market in



Kuwait was and still is the cheapest markets ever for both neighboring countries and other countries? If this question is considered consciously in a prudent and examined manner, the outcome of the answer must be in the interest of all food merchants. Are they aware that the maximum percentage of the profit earned by the merchant, in this case, does not exceed 3% - 5%, and this may cover or equal the cost of many imported commodities? However, the merchant's continuity within the local market has been governed by many factors one of them touches his dignity, and therefore, he is struggling and insisting on staying, even by searching for other sources to market his goods.

The Union's Role

Regarding the role taken by the Foodstuff Merchants and Manufacturers Union since its inception till now, Mr. Jassim had the following opinion:

The Union works in silence to maintain a healthy atmosphere appropriate for dealings, and with many problems facing the food merchants in the local market, we have knocked the doors of many officials for the purpose of studying and determining a solution affiliated to our problems,

which in my belief that their resolution will serve the consumer directly. The core of our problems is as follows:

Article 6 Of The Food Law

Officials of the municipality have been contacted about the obstacles faced by the food merchants in relation to the application of Article 6 of the Food Law, enacted in 1977, especially in terms of sticking a label in Arabic that includes the production date and the expiry date of food items. If we look at the results of applying it on the local market till now we find that they have increased the cost of many consumer commodities, especially for companies that have expressed a desire to respond to us as they tied their consent with certain conditions in terms of the necessity of contracting on large amounts of its goods for appropriate prices plus the cost of the new card, especially if we know that our consumption of the global market are very few compared with the consumption of the rest of the world nations. Our point of view is still proposed to the bodies concerned to study it, and we hope that they will quickly reach a decision and we also like to make it clear that some international companies have refrained from dealing with Kuwait merchants because of the small quantities that are meant to be labelled in Arabic. The sus-

pension of the importation of the products of these factories that are characterized by their quality and international renown has led to depriving the domestic market from them.


Rules Of The Union Of Cooperative Societies

Regarding the decisions of the Board of Directors of the Union of Cooperative Societies with respect to price stabilization from merchants and its keenness on the range of rates before the end of 1978, as well as the establishment of Price Committee to decide on the merchants' requests in terms of raising the prices of some food commodities affected by global prices, Jassim Al-Wazzan said:

These decisions have had adverse effects on merchants, on one hand, and on the local market, on the other hand. Thus, we requested from the official of the Union of Cooperative Societies a full cooperation and coordination with each other so that both the merchant and the consumer will not be harmed. Indeed, Chairman of the Union promised to represent the Food Importers Union in the Prices Committee to achieve full justice and the merchant's contentment, and we are waiting for the Chairman of the Union to keep his promise up

until now, and it seems that he went back on his word.

Mr. Al-Wazzan concluded noting what he described as «a big danger» posed by the Union of Cooperative Societies on the merchant in particular and the local market in general, which consist in the delay of the Prices Committee in deciding on the merchants' requests for more than three months, which has led to the disappearance of many food commodities from the shelves of the cooperative societies.



To Connect the Dots in the Importation and Marketing Issues

Al-Wazzan: The Union of Cooperative Societies Treats Food Merchants Unfairly ⁽¹²⁾

In the previous meeting with Mr. Jassim Al-Wazzan, Chairman of the Foodstuff Merchants and Manufacturers Union, filled in the blanks on his part for many of the importation and marketing conditions that is important for the consumer to know, especially with regard to the existing problems between the food merchants, on one hand, and the Union of Cooperative Societies, on the other hand; as the Union supervises the cooperative societies in terms of the purchase and sale of many consumer commodities and their impact on the consumer.

Given what Mr. Al-Wazzan represents in the foodstuff field in the market, which is without doubt the most sensitive and pressing consumer concerns, and digressing from the attention of the Consumer Protection page to discuss all issues related to the consumer market. . This second meeting serves as a sequel to our rich conversation with the Chairman of the Food-

stuff Merchants and Manufacturers Union; as the Mr. Jassim Al-Wazzan answered the questions we have asked him as follows:

You mentioned in answer to our question about the previous decisions of the Union of Cooperative Societies that regulates the price, and the role of the Prices Committee in many submitted requests that they have led to the disappearance of many consumer commodities from the shelves of the Cooperative Societies, can you explain this more?

We have made a comprehensive inventory of all the commodities that have disappeared from the local market as a direct result of the decisions of the Prices Committee. We found that many commodities have disappeared, so we tried a lot through cooperation with the Union to resolve all the problems faced by the merchant in his dealings with the Union; however, we did not find any response that encourages us to continue, so we were forced to knock on the doors of the competent ministries and we are still in contact with them in order to prove with evidence that the Union of Cooperative Societies treats many food merchants unfairly. The dominant view that all merchants are greedy and, on this basis, they are treated as such, it is regrettable

(12) Al-Qabas 1/4/1980


and we should prove the exact opposite to change this view toward the vast majority of the merchants.

- **What are the most pressing problems between food merchants and consumer cooperative societies in particular, which need to be settled as soon as possible?**

There is an urgent issue that causes serious harm to all merchants who deal with the cooperatives societies, and that is the delay in the entitlements payment for up to about three months, and that is sufficient to paralyze the merchant activity and directly affect the volume of imports; thus helping in the disappearance of many consumer commodities and the tight supply of other items. Cooperatives Societies sell to the consumer in cash, but deal with the merchant on credit in order to benefit from the deposit of these funds to banks for a longer period and this method is not accepted by anyone. By the way, I would like to ask the Chairman of the Union of Cooperative Societies a question which is: Is the same method followed with the state-owned companies that have a direct relationship with the cooperative societies? Therefore, I demand to adhere to pay entitlements to the merchant on a weekly basis.

There is also another issue, which concerns the merchant and affects the consumer directly in terms of increasing the cost of the consumer commodity, and that is the phenomenon of renting shelves and refrigerators by the cooperative societies. This phenomenon despite what we read in the words of the Chairman of the Union of Cooperative Societies that he is not approving, we find that he is not trying so hard to prevent it through the Union's Board of Directors. This phenomenon stopped the merchant activity, especially if we know that a limited category of merchants has leased most of the spaces dedicated for display within the cooperative markets; i.e. in an indirect manner, this helped in displaying certain goods to certain merchants in a biased manner, because the spaces within the cooperatives are not enough for all.

Furthermore, Mr. Jassim Al-Wazzan has also indicated many problems faced by many merchants with some of the employees within the cooperative markets in terms of their method in the organization and displaying their goods appropriately within the market, and he sees that this phenomenon can be overcome by preventing leasing and by organizing the display of all consumer goods without exception within the cooperative markets by the Co-



operative Societies

Point Of View

Regarding the objectives of the Union of Cooperative Societies, the Chairman of the Merchants Union has a point of view in terms of the fact that cooperative societies were not primarily established for the purpose of profit as much as established for the purpose of consumer protection in the first place; then he completes by saying that if the cooperative society is seeking to make profit in the first place, the concerned official bodies should treat it like any shop that trades, such as rent and others, but if it is for the consumer protection, its profits of any item that it is trading therein must not exceed 5%, and this percentage includes the total cost of the administrative and technical systems for each cooperative society and that is because of the magnitude of the sales volume. Furthermore, the Chairman of the Foodstuff Merchants and Manufacturers Union demands to study the distribution of subsidized commodities from the second class on other private central supermarkets in order to gain the same luck in terms of consumer demand and their selling should not be limited to cooperative societies only, and if it is inevitable, then the cooperative societies must be committed with a certain level of profit that should not

be exceeded whenever requested.

The Issue of Returns

Regarding the issue of the returns, which is still unresolved till now, Mr. Al-Wazzan said that each cooperative society should only take its daily needs and return the damaged ones immediately day to day, and not to leave them for a month or two, and then the merchant would be surprised that the cooperative society has charged it on his accounts without having anything to do with it; which is unfair and no one can accept it at all. Each cooperative society must bear the damaged items, regardless of the quantity as long as the goods have been received intact from the merchant.

Freezing the Prices Committee

Regarding the idea that has been put forward by the Consumer Protection page in the Union for freezing the Prices Committee for a limited period, leaving freedom of dealing between the merchants and the cooperative society directly, and studying the consequences; in addition to the idea of bringing specialized members from outside the Union to the Committee, Mr. Jasim Al-Wazzan said:

As the Chairman of the Merchants Union, I accept this idea, it will undoubtedly


solve all the problems that exist now, and I also demand that the Chairman of the Union of Cooperative Societies to fulfill his promise in terms of the attendance of a representative from the Merchants Union to the Prices Committee sessions, as well as the attendance of representatives for each of the Kuwait Chamber of Commerce and Industry and the Ministry of Trade and Industry, if the matter necessitates the existence of this Committee.

Mr. Jassim Al-Wazzan concluded with a question directed to the Chairman of the Union of Cooperative Societies: When the Union thought of the direct import of certain consumer commodities, why did it demand the concerned government authorities with storages for free, without any cost for them?

He also referred to the prospective reaction of some merchants as a kind of challenge; as it was said that there are some merchants who are seriously contemplating the establishment of complete cooperative markets in the European style⁽³⁾ ⁽¹³⁾ that would have all the means of entertainment for families to escape from the

current method followed by the Union of Cooperative Societies and its actions toward many of them, and this idea will see the light soon, with God's willing, and those who work for the consumer's interest and in the light of a healthy and strong competition will prevail in the market.

(13) ⁽³⁾ The Sultan Center in Al-Shuwaikh is first retail store in the private sector, and it has been opened in 1981.



Chairman of the Union of Cooperative Societies in Response to Al-Wazzan: Fallacies and Accusations Lack Evidence and Logic! ⁽¹⁴⁾

Yesterday, we received from Chairman of the Union of Cooperative Societies a detailed statement responding to what is stated in the interview with the Chairman of the Foodstuff Merchants and Manufacturers Union Mr. Jassim Al-Wazzan, which was published on the «Consumer Protection» page in «Al-Qabas» on the 9th of the current month, under the title (Jassem Al-Wazzan said the Union of Cooperative Societies is detrimental to the market; as the Prices Committee delays in reaching a decision regarding the merchants' requests). The following is the text of the reply:

It has been published in the words of Mr. Jassim Al-Wazzan as the Chairman of the Foodstuff Merchants and Manufacturers Union an article that carries, in addition to its title, a lot of fallacies and accusations about the purchasing policy applied by the Union of Cooperative Societies after the issuance of its decisions for addressing the phenom-

enon of the artificial rise in prices, but if these fallacies, which were stated by Mr. Al-Wazzan were without evidence, were issued from him in his personal capacity, the matter would be easier and we would not have bothered to respond to them for two reasons: First is that Mr. Al-Wazzan, with all due respect to him and his prestige as a businessman, is a merchant who is interested in his own benefit before anything else. The second reason is that they are fallacies and accusations that lack evidence and miss logic. We at the Union of Cooperative Societies designed our policy to not respond to such matters. However, since Mr. Jassim Al-Wazzan has spoken in his official capacity as the Chairman of the Foodstuff Merchants and Manufacturers Union, it becomes necessary for us to respond, but within the limits of generalities and the responsible words and our response is included in the following:

First: We would not have wanted such fallacies to come from Mr. Jassim Al-Wazzan, at least in his official capacity as the Chairman of the Foodstuff Merchants and Manufacturers Union, but it seems that the journalist's method has put Mr. Waz-

(14) Al-Qabas, 25/3/1980


zan in this position.

Second: If the public interest of all the members of the Foodstuff Merchants and Manufacturers Union is important to Mr. Al-Wazzan, it would be have been better and beneficial for him as the Chairman of this Union to be in direct contact with the Union of the Cooperative Societies to convey the perspective of the Merchants Union and to listen at the same time to our point of view. We are sure that, through direct meaningful dialogue, we will definitely reach a solution that is in the consumer's interest and the Merchant's interest alike. Especially that the Union's decisions and procedures have not been and will never be against the legitimate interests of the merchants in general. This approach, in our opinion is much better than having all of us put forward our point of views generally which does not achieve any benefits as much as planting doubt in the good relationship existing between the merchants and the Union of the Cooperative Societies, and, from our side, we are keen on strengthening and growing this relationship. The merchants on

one hand and the Union of the Cooperative Societies and the cooperative societies on the other hand are linked together in the common interests through the large trade volume between them and none of them can dispense the other, or enter a near-war with each other; as Mr. Al-Wazzan depicts from his imagination.

Third: We, in the Union of the Cooperative Societies, are convinced that a large number of the merchants have distanced themselves on their own through greed and exploitation before and after the issuance of the Union's decisions, and we had a close working relationship with them based on mutual respect, whether in cooperative societies or in the Union and we appreciate them for it.

Fourth: It seems that Mr. Jassim Al-Wazzan, in person as a merchant, did not like the Union's decisions inclusively aside from other merchants and we know the reason for this and he also knows the reason. To illustrate it more, we say that the Union has already rejected one of the commodities whose franchise is owned



by Mr. Al-Wazzan and the reason behind the rejection is due to the lack of conviction from the Prices Committee with the data submitted to it asking to raise the price even though we held two sessions in a row with his representative dedicated for discussing this subject with him, but to no avail. There is also another situation when he presented to us another commodity without an agent and when we asked him to give us proof of the requested price increase, he told us verbatim: “I do not have any documents and this is our chance to raise the price and you can accept these prices or reject them”. From these situations, it has become easy for Mr. Al-Wazzan to say whatever he wants about the Union and the Prices Committee.

Fifth: The Prices Committee in the Union of the Cooperative Societies has taken it upon itself to reach a decision quickly on the applications submitted to it by the merchants to raise prices, and this is its responsibility because the delay in deciding is not in favor of either the merchant or the consumer, who insists on the requesting the commodity he is ac-

customed to buy, and that the delay in deciding is not in favor of the cooperative societies, which are also keen to provide all kinds of commodities to the customer. Pursuant from this concept adopted by the Prices Committee, it meets at least twice a week and for long hours discussing with each merchant or his representative separately the demanded increase in the prices in a detailed discussion through the numbers and documents and it often takes an hour or two to discuss with one merchant, especially if the price increase demand is submitted on more than one commodity. Hence, the Prices Committee sometimes has to postpone the consideration of a particular commodity because the Committee gives the deciding priority to the most important commodities first before the important ones in terms of the commodity’s popularity and significance among consumers, regardless of who is the merchant that submitted them.

Sixth: We, in the Union, are very satisfied with our work style and it is enough for us the cooperation and understanding shown by merchants

to our work style and our decisions as they serve the consumer without causing harm to them as merchants. The sole opinion of Mr. Jassim Al-Wazzan in our work and style will not hinder us, with God's willing, from doing our job in the way that achieves our cooperative goals and our responsibility toward the consumer. Furthermore, we emphasize to Mr. Al-Wazzan that his position will not have an impact on our desire to maintain the good relationship with him as a merchant who is known to us, and we cherish our cooperation with him and the other merchants without discrimination to one merchant over another. May God grant us success and guide us to the right path.



Al-Wazzan in Response to the Chairman of the Cooperative Societies:

Remove The Harm Facing The Merchant And The Consumer.⁽¹⁵⁾

We received from Mr. Jassim Mohammad Al-Wazzan, Chairman of the Kuwait Foodstuff Merchants and Manufacturers Union, the following reply from the Chairman of the Union of Consumer Cooperative Societies. And it is a reply to a previous response that the Chairman of the Union of Cooperative Societies has delivered to us commenting on an interview with the Consumer Protection page:

What was published in «Al-Qabas» newspaper in its issue No. 2822 on 25/3/1980, under the title «the Chairman of the Union of Cooperative Societies responds to the Chairman of the Foodstuff Merchants and Food Manufacturers Union » obligates us to respond clarifying some of the facts that are too vague to understand and to clarify our intention from the interview published in «Al-Qabas »in the words of its editor under the title «A meeting with the Chairman of the Foodstuff Merchants and Food Man-

ufacturers Union ». The interview with the Chairman of the Union of Cooperative Societies has included many of the matters that contained lot of victimization without right against the Chairman of the Foodstuff Merchants and Food Manufacturers Union, and a complain to the method that the Merchants Union sees as way to resolve all problems regarding food commodities and the reasons leading to higher prices and an indication for the best treatment for these problems. It seems that the Chairman of the Union of the Cooperative Societies has been confused and misunderstood of what we meant in the interview, in which we were guided first and foremost by the public interest, and to address the problems we mentioned and the treatments that we put forward, in our opinion, are the best way to avoid all the difficulties and reduce all the obstacles suffered in food commodities trade; thus leading to higher prices which are what we all strive to reduce and overcome by investigating the causes leading thereto and to identify the root of the problem so as to treat them.

As explained above, we were guided by the public interest that it is based on the free constructive criticism, and ad-


(15) Al-Qabas, 22/4/1980

addressing the problem and searching for its causes to reach an optimal treatment to them. However, this has been confusing the Chairman of the Union of Cooperative Societies and he could not understand what we meant, and what he was able to understand from all the talk is how to attack us personally so we had to provide this clarification.

We pointed in our conversation to the necessary cooperation and coordination among the Merchants Union and the Union of Cooperative Societies to remove the harm suffered by both the merchant and consumer alike, the matter for which by the Chairman of the Union of Cooperative Societies has promised to fulfill, by representing the Foodstuff Merchants Union in the Prices Committee to achieve justice, but this promise did not enter into force. Unfortunately, the Chairman of the Union of cooperative Societies has overlooked giving comment on this topic and has never said one word or made a reference about it. So, is there a reason for that! Also, the delay of the Prices Committee in deciding on the merchants' requests for a period exceeding two months had an impact on the merchant and the consumer, which has led to the disappearance of many food com-

modities from the cooperative societies. We have explained in detail our point of view in this regard in manner that gives no room to restate or repeat it, sufficing with what has been published in above-mentioned conversation in «Al-Qabas» newspaper. We wished that the interview with the Chairman of the Union of Cooperative Societies would be positive and involves laying the foundations and the rules that would overcome obstacles and eliminate the problems mentioned earlier, however, the talk with the Chairman of the Union of Cooperative Societies was far from the benefits and has devoted all his talk to minor matters that will not solve the problem as far as it included attribution to matters irrelevant to the truth and attributing them to us unfairly.

And our response to this is that it is worthwhile to note that we are not involved personally in the subject that we have already put forward, but we were solely and exclusively motivated by defending the public interest. Hence, the attempt of the Chairman of the Union of Cooperative Societies, according to his published talk in «Al-Qabas» newspaper attaching some of his private issues and attributed them to us without including



a fragment of truth or a basis in reality; that is what should not have happened, especially if the public interest had been the target.

The interview with the Chairman of the Union of Cooperative Societies mentioned that the Prices Committee may sometimes have to postpone the consideration of a particular commodity, although the Committee applies the principle of giving the deciding priority to the most important commodities first before the important ones in terms the commodity's popularity and significance among consumers, and what we would like to point out is that this delay and the non-rapid processing of prices-setting applications lead to counterproductive results that would affect the merchant and the consumer alike.

Concerning what is mentioned in the Chairman of the Union of Cooperative Societies statement about the rejection of the Prices Committee of a commodity that I, personally, have its franchise, and in saying that the decisions on prices do not appeal to me for this reason and that all merchants are completely satisfied with the Prices Committee decisions except me. Unfortunately, the Chairman of the Union of Cooperative Soci-

eties found himself an excuse to justify his defamation for me personally and he knows that I have many commodities, thank God, which makes me immune to the effects of the rejection of the Union for one or some of my commodities, it seems that this matter has also confused the Chairman of the Union of cooperative Societies. . It was not an issue or a problem related to me personally when I referred to the issue of the delay in deciding on the price-fixing requests, I referred to it in my capacity as Chairman of the Union, and my reference to it came in response to the complaints of the majority of the foodstuff merchants, who are suffering from this problem that overweighs them with considerable financial burdens that can be remedied if a decision has been reached regarding their applications at the desired pace, and what I have mentioned was based on documents and complaints of merchants and I think that does not need to be published on the pages of this newspaper, but I'm ready to put it in front of the Chairman of the Union of Cooperative Societies if he wants to be convinced that the problem does not belong to me personally or belong to a few merchants; as it is the problem of the majority of the merchants. For the Chairman of Union of Cooperative Societies infor-

mation, we, in the Merchants Union, discuss all problems and matters that concern the merchant and consumer alike, that is why we have knocked the doors of several ministers and expressed to them our views in all matters related to the subject of food movement and they thankfully understood our views and expressed their willingness to help in resolving them. The issue or the problem does not involve people, but is primarily aimed at the public interest without self-interest. Hence, we should raise above personal matters and do not allow them to be a source for quarrelling, so that the objective sought by each of the two unions - the Merchants Union and the Union of Cooperative Societies - will be the public interest for both the merchant and the consumer.

For all that, we wanted to note this as a clarification of what was raised on the pages of this newspaper, and as an explanation for everything that seemed to be confusing and caused misunderstanding for the truth of the matter. And God knows best the intention behind one's deeds.



The Foodstuff Merchants Union under the Chairmanship of Al-Wazzan: Returning Goods Has Incurred Us Heavy Losses⁽¹⁶⁾

The Foodstuff Merchants Union demanded the organization of the dealings between them and the Union of Consumer Cooperative Societies, by selecting the method and the style for returning the damaged goods after what the merchant has endured upon handing the goods over to the cooperative societies. He proposed at the General Assembly Meeting of the Kuwaiti Foodstuff Merchants and Manufacturers Union that the principle of returning goods by the cooperative societies to merchants after delivering them by the applicable proper ways causes heavy losses for those who work in the foodstuff business.

An official source in the Union revealed to «Al-Qabas» after the meeting, which was held yesterday at the Kuwait Chamber of Commerce and Industry building, headed by Mr. Jassim Al-Wazzan, Chairman of the Union, that most of the cooperative societies damage their goods and record the cost on the merchant without

his knowledge. The source said that the merchants discussed various topics that concern the foodstuff merchants, notably:

The Cooperative Societies cause a problem in frozen foodstuffs, and that is in terms of storage; since they do not give these foodstuffs the adequate care, and in case of any blackouts, its effects are charged on the merchant. The source said that the Kuwaiti Foodstuff Merchants and Manufacturers Union will submit a request to the Union of Cooperative Societies regarding the necessity of approaching a modern means for storage.

The Chairman of the Union spoke at the beginning of the meeting and reviewed the activities of the Union over the past year and the efforts exerted to coordinate between the foodstuff merchants and the Union of Cooperative Societies to serve the merchant and the consumer. In the meeting, there was ratification on the general budget ended on the 31st of December 1979, and Auditor report has been heard.

(16) Al-Qabas, 3/4/1980

The Operation is performed without a Study of the Storage or the Market's Need Al-Wazzan: The Importing Of the Union of Cooperative Societies Is a Dangerous Issue ⁽¹⁷⁾

There is much talk about the Union of Cooperative Societies and that some cooperative societies are importing, which is being settled by the cooperative markets. Some merchants revolted and their union objected, and the problem escalated, despite holding many meetings included the delegates from the concerned parties and the relevant parties. However, the situation has not been decided yet, at least from the merchants' perspective, who are still considering such importing as infringement of their rights practiced by the cooperatives, although it did not bring any benefit to the consumer, as it involved the risks of the cooperative societies themselves.

In our meeting with the Jassim Al-Wazzan, Chairman of the Foodstuff Merchants and Manufacturers Union, we sought a formula to solve this equation.

- **What is your view on this issue? And**

what would you propose to preserve the rights of the various parties and the confirmation of the consumer's right?


Where Is The Regulatory Body?

Chairman of the Foodstuff Union said that the importation of the Union of Consumer Cooperative Societies is an issue that involves great danger, especially that it has been noted that the import operations are performed without a study of the storage or the markets' need, which made us wonder who will afford the loss if these goods are damaged? And who will compensate the Cooperative Society and the shareholders? Especially since the Cooperative Societies are public-interest institutions. The importation carried out by the Union of the Cooperative Societies and also some cooperative societies highlights a kind of confusion and inconsistency which is not in favor of the consumer.

- **Could the diversity of import operations be in the consumer's favor through competition?**

That's true, but who can ensure that it is has not been tampered with, especially with the absence of a specialized regulatory body for the cooperative societies.

(17) Al-Qabas, 16/6/1984



Jassim Al-Wazzan adds that we know that there are many problems resulting of importing the goods by the cooperative societies on their own, and the chairmen and the members of the Boards of Directors of the cooperative societies know that better than us, as well as those responsible for the purchase systems and their storages.

- **Is this your personal opinion, or as being responsible for the Foodstuff Merchants and Manufacturers Union?**

I cannot deny this by virtue of my position as Chairman of the Foodstuff Merchants and Manufacturers Union, but that does not change a thing in reality, I see that specialization is the best way to achieve the public interest.

- **Which specialization do you mean?**

What I mean is that merchants are more worthy of importation process from others because of their considerable expertise in this field, which is not often available in the cadres responsible for importation in the cooperative societies. While I do appreciate these competencies, especially in the foodstuff field, the cooperative societies can carry out the

importation of some commodities and non-food items, while the foodstuff importing really needs experience, knowledge, cleverness, ability and potentials that may not be available in many cooperative societies.

- **It seems like you're blocking the road in front of the Union and the cooperative societies towards an importing process, which they see that serves their interests?**

In my opinion, the interest of the cooperative societies is not in this method especially since the importation by merchants brings more than one advantage, one of them is ensuring price stability and ensuring the availability of the commodity throughout the duration of the contract, along with the diversity of commodities, their sources, their levels of quality and the variation of their prices according to their quality.

Consumer's Benefit

- **Is there anything that prevents the achievement of the same benefits, in case the cooperative societies imported food commodities for its own interest and on their own?**

Yes, by performing the importation process, the cooperative societies achieved a significant profit margin, although this differs from their philosophy in this regard which states that they do not aim to achieve profit in their operations as a result of many of the facilities that they get and the support from the government, whether buildings, rents or otherwise, which means that profit margin has doubled, while there are responsibilities on the importing merchant and thus many expenses. It is regrettable that the consumer has not benefited anything from the cooperative societies' performance of the import processes, which means that the merchant has been really robbed of their rights which has been practiced by the cooperatives for their own benefit and not for the benefit of the consumer, nothing expresses that more than the proverb that says "expensive countries are tempting"⁽¹⁸⁾. With the passage of time, this will lead to the widening of consumer tastes as the importation of the cooperative societies of commodities reduces their chances for alternatives; thus imposing certain qualities on the consumer both in terms of items and prices.

(18) This means that the country is open and everyone is able to import and trade; and it is not restricted to merchants only.

Warning


Al-Wazzan warns from this point saying that: the last point is particularly serious and sensitive as many of the cooperative societies make this mistake gradually, by imposing certain types of commodities, which will lead the cooperative societies to lose a lot of customers, especially after the emergence of the popular markets along with its dozens of commodity for suitable prices and in a varying degrees of quality.

Proposal for Specialization

- **Is there a solution or a plan presented by the Foodstuff Merchants and Manufacturers Union?**

We see nothing wrong in the fact that the Union of Consumer Cooperative Societies focuses on the collective purchase, the national production and the necessity of prioritizing local industries which is the duty of the Union and the cooperative societies along with leaving the food commodities import process to the merchant as it is their field of specialization, which will benefit all parties involved, whether the merchant, the cooperative society or the consumer as well.

Seizing the Opportunity

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- **In this field, if the Foodstuff Merchants and Manufacturers Union feels its distinctiveness in the import field, what ensures its inability to act in the market as it pleases in the absence of a rival, i.e. the cooperative society and its union?**

Never, the importing merchant wants to live, and this field is his livelihood and his work; as we note that the merchant himself often resort to the Prices Committee at the Union of Consumer Cooperative Societies demanding and offering the reduction of the prices of some the items of goods he has, and he does so willingly, without coercion; as his request to raise the price of some goods is also not replied to unless by showing the documents that confirm and justify the high item cost, which is paid by the Union as a representative in the Prices Committee. The price of any commodity is only raised out of conviction and after studying it, and all of this keeps the suspicion off of the Foodstuff Merchants and Manufacturers Union regarding its exploitation of the situation in the future.

Tenders and General Practices

Then he said, expressing his point of view on the subject:


All of this aims to indicate that the best methods for trading in its typical form is that the Union of Cooperative Societies and the cooperatives societies will request and determine the commodities they want in a public tender or a general practice and that all the merchants should submit their items, prices and terms; leaving the Union of Cooperative Societies or the cooperative societies to choose what it wants under free and honest competition, and that is the most guaranteed method for the Union of the Cooperatives funds and the best way for the consumer's pocket.

Damages and Loss

- **But we see a lot of cooperative societies prefer to import on their behalf, which means that it is a better method for it financially?**

What I mean by the word “guaranteed method for the Cooperatives funds”, is that the issue of damages in commodities is one of the matters that its expenditure is always divided among the merchant, the importer and the cooperative society which means that the cooperative society avoids any losses resulting from anxiety in commodities, while the situation differs in the event that the cooperative

society imports on its own behalf, as it has to take any risks in this respect, in addition to losses resulting from the damage of commodities. Hence, you see the consumer pays this out of his pocket and does not gain a real benefit due to importing food commodities by the cooperatives despite the large profit achieved in favor of these cooperatives which is originally as a result of the advantages they enjoy and the various aspects of support they receive from the state and if each party practiced its work, according to what is planned without committing any violations, in order to achieve the public interest in the end and the interest of the importing merchant as a party, the interests of the cooperative society as a second intermediate party, and the consumer as a third party under fair competition within the framework of the free economy of the state.



In Response To Jassim Al-Wazzan's Proposal The Assistant Undersecretary: A Logical Proposal But...! ⁽¹⁹⁾

Five years have almost passed since the establishment of the Union of Consumer Cooperative Societies. Its efforts were concentrated during the period on some of the goals such as: purchase, collective import to provide many commodities and items from a variety of sources, and its contribution to the reduction of high prices, through the Committees of Purchase, Collective Import, and the Prices Committee. Furthermore, the Union faced a lot of criticism during the last period; as the Union's policy has definitely not received the satisfaction of all the relevant parties.

The Chairman of the Foodstuff Merchants and Manufacturers Union, «Jassim Al-Wazzan » has indicated lately in an interview with Al-Qabas that the practice of the Union of the Cooperative Societies for the purchase and import means robbing merchants of the essence of their work, which would make them vulnerable to losses, and they have already filed complaints and held meetings with the concerned authorities for this issue to develop a solution to it, and

Mr. Jassim Al-Wazzan suggested that in the case of the Union of Cooperative Societies desires to provide a commodity, it declares a local exercise for the commodity to which the merchants will come forward to choose the most suitable offers.

We have reviewed with the Assistant Undersecretary of the Ministry of Social Affairs and Labor for Cooperation Affairs the criticism directed to the Union and the cooperative movement lately, as well as the proposal made by the Chairman of the Foodstuff Merchants and Manufacturers Union... What was his answer?

A Logical Proposal... Under Conditions

The Assistant Undersecretary of the Ministry of Social Affairs and Labor said:

Without doubt, it is a logical proposal, but its effectiveness is subject to terms and many other guarantees that need to be made; as the Union of Cooperatives can actually propose a local tender between the merchants and local suppliers to provide a commodity; provided that the Union itself should at the same time receive other offers from abroad about the same commodity, the same specifications and the same sources to view the level of its prices glob-

(19) Al-Qabas, 8/7/1984

ally. If it became apparent that the local prices are reasonable then why not apply them, but if they are extreme, the global price in this case will be its permanent reference for price correction.

The Ministry's Plan.... National Economy


He then continues: such a method does not conflict with the Ministry's policy and its programs proposed in the action plan concerning the development of the cooperative societies, which put an outline of the method of cooperation between the cooperative societies and the internal trade represented by the merchants and local importers. The plan stated the necessity of cooperation with them and opening the field for them within their legitimate interests; as the cooperative societies represent the backbone of their business and without cooperation from the cooperative societies with them, they will find themselves in an unenviable commercial situation. Here, we are not saying that cooperation with local merchants should be done without taking into account the interest of the consumer, the consumer's interest is the objective of the cooperative societies; but we say that the vast majority of local merchants are the ones who represent the internal trade that our country has identified since ancient

times. We see that they are cautious by nature and their commercial dealings towards the consumer's interest before the existence of the cooperative societies.

The Importance of Supporting National Sectors

He added: In my opinion, merchants have become more cautious regarding the consumer's interest than ever before, and even if they were not like that before, or were not forced to provide a lot of concessions and gave up a part of their interests for the simple reason that they desire to continue their dealings with the cooperative societies, which is the link between them and the consumer.

The Assistant Undersecretary of the Cooperation Affairs continues saying: If we refer to the subject of cooperation with the national sectors, it does not mean that the cooperative societies and the Union in particular, have closed their doors in the face of these sectors, but we refer to asking for more support from the cooperatives and their encouragement to the national sectors as pillars of the national economy. If we look at the general policy of the State, we will find that, the more we keep the interests of citizens in its consideration, the more it will take into account the public in-



terest of the national economy; the balance between these interests is the basis for the State policy. Hence, we see that any support or collaboration offered by the cooperative societies to national institutions and internal trade is in itself a support to the national economy in one way or another.

The Union Forgot What Is Most Important

- **Some believe that what the Union accomplished in the provision of goods and the reduction of the rise in prices is considered an achievement, while some see otherwise. . It's all but straying from the main goals, what is your assessment of that?**

The Union of Cooperative Societies did a great effort with respect to supervision in commodity prices; it is also providing some alternative goods through local and foreign visits and meetings. These acts practiced by the Union are undoubtedly great work aiming to protect the consumer; however, we see that the Union has focused the bulk of its efforts on the subjects of the purchase and price and has stopped achieving other objectives set by its main regulation, such as raising cooperative awareness , organizing cooperative movement , working on raising the performance efficiency in the

cooperative societies as well as conducting studies and research in all fields, organizing training courses for workers in the cooperative movement and delivering lectures to deepen the cooperative thought.

He continues saying: These previous tasks can only be performed by the Union, while the prices, purchase and import processes can be assigned to a joint cooperative society which was allowed by Article 28 of the Cooperation Law and set its goals, which is to produce , purchase or import as required by its affiliated associations.

Why Wait?

- **Now, after the establishment and the declaration of the joint cooperative society, why wait and why the slowdown in its role, which you have kindly mentioned?**

It is supposed, after the establishment of the new Joint cooperative society, that the consumer cooperative societies will take the initiative to join them in order for the new cooperative society to exercise its objectives in the field of importing goods. The Union of Societies leaves this role completely for the new cooperative society, and therefore, the Union devotes its time to its most important roles, as previously

mentioned.

We Keep Track Of All That Has Been Published

Regarding the criticism raised against the practices carried out by the Union or some cooperative societies, the Assistant Undersecretary for the Cooperation Affairs said:

We are keeping track of everything published in the local newspapers or any topics related to collaboration and the cooperative movement. When anything published, whether criticism or reference to the wrong practices of the Union or any of the cooperative societies, we file it to the Union or the competent cooperative society to review it and provide us with its opinion thereon. Then we pursue the subject in the light of what was clear to us from its study, and what were included from the facts or data.

Damages and Accountability

The Head of the Union of Cooperative Societies gave an example for that saying:

For instance, we have followed up with interest what was published in «Al-Qabas» on the subject of damages attributed to the Union, and we also pursued the subject with the Union; as we received its response in which it explained that it was not

charged with anything as a result of these damages; since the Union has set the adequate safeguards to protect its interests when importing a commodity. This is, in my opinion, a good thing. Furthermore, if there is a proportion of damages in a cooperative society, we consider the matter and handle it in the light of the size of the infringement, the rules and instructions that regulate the process of storage and calculation of the percentage of the damages, and in the light of all this, the extent of the violation and its size is determined, thus determining the possibility of whether or not to take actions toward the legal accountability.



ISSUES OF THE FOODSTUFFS MERCHANTS UNION WITH RED MEAT MERCHANTS

Al-Wazzan: The Delay of the Indian Ships Costs Us Shipping Fines ⁽²⁰⁾

The market has been suffering for a long time from the lack of fresh beef and buffalo meat slaughtered locally. Furthermore, the Municipal statistics indicate a decrease in the amounts of carcasses of both cattle and buffalo during the months of April and May for 1984, when compared to previous months or the same period last year. The number of slaughtered cows did not increase more than 427 cows and 68 calves, with an average of no more than 15 carcasses of cows and 21 of buffaloes, and three calves a day which is an incredibly low rate by any measure.

With the holy month of Ramadan approaching, many question marks emerged. The first is about the availability of this kind of meat during the days of this month as the rate of consumption increases. The second is about the price levels to be raised by the quanti-

ties in which the meat may be available in. The third is the quality levels that are available for this meat, especially since the two latter points were sources of consumer complaints for a long time.

Strikes and Quarantine

Jassim Al-Wazzan, Chairman of the Foodstuffs Merchants and Manufacturers Union and one of the importers of beef and cattle, said: “ The country’s rate of consumption of beef and buffalo is growing constantly as a result of the evolution that has occurred in Kuwaiti society by the increasing numbers of foreign communities, which mostly favors beef or veal more than the rest of the meat items. At a time when the appropriate numbers of live heads of cows, buffaloes and calves are not available to meet the increase in consumption rates, despite the magnitude of the numbers that are slaughtered of these categories, which amounted to 19,500 heads in 1979 and 20,500 heads in 1980, then reached 25,000 heads in 1981 and then increased to about 30,000 heads in 1982, while the number decreased in 1983 to only about 26,000 heads, because of the sharp decrease in the prices of sheep.

(20) Al-Qabas, 31/5/1984

- **As the major importer of such kind of cattle, what are the real reasons behind the lack of supply of beef and buffalo lately?**

A major reason for this issue, which is the delayed arrival of the ship carrying livestock from India because of the strike carried out by the freight workers in India last March, in addition to the strike of a number of transport workers in the Indian states and cities, which cost us many demurrages, and the reasons behind this is that the Republic of India stopped the export of livestock because of the current quarantine procedures. The two factors have come together resulting in that gap in imports of livestock of cattle and buffaloes from India.

Poor Quality and Old Age

- **Some attribute the lack of supply of this type of meat to your disagreement on the prices and that this is a sort of tactic to avoid loss or to modify the price, what do you say to that?**

“First, I want to clarify something important, and that is the specific prices for such quality of meat have not under-


gone any change or amendment since the seventies up until now, despite the great changes in the world prices; and that is if we realized that beef is the most globally expensive meat compared to sheep meat, and if we all know that all the cost elements are increasing whether it included transport and shipping expenses, insurance and other fees.

Regarding the meat quality, Jassim Al-Wazzan agrees with what we always say about this meat as a low-quality meat, he says in this regard:

“In this regard, the direction towards India to bring buffaloes, bulls and cows of old age and heavy weights has often represented cattle of dried milk or can no longer work, and despite that the large gap remained between the total cost and the sale prices specified by the government locally”.

The Doubled Prices of Origin

- **Some argue that despite the low profit margin - as you emphasized - the huge numbers that we import are sufficient, so the process is rewarding?**



Jassim Al-Wazzan said: “Although the total of carcasses has increased from 19,500 heads in 1979 to about 29,750 heads in 1983, but the outcome of the process is not in our favor at all. We suffer a lot and lose a lot too, the price per kilo based on board of the ship has increased – which is specified by the Indian Government - from three rupees and twenty pesetas in 1980 to about 6 rupees in 1983, i.e. about the double the price at a time when meat prices have not changed locally. Is it possible to make a profit under these conditions and prices?!

The Government Subsidy Has Increased

- **But local government’s subsidy for meat has increased in one way or another?**

Not at the same percentage. The support has increased in 1980 to two dinars and a half per a living head, as well as 150 Fils per a kilo of beef and 125 Fils per a kilo of buffalo meat, which in any case is not enough. What motivates us to continue is to keep offering our services no matter what we suffer until the officials treat us fairly, but it involves a step I have not mentioned yet, regard-

ing how possible to get what we want of the live cattle numbers from India to suit the volume of its domestic consumption.

Future Obstacles

- **And how’s that?**

Finally, the Indian government has specified the numbers allowed to be exported of cattle by no more than 24,000 heads. It is natural that merchants are competing to buy these cattle to obtain the larger amount of them. This means an inevitable increase in the livestock prices for more than 6 rupees per kilo of these cattle, especially since the expected rate of consumption for us exceeds almost 40,000 heads.

What Is The Situation?!

- **And how the situation will be with the holy month of Ramadan approaching?**

An amount of 2,000 heads is deemed to be imported, and another amount will be imported a week later. There haven’t been any emergency problems; and with the arrival of these amounts, markets will not face any shortage in these types of meat, and the consumer

will not feel any shortage of the desired meat, with God's willing.

Consumer's Pocket and the Solution

- **What is the solution in your opinion?**

The solution lies in re-examining the sale prices of beef and buffalo in the light of the new changes, especially that the Ministry of Trade and Industry has knowledge about this matter since the end of 1979, when we explained the matter by the note filed to them at that time and we are still getting promises so far.

Jassim Al-Wazzan goes on saying: "As for pricing, the sent note has also included an accurate representation of the situation since 1977, where the cost per head is in the range of 98 dinars and then increased in 1983 to 144 dinars, which actually requires a reconsideration of the previous pricing; noting that meat in general in Kuwait is the cheapest compared to any other country in the region".

Regarding his suggestions on the appropriate prices for the selling meat including cows, buffaloes and calves, he

said: "As for buffalo meat, I see that the selling price per kilo to the consumer should be in the range of 800 Fils, while for beef its appropriate price is around one dinar and that is per kilo fillet without bone, in addition to the packaging and processing, as the excellent pieces must have a suitable price for every single piece.



What we have is enough for two weeks and will be spent quickly

Al-Wazzan: The Sinking Of The Livestock Ship Costed Us A Lot. ⁽²¹⁾

What happened in the meat market in Kuwait? What is its reality now? And what are the expectations in the future? These are some of many questions raised by Al-Qabas on the subject of the meat market, after the meat market in Kuwait has witnessed various strange and incomprehensible changes over the past few months, which are closer to puzzles or maneuvers.

If «Al-Qabas» has ended its matter with demanding the concerned authorities at the Ministry of Trade and Industry or the importers to provide a clarification and an explanation of all these things that are related to the local meat market. In this meeting, Jassim Al-Wazzan, one of the major meat importers of Kuwait, talks even though his speech will focus on a specific quality of meat. The most prominent matter that has been raised around it is the scarcity of supply in general as well as the poor quality; especially that the

talk has other occasion and other aspects for the issue of marketing of meat that we'll approach through our meeting with Mr. Jassim Al-Wazzan, as we started with an inquiry:

- **News agencies picked up the news of the sinking of the Kuwaiti ship loaded with Indian calves, is this news valid? What is its truth? And what is your relationship to the goods and its impact on the consumer?**

True, as reported by press agencies on this subject, the ship «Hamad Clip» sank with the 750 heads of cattle had come from Bombay, India; thus we are experiencing difficulty in managing such a quantity in the future as well as the loss involved.

- **Do the concerned insurance agencies «Lloyds»⁽²²⁾ pay adequate compensation?**

Yes, they will, the problem is more than a financial compensation, as we will have to look for an alternative vessel and prepare it. This will take some

(21) Al-Qabas, 16/7/1984

(22) The famous British marine insurance company.

time in addition to the fact that obtaining such numbers of cattle is the most difficult matter.

Providing Alternatives

- **How is that possible when the cattle market is a global market subject to the conditions of supply and demand? The number can be compensated in any future payments?**

We have suffered for a while from obtaining this kind of meat. By which I mean buffalo and cow meat, after the Indian authorities placed restrictions on the transfer of such livestock and allocated a share for each state that cannot be exceeded.

And he goes on saying: “We have compiled the lost quantity during this long period until we completed the stricken vessel’s cargo, in addition to the quarantine procedures, medicine and others take considerable time, in addition to the financial loss resulting therefrom.

Is there an amount of cows and buffaloes to meet the needs of the market during the coming period? And what is the impact of the ship’s sinking on the

meat market in Kuwait?

We have, of course, a good number of cattle and buffalo heads sufficient for about two weeks and based on this we act quickly so that the market will not discover the scarcity of this kind of meat.

The Worst Qualities

- **Are there alternative markets that we can go to obtain the required amounts of cattle and buffalo, especially with the increasing demand day after day?**
- The Indian market is the cheapest market.
- **But it is also the worst qualities, so why are we not dealing with new markets to introduce acceptable qualities for consumers?**

The problem is primarily a price problem and as you have published before that the prices specified by the State force us to deal with the Indian market and compels us to bring this kind of meat, but such a market is starting to rise its prices, and so they are unreliable.



Unreliable

- **Can't we rely on the local alternatives?**

This is represented in cows in local dairy farms, where they are selling cattle that their milk is dried up or cannot be subject to pregnancy and childbirth for one reason or another, or has become old, despite that all this selection does not fill more than 5% of growing domestic consumption.

- **The solution?**

- There won't be a radical solution as long as the specified prices are at this level; as these prices are specified for more than 12 years, while global prices and the cost prices are rising.

- **The Government subsidy is capable to achieve its end which is to compensate the price difference between the domestic and the foreign?**

Believe me, our endurance to facing price differences decreased day by day and we will not be able

hold out for long.

Damage to the Consumer's Interests

- **Your demand to raise prices will undoubtedly inflict serious damage to the consumer?**

This is the realistic picture, and the State is able to resolve it one way or another, we have brought the matter before the Minister of Commerce and Industry, who promised to study it, but since more than a month has passed and no signs of a solution. All of these things will have an impact on the consumer one way or another.


Compelled in the End

- **Don't you fear the competition of other individuals or entities offering the best qualities for affordable prices?**

The market is open and only the State can play an influential role in such a matter.

- **Where is the consumer's interest in all this?**

The consumer wants fresh meat and in the case of its unavailability, he will find himself obliged to turn to frozen meat, in spite of its high prices. Hence, I say: the situation must be addressed in order to ensure the protection of the parties of the relationship, the merchant and the consumer.



After the Removal of the Subsidies on meat by the Ministry of Trade and Industry Al-Wazzan: The Drop In The Sheep Prices Has Benefited Butchers.⁽²³⁾

When butchers spoke as one of the parties of the problem in the meat market, they agreed that the change in live cattle prices is a game played by the big merchants, and the consumer held accountable for it. Here is the response of the biggest merchants in the meat market.

It was said that it is a price war that broke the traditional competition rules in the field of live sheep and meat trade. And it was said that the contestants have suffered huge losses amounting to millions of dinars for each party. It was said that the heated competition will not end unless one of the involved parties bankrupt and the market remains with the strongest alone unchallenged.

Those who put these explanations for the meat market conditions in Kuwait added that there are other parties that benefit from this ongoing competition, and are interested in raising controversy and increasing the heat of the competition; that is their goal for the continuation of their interest, and they linked between the recent decisions concerning the

removal of subsidies on meat prices, the raise in its prices, and what the meat market witnesses from competition exhausted by the parties involved in the conflict and the competition.

They referred to some of the elements and the benefits enjoyed by this or that party, and to some of the violations practiced by a team without the other, and how that can affect the outcome of the ongoing rivalry between them.

And They Said ... And Analyzed ... And Interpreted... And Raised

To connect the dots, «Al-Qabas» met with all the parties of the competition - separately - to discuss various aspects of the subject in an attempt to reveal the truth and to know one of the mysterious secrets of food commodities of the consumer, which is the meat. The meeting was with three people representing the entire meat market in Kuwait⁽²⁴⁾:

We met the Chairman of the Foodstuffs Merchants and Manufacturers Union, Jassim Al-Wazzan, to hear his opinion on the views that has been raised on the meat and market prices, in the light of the decision issued

(23) Al-Qabas, 22/11/1984

(24) We conveyed from the meeting what concerns the late Jassim Al-Wazzan

by the Ministry of Commerce and Industry for the removal of subsidies on meat and their repricing according to the new rule.

Jassim Al-Wazzan said in response to what was published by «Al-Qabas» in the words of butchers:

The State spends more than forty million dinars annually to support different food items, which allocates more than ten million dinars to subsidize meat as a contribution to reducing the meat price.

However, with the beginning of this month, the government decided to remove subsidies on meat within the program it has developed, and it is noted in the recent period that that subsidies are no longer beneficial for the real consumer but for some other channels, and the proof is that the decrease in live sheep price in the markets did not have an effective impact on the consumer, but limited class of butchers took advantage of it; using this process to its advantage and did not use it to lower the prices for the consumer.

Suicidal Competition

What we are witnessing now in Kuwait markets is too rare to occur; as our markets are characterized by price stability for the consumer, the merchant and the owner of the shops as well.

Vague and Incomplete

- **What about the pricing itself?**

The Chairman of the Foodstuffs Merchants and Manufacturers Union went on saying:

“Furthermore, there are different types of beef meat, such as calves, veal, beef, buffalo and others. I do not know the reason behind the pricing of Australian sheep meat and leaving the rest of the other types and that is why I say it is a vague and incomplete pricing.

Sheep Pricing

- **Butchers demand pricing of live sheep meat so that meat pricing is acceptable, what do you think?**

In my opinion, it is a fair demand so long as it determines the meat sale price for the consumer; I must also help the butcher receive his carcasses at a specific price. In any case, I see that matters must be defined more clearly; as there is Arab, Turkish and Syrian sheep meat and there is the goat... Then there is a fundamental issue that plays its role, which is the issue of weight, and age for the slaughtered sheep... each of them must be priced clearly without ambiguity.



After the Government's Removal of the Subsidies Al-Wazzan: What Happened In The Meat Market Opens The Way To Ma- nipulation! ⁽²⁵⁾

The developments in the meat prices, which the markets witnessed over the past few days, are considered, and the conditions have been accompanied by one of the important issues that occupied the minds of many, especially after the escalated events to the extent that the Ministry of Trade and Industry interfered more than once; one of them when the Ministry of Trade and Industry issued a decree determining the price of meat, whose most prominent features was the removal of subsidies and the increase of selling prices for the consumer by the value of the paid subsidies; and the second interference, when it issued its decision for limiting subsidies to live sheep imported only by the ships of the (K.P.S.C.). The newspaper «Al- Qabas» is concerned with presenting the facts to the consumer and the views of those involved in the relationship, the concerned authorities and the officials. In order to reach this fact, this interview was conducted with three of the owners of major meat supply companies in Kuwait⁽²⁶⁾. We

had heard some of their views the day before yesterday and then we headed to the market and slaughterhouses and took a look at carcasses and we will continue the interview today hoping to give a picture of the meat market status as portrayed by those who supply this market with sufficient bulk of his need.

- **The Competition Is With Who?**

Some believe that the removal of subsidies for meat is a first step to re-correct the meat-market conditions in Kuwait, what do you think?

Jassim Al-Wazzan on this issue said:

“It is true that the government has protected itself from the subsidies saving its value in the budget and left it up to a competition between the merchant and the consume; however, to protect the consumer and also the butcher's right, the meat should be cut into different pieces according to their quality and determine the price of each piece by its quality. This makes things clear whether for the butcher or the consumer, however, the field will become ample room for those who want to resort to fraud and manipulation

(25) Al-Qabas, 24/11/1984

(26) We conveyed what from the meeting what concerns the late Jassim Al-Wazzan

Manipulation Field

- **The final step for the determination of prices and the removal of subsidies, what is your assessment of it?**

I see that what has been finally accomplished for the meat market will create an ample room for anyone who wants to manipulate. The bottom line is that the consumer will not find the good quality of meat with the prices set by the decision; as the incomplete decision creates a big problem.


Suggestions

- **What are your suggestions?**

Although I am against the pricing principle in general, I believe in leaving the market free to fair competition is the best way to determine the price and quality, including leaving an ample room in front of the consumer to choose and see what is appropriate for his potentials and taste under the supply and demand law. However, I find - since the matter is applied and the pricing is imposed - that the living sheep prices should be defined on one hand, while giving the opportunity to cut up the carcass parts into pieces; as each piece has its suitable price according to its quality, as is the case in the European countries.

Al-Wazzan concludes his talk criticizing the current situation in the meat market by saying:

It is clear that we are without an advance planning in our consumption and that leads us to incorrect steps. It is proven that we consume large amounts of meat, and I hope that the recent actions lead to a reduction of the relative consumption. That is better whether for the national economy or for the health of the consumers.



After the incident of the Explosion of the Chernobyl Reactor

Al-Wazzan: Meat Is Available In The Country. ⁽²⁷⁾

Whenever an incident affecting food imports occurs, it reflects on our markets as an increase in demand by consumers followed by an increase in prices by the vendors. The incident that we are facing now is the explosion of the Soviet nuclear reactor (Chernobyl)⁽²⁸⁾ and the radiation leakage or fear of leakage to the areas of foodstuffs exportation. We stay ahead of the event and close the road on the perpetrators of increased demand and increased prices. We met some food merchants about the extent to which the market is affected by the ban decision on imports of five European countries suspecting the contamination of certain territories or specific areas located in them.

We met the Chairman of the Foodstuffs Merchants and Manufacturers Union, Jassim Al-Wazzan, and we asked him about the extent to which the prices are influ-

enced by the ban decision on the five European countries affected by nuclear radiation caused by the explosion of a nuclear reactor in the Soviet Union, he replied:

At the outset, I would like to assure consumers that by the holy month of Ramadan prices will stabilize and there are no indications of its raise.

Al-Wazzan said:

“Things that can be affected by the nuclear radiation are vegetables and fresh meat. As for the meat, it is available in large quantities in the country and there are large companies competing in this field; in addition to government control over the prices of each company.”

Al-Wazzan added saying:

“The Australian sheep, which weighs 55 kg, costs 12 dinars less than its price in Australia itself. While the Turkish sheep’s price remains steady as it was in the market for 28 dinars as well as other items of meat all of them are of moderate prices. We always follow the right decision, because the health of citizens is above all.”

(27) Al-Qabas, 9/5/1986

(28) The world’s biggest nuclear disaster on Saturday, the 26th of April 1986, in the Republic of Ukraine currently, which was one of the republics of the Soviet Union.

**Buffaloes' Entrance Is Subject To the Health Supervision of the Authorities Concerned
Al-Wazzan: I Suggest The Allocation Of Butcheries To Sell The Arab Meat.⁽²⁹⁾**

The meat trade and the variables it went through, since being subsidized and priced by the State and to this day, still suffer from a lot of shortcomings. The fresh meat sale prices in the local market are still the cheapest prices ever compared to the neighboring markets or the international prices, as well as the pricing issue is still the common reason behind the quality decline and still stands in the way for those who want the Arab meat. It is universally known that meat has different types, one type is graded under a lot of pieces and that every piece has its own consumer and its own price; however, this mandatory pricing prevailed among all kinds of meat, and between the Australian sheep and the Arab sheep, and also prevailed between beef and buffalo, and also between veal and old-aged cow beef. Is this the work logic within the fresh meat market?


There is no doubt that there are standards taken into account when the con-

cerned bodies resorted to develop a mandatory pricing, and there is also no doubt that there are standards that have not been taken into consideration by the concerned authorities. Despite the fact that the end or the outcome of these standards was on the behalf of the consumer in terms of providing some types of meat at the cheapest prices, it could be argued that this outcome still does not satisfy the desire of many people to provide excellent pieces to the consumer, and also to provide high-quality brands of Arab sheep, beef, veal and others.

Furthermore, the recent ministerial decree on the subsidies for the transfer of live sheep on the ships of the Livestock Transport and Trade Company raised a lot of questions about the role that the State should play in protecting local trade, and whether it is allowed to intervene to protect a single company without providing the same protection to the rest of the competitors?

The «Al- SiyasaH » interview with Jassim Mohammed Ali Al-Wazzan on all these issues came exactly expressing his point of view as a one of the fresh meat merchants in the local market as well as the Chairman of the of Foodstuffs Producers

(29) Al-Qabas, 8/12/1984



and Importers Union. Jassim Al-Wazzan broached the issue of buffaloes' meat and the ideas circulated inside the Public Authority of Agriculture Affairs and Fish Resources on its prevention; in addition to addressing the issue of mandatory pricing and how it ignored the Arab sheep and veal, and it also dealt with the financial support to transport the sheep and how cows' transfer has been neglected.

Buffalo Meat and Opinions on Its Prevention

Jassim Al-Wazzan said that the process of trading in live Buffalo was going on for years without resulting in any health problems in terms of contributing to the transmission of diseases between farms or to the consumer. Furthermore, the process of its entrance to the country is subject to health supervision by the concerned authorities and specifically the veterinary surveillance of the Public Authority for Agriculture.

He continued: They say that the buffalo is a carrier of the diseases, the answer to this is that there are a lot of people enter the country carrying diseases, and the same goes to all animals arriving in the country, they can be carriers of diseases, whether it was coming from Australia or any African country.

Regarding the monitoring of local farms, Jassim Al-Wazzan said: Up until now, there is no healthy proper thinking to refuse health care to animals in farms, there are many ranchers; owners working in silence without anyone's knowledge. We have also imported buffaloes for 15 years without being asked about this trade and whether they are facing problems or not, no one asked us all this time whether this trade losses or makes profits, and whether they are facing global competition or not; no one asked us about what we suffer from lack of water, fodder or electricity, and the conclusion is that nobody knows about us. The process is moving spontaneously, without any proper planning, so the importing merchant works only through his own effort without relying on anybody. In addition, a notice is issued for the promises that were given to the owners of farms in Al-Sulaibiya area for the purpose of enabling them to expand and spread in better areas, but unfortunately, the whole talk is still ink on paper, so the region is in need of particular orientation from the concerned authorities in order to push forward the development of livestock in the country.

- **There are those who say that the im-**

ported buffaloes are of old-age types, what do you think?

We do not import consumed buffaloes, but we import buffaloes after they stop producing milk directly, and in general the Indian farmer is like any other farmer. Keeping them is essential for him because it is his livelihood, so they are provided with the appropriate food and health care.

- **There are those who say that the age range of the imported live buffalo starts from 10 years and more?**

There is no doubt about it, any cow begins to produce milk from the age of two years, and the more it works; the more milk it produces. The farmer does not think at all to sell them as long as they produce milk, so he sticks to them till their milk dries out and then sells them.

Al-Wazzan continues: The meat of this buffalo is an excellent meat; especially that the female meat is better than the male meat, but in terms of prices, no one knows, in cases they cause losses and in spite of that no one asks us about it. Furthermore, we transport these buffaloes through the tankers of the Livestock

Transport and Trade Company without any subsidy despite the fact that the company takes subsidies on each sheep head transported on its ships.


- **Why are the live buffaloes not subsidized like sheep?**

We are not given any kind of subsidies and all we got was a lot of promises without any results. If we want to import meat of high quality, it is necessary to import cattle of younger ages and of types specialized for meat production only, and this has a different calculation from what it is now; a kilo gram of excellent beef arrives to the country is estimated by a dinar without calculating the cost. How can we sell with the current pricing?

- **Did the pricing achieve anything?**

It did not bring anything new, the loss is happening and the subsidy is afforded by the consumer rather than being afforded by the State, so the importing merchant did not benefit anything.

- **Didn't the concerned authorities suggest any alternatives when requested to stop importing living buffaloes?**



They did not give any alternatives, we have supported the idea and welcomed it, but there must be a new plan for the process of substitution, we have presented them the necessity of the classification of imported beef or the classification of living cows themselves: the cow, its age and its type and each type has a price. In other words, declaring the freedom of price is a must so that the importing merchant can make the appropriate profit and at the same time he will be able to provide a good quality for the consumer; furthermore, the beef types must be classified; as calf meat differs from the young cows beef, and also different from the old cows beef.

If the merchant is subject to a coercion process, he will be looking for the worst methods to import them, whether of old age or scrawny type. The important thing is to agree with the specified prices within the local market; as the current pricing forced merchants to fraud and manipulation out of their dissatisfaction, while the consumer has the cheapest price in the world.

Al-Wazzan then wondered: Why all the fuss? The process is clear and calculated, and if the concerned authorities want to

develop the current quality of meat, they must release prices, but if they adhered to the current pricing, there is no alternative for this quality and the source of this meat.

- **What is the current trend of livestock control for the Public Authority for Agriculture?**

There is an idea considering prevention, but that cannot be achieved unless there is an alternative first, they have offered us to import frozen beef, but we explained to them the difficulty of achieving that due to lack of availability of necessary health care that will ensure its continuity.

- **The new pricing, has the fresh meat merchants participated in it?**

Unfortunately no, the process is done without study, and the people who set the prices are not merchants; so pricing was quite far from the local and global reality.

- **Has your opinion been taken in your capacity as Chairman of the Foodstuffs Merchants Union?**

We did not know anything about that, and they did not take our opinion on it at all; as the concerned authority only considers the support for the Livestock Transport and Trade Company.

- **Why?**

As the greater percentage of ownership is for the State and, more precisely, it is « a government-owned Joint Stock Company ».

- **Why were the subsidies allocated for the sheep transported on the ships of the Livestock Transport and Trade Company only?**

It's a private policy that may stem from a specific strategy, but it should also support the buffalo transported on these ships.

- **Does the removal of subsidies on buffaloes and cattle transported on the Company's ships aim at gradual prevention of trading in it?**


The Livestock Transport and Trade Company cannot import buffaloes, and if they can, it means that the rest of the merchants will stop importing buffaloes

because the importation process needs capabilities; therefore, if the Company is able to control the fresh meat market as a whole and in general, this policy is not fair at all.

Regarding whether the concerned authorities has already discussed this kind of subsidies, Jassim Al-Wazzan said: we had lots of discussions with them about the old pricing as being completely inappropriate compared with meat prices in the world, but we have not reached a conclusion.

Regarding the competition within the sheep market, he said:

“The Livestock Transport and Trade Company is a significant joint stock company and has a huge transport fleet, so forcing it to enter the competition causes great harm to it. The competition should be in the light of the availability of capabilities, and in general, I support the need to leave the market free. The subsidies must be linked to the availability of transport capabilities; if a merchant is able to buy or hire a ship so why remove the subsidies on the sheep transported to the local market?”



The talk about the existence of spare transfer capacity, which requires the need to exploit it rather than resorting to other transport companies, he said: “This talk is illogical, because the livestock global transport market is in recession and the transport prices are in a significant decline.”

- **Do the locally-available cows now supply the local needs?**

Of course not, if there is about 16 thousand cows in Kuwait, then about 25% of them are slaughtered each year either because of their milk dried up or because of the onset of some symptoms. Furthermore, four thousand cows are not enough because the total domestic consumption per year of beef ranges between 25 - 30 thousand cows and buffaloes.

Livestock Surveillance accuses us of importing infected buffaloes and we refute them that we import through legal channels and under its supervision... If it was proven that these buffaloes are infected, they should take the necessary action.

- **Does Kuwait have experts in Buffaloes?**

Of course not, there have to be an assignment of veterinary doctors from East Asia to determine the buffaloes’ problems as there is not a veterinarian in Kuwait that has experience in buffaloes and their illnesses. There is no possibility at the present time and the Public Authority for Agriculture Affairs is still in its infancy and does not have the potentials to enable it to take all the necessary health precautions... it must depend on international doctors with long experience in this field, in addition to providing veterinary laboratory on the required level to help ranchers owners in the discovery of animal diseases with required efficiency.

- **Do you support the raise in pricing?**

Yes, the market should be free, and prices must be linked to the quality of the meat, there are meats for a dinar, half a dinar and two dinars, each according to the consumer’s desire; as meat exists and the competition is free among all the merchants in the local market.

- **Do you support the subsidies of live sheep for everyone?**

Everyone must be equal and enjoy the same rights. There must not be a pref-

erence for a company over another. As long as there are possibilities, why the State interferes and competes with other companies in order to protect a company without the other? If there is a desire, it should not be done through this method; because it is necessary to provide competition.

The removal of subsidies on sheep transported by other ships is unfair to local companies dealing with these ships. The subsidy process happens without implementing controls to stop any increase in the prices of livestock meat locally.

Jassim Al-Wazzan noted that the new pricing is the same as the previous one; as it fits the Arab meat completely, despite the fact that the Arab meat consumption is not less than the Australian meat consumption. There is a large segment of consumers who are looking for the Arab meat, how can it be supplied to them with this pricing?

He wonders: Is the Australian meat equal to the Arab meat? How does the sale of the Arab meat happen? And why do we force the butcher on selling it surreptitiously or by smuggling them away from the eyes of the inspector of the Min-

istry of Trade and Industry? Why do we punish the butcher who sold the Arab meat at a price higher than the mandatory pricing that have been developed only at the expense of Australian meat cost?

The Arab live sheep that comes from Turkey are sold by at least 30-40 dinars per head. How can its meat be sold by the pricing? Although these sheep costed their owners much fodder and others needs until they became fresh meat to the consumer through butcheries, so why not taking that meat into account when developing pricing as long as there is demand on them? The consumer must have freedom to demand the quality of meat they wish, and if Arab meat pricing is difficult for the authorities concerned at the Ministry of Commerce and allow it to be sold along with Australian meat; I propose the allocation of special butcheries to sell Arab meat, and even to avoid the various types of fraud, which the consumer is usually subject to. We should not force consumers to eat Australian meat only; this is not right, and unfair.

- **Do you see the necessity to be guided by the opinion of the merchant when developing pricing?**



No doubt about it, but what is noticeable is the negligence of the merchant's opinion, although he is the basis and the most knowledgeable about prices and cost; and then the concerned authorities should decide its point of view when developing pricing after that, it should not

be committed to a study that has already been conducted under previous conditions. A lot of things changed today, and previous pricing is not a book to be bound by it, but should be subject to all the changes in the global and local markets.

ISSUES OF THE MERCHANTS UNION WITH THE KUWAIT MUNICIPALITY

After The Municipality Reconsidered the Sales Systems

Al-Wazzan Demands The Display Of Foodstuffs In The Cooperative Societies. ⁽³⁰⁾

Yesterday, the Secretary of the Foodstuffs Merchants and Manufacturers Union, Saleh Nasser Al-Saleh, demanded to hold a meeting between him and the Chairman of the Fruits and Vegetables Market Organization Committee, Abdul Wahhabi Ahmed Al- Mutawa, to explain the viewpoint of the Union about the sites that it hopes to obtain in the new and existing markets, which are dedicated to the wholesale, based on previous deliberation to this request with the President of the Municipality.

The Chairman of the Kuwait Foodstuffs Merchants and Manufacturers Union, Jassim Mohammad Al-Ali Al-Wazzan, has demanded from the President of the Municipality, Dawood Musaiid , to hold a meeting including representatives from the Munic-


ipal and the Union for presenting and exchanging ideas and proposals of foodstuffs merchants, which they hope to be helpful for the work system in some of the markets, in addition to exploring the possibility of allocating places in developed supermarkets to display foodstuffs as well as local foodstuffs products; given the importance of this in facilitating retail shopping for consumers from the vegetables and fruit market.

The Chairman of the Foodstuffs Union demand came at the right time after the Municipality has reconsidered the selling systems in the public central vegetables markets in Al-Shuwaikh and Riqqa and the transition to the new complex in Al-Ghazali Street due to the approaching deadline now.

In the last interview with Abdul Wahab Al- Mutawaa, he revealed to “Al-Qabas” the intention to provide places to display foodstuffs commodities related to the vegetables market such as olives, oils, cheese and the like; but he did not disclose the parties allocated to these places.

Yesterday, the Director General of the Municipality received several letters from the Foodstuffs Merchants and Manufactur-

(30) Al-Qabas, 7/10/1985



ers Union. A member of the Union's Board of Directors has asked for the special report prepared by the Food and Stores Licenses Management about all the problems of canned food to brief the members of the Union on all these problems and what every merchant should do as an importer for it.

In another letter, the Foodstuffs Union reminds the Director General of the Municipality, Rashid Othman, of the date which a Union representative has already heard from the President of the Municipality to establish a body in the land imports building to finish the merchants dealings as soon as possible which is dictated by the nature of foodstuffs, especially after the lapse of sufficient time from the formation of the desired body without coming out into the light, and the food dealings are still done in the old site.

The Secretary and board member of the Merchants Union also shows in another letter that a number of merchants, who are Union members, are facing problems lately in re-exporting some of their goods to neighboring friendly countries and in particular to Iraq. That is because the merchant, upon his agreement with some importers from Saudi Arabia or Iraq to send shipments of frozen fish from South America or Taiwan or meat coming from France, has to have an export

certificate from the Municipal Health Office – the land exports – and upon obtaining the required certificate he is asked to ratify it from the Food and Stores Licenses Management in Al-Salmiya, but he is surprised that the Management refuses to end his dealing to export his goods, and is reported that the detection, which has been on the goods, is a superficial detection and must be re-detected by the Management.

Saleh Al-Saleh said: This action affects a lot of merchants, and also helps to reduce exporting activity and contributes to the rigidity of commercial traffic as a result of the current economic recession; appealing to the Municipal Manager to intervene quickly to look into this matter to facilitate the dealing of the merchants who are members in the Union; as these administrative procedures stands as an obstacle to their activity represented in encouraging re-exporting from Kuwait to foreign countries.

Pursuant from the bilateral cooperation existing between the Municipality and the Union, he hoped to reconsider this method that is currently used to stimulate the re-export process of materials and foodstuffs industries to neighboring countries.

It Receives Samples of Different Items to Be Tested

Al-Wazzan: Population Is Growing... And The Laboratory Is Still The Same.⁽³¹⁾

The biggest problem of all for the merchants is «the laboratory» which receives samples of different imported items. The factor of time - for the merchant - is a major and very important factor because of its implications of varied financial burdens.

It seems that merchants are tired of complaining - and also of proposing suggestions to solve the problem -, so they raised their voices in protest; perhaps these protests may have reached to the ears of the officials in the Municipal and Health. On the other side, there is a voice of a different kind; it is the voice of concern and inquiry of people, especially after the radiation leak and the fear of leakage of some food without supervision. Merchants, on one hand demand rapid control and people on the other hand demand infinite precision in control. Accordingly, we gave the «interest» and «concern» to the third party in the triangle case, and we presented it quite frankly in order to connect all the dots, and we have had several meetings with officials


at the Municipal and Health, and this was the outcome:

Jassim Al-Wazzan, Chairman of the Foodstuffs Merchants and Manufacturers Union, says the laboratory problem is not new; as it is a long-standing one. The population continues to increase since 1963 until today, however we continued to live in one laboratory which does not meet the needs of the country. The Ministry of Health is responsible for providing laboratories to examine the foodstuffs and nutrients in order to provide the required efficiency of the country in general. . I do not know why there is negligence and not enough attention for foodstuffs and nutrients, despite the growing population, and thus the increase in demand. Even slaughterhouses do not have laboratories, although they are supposed to have a laboratory in each facility to do the job.

- **Has examination been delayed to the extent of causing damage?**

After the radiation and pollution problem, we found many difficulties in the food examination, and it was sometimes delayed by about two months. Now, despite the lifting the ban on some food, the delay still exists. . Perhaps this is due to the sampling

(31) Al-Anba, 9/5/1987



method at the customs and ports by the officials of the Municipal and Health; as they are gathered and may be delayed for several days before being transported. Only God knows; and this is definitely due to the very large volume of imports.

The Delay Exists

Is the problem - from your point of view – is the presence of a single laboratory or the problem of staff and routine in the transfer of the samples?

What we know very well is that the delay exists, and this is due to either the lack of adequate equipment for this examination, or the inadequacy of the staff conducting the examination, but certainly the Ministry of Health is responsible for the existence of sufficient laboratories. We inquired about the matter from the Ministry of Health and did not learn anything other than the existence of a sum appropriated by the State to build a new laboratory, and it has not been implemented yet. Therefore, there must be private certified laboratories owned by neutral companies – like the European countries – that examine the food for certain and predetermined fee, and now the State undertakes everything. Whatever the reasons, this delay caused a great loss to us, and everything we got was

just promises.

Kuwait imports need a big capacity and there must be a laboratory at the customs, which means one laboratory at the airport, and the other in the port – Al-Shuaiba Port - for example, as in Saudi Arabia and the United Arab Emirates, where laboratories exist in ports, and the goods are not delayed more than two days. The fact is that this delay is not only because of the nuclear reactor explosion, but it is a constant delay.

The last important thing is that the weather of our country contributes in doubling the loss, whether in summer or winter. Carriage of goods from one place to another, and then the long-period storage – as we cannot dispose of the goods as long as it is under examination – make the goods subject to an inevitable corruption.

Suggestion

- **What is your suggestion then?**

We prefer, for example, that the samples are to be transported daily in batches to the laboratory instead of waiting for a car. We also prefer to have a laboratory at the ports, as in Saudi Arabia, as the goods will not be delayed more than two hours for each merchant. We are really wronged,

our goods are delayed, and our work is delayed, and we cannot dispose of the goods - while waiting for examination - and we pay big benefits for the Banks because of that delay. This is the «question» part, what will the concerned parties say in response?

Problems Which Are Not Difficult

The Director of Food and Stores Licenses Management at the Municipality says that the problems between the Municipal and the merchants are still ongoing, but thank God the problems are not difficult, and in terms of the laboratory problem, we preferred it to be a neutral laboratory, and does not belong neither to the merchants, nor to the Municipality, and that the second authority, which is the Ministry of Health, will be the one that will conduct the process. We do not deny that there was a problem in the past in our administrative aspect, namely, the lack of qualified personnel, and the lack of staff in general, which leads to the accumulation of lab forms, so they do not leave in time, and some are delayed to 10-15 days.

He adds: But now, we have formed committees for a while to which the goods owner can apply on a daily basis and we achieved developments in imported food so that they are deported day by day. Food

is submitted to the technical committee at the Management, and passed straight on to the laboratory, all that occurs on the same day, either by acceptance or rejection through compliance with the specifications, then it takes its share of tests in the laboratory, and the sampling rate per day is up to 200-250 samples per day.

But there is still a problem between us and the merchants, and it happens after the appearance of the results. In the past, he takes the goods with him and leaves the samples, thereby creating a large overstock in stores, so they claim that we - as a Municipality - act in our accord in this process, in other words, some takes them to their home, and others dispose of them personally. So we made a decision after these rumors that at the end of the examination and testing process, the merchant does not hand over the result of the laboratory, except after taking the samples that we have that belongs to his goods, and if he does not receive it within 15 days, we will destroy it immediately. That is a pledge we take for him. This random sample is only 10 «cartons» for example, and no one will be tempted to promote it, and of course, he leaves it intentionally, then it is said that the Municipal's inspectors dispose of the samples personally. This is my response to them frankly.



More Useful

If that's the case, why doesn't the Municipal take another action other than the incineration of these samples, like an act of charity, in the sense to give it to any charity for distribution to the poor through the Al-Zakat House for instance?

This will be a field of study at the present time, which is how to dispose of the samples in a more useful manner as you say, rather than incinerating them, and this study is encouraged by the Minister of State for Municipal Affairs so that we can avoid all problems resulting of these samples.

We have considered the establishment of laboratories at the borders level, like in Saudi Arabia and the United Arab Emirates as the merchants say; and that is, of course, in agreement with the Ministry of Interior Security in terms of security and the General Administration of Customs so that the unloading will be at the border, the goods are detected first and then transferred to the State of Kuwait. The other solution is to take advantage of the government's other laboratories, such as the laboratory of Scientific Research Institute, which contains, as a scientific institution, labs at a high-tech level, and thus we divide the process into two parts, a part transferred to the Ministry of

Health, and the other to the Scientific Research Institute.

There is a method which is the detection at the border, either in Al-Abdali in northern Kuwait, or in Al-Nuwiseeb in the south at the same port, or at the airport. This is the fastest course, but it is still under stud, and they are all means through which we aim to reach solutions to our problems with the merchants.

Another Accusation

Another accusation from the merchants is that the examination may take a month, and this is not a simple matter; because it means some imported items will be damaged, and also means the delay benefits and others.

The delay is currently no more than 3 days. In the past, sometimes it would have reached to 10-15 days only, and if the delay is due to the laboratory's problem itself, the Ministry of Health may maintain a certain item; causing its delay. Now, we do not suffer from any delays because we also appointed qualified people, who are mostly Kuwaitis, including a graduate of the Institute of Health Sciences affiliated to the Public Authority for Applied Education, in addition to non-Kuwaiti agricultural engineers, veterinarians for the inspection of the meat; there-

fore, the problem is solved, and the existing shortage is gone, and all that is said is exaggerated.

There Is No Damage

I think the priority system should be applied in the laboratory out of the consideration for some perishable foodstuffs. . This is a loss for the two parties: the merchant and the consumer?

Believe us, no damage occurs during the waiting period because the period itself is very diminished, only perishable materials, such as milk and cheese; and there is an agreement between us and the Ministry of Health that the words “very urgent” will be written on their forms so they are given priority over others in the laboratory, because of the short validity period.

There is another accusation that the samples pile up at the port until they find the means of transportation to transfer them collectively to the laboratory. Is this a routine or a negligence of the doctors at the port?

On the contrary, all samples are transported regularly and are not delayed until gathered as they think; we have special coolers to transport samples from the port to the laboratory all the time and on a 24- hour basis.

3 Samples

Are the samples taken randomly from all items?


According to food regulations, the random sample is taken from each item. There are three samples: the first sample is in the possession of the Municipality, the second sample is held by the merchant, but is kept by the Municipality, while the third is sent to the laboratory.

Laboratory Expansion

How much time will the appropriate studies take to establish the laboratory at the port, for example?

Actually, this topic is under the jurisdiction of the Ministry of Public Health, but we have asked for the expansion of the existing laboratory in the Al-Amiri Hospital, and such a transportation process will cost five million dinars, which means it is not a simple expansion. As the Health laboratory performs many tasks, not just food testing. This expansion aims to not overstock samples at one time, so it fulfills the required purpose, and all the samples received on a daily basis are tested.

As for saying that the Municipality established a laboratory, what is the neutral body



in this case? It cannot be, of course, because the Ministry of Health is the neutral body between the Municipality and the merchants to avoid any problems. With God's willing, if all the steps that we seek are provided, which are the collaboration with the Scientific Research Institute, and the expansion of the current laboratory of the Ministry of Health, there will not be any problems in the future; and if laboratories are provided at the border level, that would be better. This takes time and budget because its own studies already exist, both in terms of security and health.

No Radioactive Materials

There is a « popular » accusation that Kuwait accepts a lot of items from all countries regardless of caveats, while there are many countries that have banned or burned a lot of items, especially after the Chernobyl radiation. What is the validity of this concern or accusation?

Not at all, as there aren't any radioactive foodstuffs entered through our borders. Of course, the Radiation Protection Department are the ones responsible for responding to any detailed questions, because there is an agreement between the Municipality and the Ministry of Health stating that the Ministry examines all food samples from the

radiation, before directing it to the laboratory, and it has special radiation laboratories. Nothing is allowed except after a test conducted by the laboratory, and this is part of the reason for the delay regarding the samples, and all of this is for the public interest.

- **In case of proving of invalidity of the food item, is the merchant entitled to re-export it to any destination?**

Of course, if the examination proved the invalidity of the material for human consumption, he has two options: first, destroy it by the Municipality's knowledge, and the second option is to re-export it to any other country.

This is the opinion of one of the sides of the case triangle. What about the rest of the views that will wipe out the question mark and also remove the fear and anxiety among the people?

Examination Should Not Be Delayed Head Of The Radiation Protection Department Said:

Right after the Chernobyl incident, two committees have been formed: a committee to coordinate between the scientific institutions, and consider the acceptable levels of radiation in Kuwait, and the Administrative Coordination Committee. The aim was to monitor the food that arrives to Kuwait through the border crossing points until they reach the Department and vice versa. Accordingly, the process of its access to the section was coordinated between us, the Municipality, the Extract Administration in the Customs, and the Ministry of the Interior, this coordination due to the Department of Environmental Protection. The Ministry of Health has several sections involved in the subject, but the section that is competent in the technical examination of the presence of radiation is the Radiation Protection Department.

Baqer continues: Our examination of the sample is not delayed at all or has never exceeded a month, as they say. Once some complained that the sample has been delayed for two months; after


investigating the matter, it turns out that they only took two days in the examination. In the case of the increase of the samples that arrive intensely in a certain period, they are not delayed more than a week in any manner, even in the beginning of the Chernobyl incident, we used to cover the increasing number of samples by increasing working time.

- **What do you think of accepting many items entering the country, especially from Turkey, that worries people?**

Each item was and still is subject to strict examination, and accordingly, a monthly detection is attended by the Protection Department and is presented to the Radiation Protection Committee, which is represented by each body, and not only from the Ministry of Health.

- **Is there a certain percentage of radiation acceptable in the items for human consumption?**

The aim of radiation protection is to reduce the amount of radiation exposure as much as possible, because the



radiation naturally exists in the atmosphere, but our objective is that what the human is exposed to- in addition to what exists – will be of a very little percentage. If the contamination of the product was proven with a percentage bigger than what we have set, the merchant is not allowed to re-export it to a third party, but to the exporting body and on his expenses. We have agreed with the Cooperate Council on that each rejected certificate will be sealed to be prevented from entry to any other Gulf state.

Impractical Proposal

- **What do you think about some suggestions on the possibility of testing directly at the port to save time?**

I think that the examination cannot be done precisely at the port, except in one case where you must use this method, which is in the case of very high-level pollution, like what happened at the beginning of the Chernobyl incident; as we examined the trucks themselves at the port before their entrance and on this basis we also put limits on superficial pollution on trucks so that if it exceeds a specific limit, the truck will be returned and will not be allowed into

the country.

The proposal of testing samples in the port is not a practical proposal, because the objective is not just a measurement, it is true that we measure the sample, but there is such thing as estimation, i.e. any assessment and evaluation of the result, and this needs to be followed up. It is absurd to put an entire section at the border crossing points and it is not a long distance to delay the arrival of the sample to us, and I encourage that in the future. I prefer the laboratories to be in particular scientific institutions and that is better than if they were at the border.

- **Is there any intention to build another new laboratory?**

At present, the Protection Department is in a transitional phase, and we indeed hope that it will be developed with time and to achieve that; in addition to introducing new modules and laboratories to the Department, and this is encouraged by the Ministry of Health, and it will have more graduates as workforce.

A False Accusation

- **Did you mean that what merchants said is just an accusation?**

Rather a false accusation and it can be refuted, I cannot see any delay in the samples at all, because there is coordination in the Department, and this coordination does not mean the concentration of significance of the examination on certain days only, i.e. in an accident, but on an ongoing basis.


We conduct random tests at the present time, according to the monthly test as it became clear to us that the rate of rejection of the samples has been decreasing. Therefore, we discovered that there is no need to subject all the samples for examination, but the only thing subject to examination at the present time is the baby milk and the baby food for less than adults in terms of the reduction percentage, because the food for the children is very important. Children are sensitive than adults to radiation and this makes us place the percentage of the children less than adults – the reduction percentage allowed for natural radiation - which is one third less after a scientific study.

The rest of the items pass after taking samples for monitoring so that if we found any sample to be highly polluted, we will immediately inform the concerned authorities to prevent their entry. All of this is classified according to the monthly test applied as we see whether the ratio is decreasing or increasing steadily. If we noticed, for instance, that the result – in milk - is high, i.e.t the ratio in it is high, we immediately inform the competent authorities not to allow the entrance of any other milk. Why? Because our goal is to reduce the accumulation of radioactive materials.

Rejection Rate

- **Does the merchant have the right to dispose of the rest of the item during the examination?**

There are two samples: a random sample, and the sample under examination. As for the random sample, the merchant has the right to dispose of it. We started with the samples after we have reviewed and studied the monthly test which shows number of samples that arrived, and the number of the rejected ones, and which items or countries. On this basis, we give the action



that follows. As for the section, which is under examination, the merchant does not have the right to dispose of it, and the monitoring is conducted by the Municipal. We have observed that the rejection rate of the samples was declining until it reached a rate and remained fixed at this rate for three months, which means that it has become almost empty. Therefore, we considered it a random sample as we checked it; the merchant also has the right to dispose of it. From the random samples, we observe, monitor and know whether there was an accident led to a contamination, as it will appear immediately from the examination. The line graph shows us every rise, fall, fluctuation or steadiness.

Radiation Will Vanish

- **Will the radiation effect remain indefinitely?**

It is fading with time, the radioactive materials disappear one after the other. . We set the ratios so that its accumulation with time does not lead to any effects in the future on human health. The cooperation between us and our brothers in the Gulf Cooperation Council is always there, especially after the

incident directly, the foundations are almost the same in the examination and testing methods.

Baby Milk

Vice President of the Radiation Protection Department said: At the beginning of the Chernobyl incident, a delay occurred because of the accumulation of samples and the lack of resources in the Department. The same devices have given their maximum capacity, but for the time being, we test food randomly, i.e. we take what we suspect in any item and put requirements, so far we have not found any radioactive contamination except in some milk, baby milk in particular is under surveillance as a whole, as well as fodder. . Of course, there were plenty of percentages that were returned to their source countries.

- **What about the Turkish products that fill the market?**

At the time of the incident, they were banned, but now they are allowed according to the examination.

- **Is there a percentage of allowed radiation that is not harmful to humans?**

According to the rules that we have set, the ratios that we have determined are much lower than the rules set by the international organizations, and they do not pose any harm to human health; as we prevent the entry food which we believe that contains radioactive material exceeding these ratios. Our ratios are 1:20 of the rates that are used in Europe to allow the material containing the radiation ratios.


But now the situation is different; as radioactive contamination is less than what it was at the beginning of the incident, and we are still testing the areas where we suspect that they still contain contaminated food items. As for the areas that are completely distant from the incident site, we examine what arrives from them. We inform the merchant not to import from the designated area in which the radiation occurred in their exports. Before that we prevent any leakage of the goods to the markets because they are re-exported to the same state. Now the exporting countries have become aware of the standards that we apply and the ratios that we allow; therefore, they do not export to us materials exceeding these rates, because they know they are los-

ing because their goods will return to them again. In addition, the merchant also requires the country not to import a material within the permissible limits. We - as an importing state - cannot risk with any possibility of damage to the country.

Protection Center

Are there any thoughts of establishing a new laboratory to meet the growing needs?

This subject is under study, and the Department has already requested the availability of new equipment, but that's not everything; as the subject is also the expertise efficient for the measurement. It is not easy or normal but it needs scientific competencies, and of course, the Chernobyl incident has called us to think about the establishment of a center to serve the region as a whole; and not to examine certain samples, but to set the rules, and people who are eligible to work in the radiation field, especially that the domain is expanding on an ongoing basis, and the possibility in Kuwait is existing to use nuclear energy in electricity and fresh water production, in addition to that there were nuclear re-



actors around. Therefore, we already thought of a center for the protection from radiation on the basis that will fulfill the purpose, for any public service more than a service in the limited area.

For the time being, I think that the existing laboratory is enough, since the radioactive contamination found in Europe has now been reduced, and the available is the storage after the incident because the basic material in the radioactive contamination was the - the radioactive iodine- a short-lived substance, within the range of 7-8 days, but it disappeared from the food completely and what exists now is the long-lived substances, its ratio is very small. The process of a single sample examination takes 24 hours and the device itself only accommodates a limited number of samples, so the wait is a necessity. However, we made a plan - if a similar incident happened, God forbid - we can accommodate everything. Generally, we put priority on perishable materials to be tested before others.

Encouragement and Attention

- **What is the section missing then?**

It is missing more encouragement

and attention in this field. The Kuwait Radiation Center now is just an idea under study; Kuwait is in real need for this center, not only for the protection from radiation or the threat of a nuclear incident, but also for the safe and proper use that we can benefit from it, and its new uses in manufacturing. What I would like to add is that the jurisdiction of the department is not only monitoring the radioactive contamination of food, but also to monitor radioactive devices used in Kuwait. Even though it contained the Chernobyl incident and monitored food samples, it continued to perform its duty in the inspection process on each radiological device in Kuwait and their use according to the rules, regulations and the decree.

Monitoring radiological devices is very important and we offer the advice concerning the use of these devices safely. We also train those who work on them to use them properly and not to be exposed to radiation.

The limits set for a person who works in the radiation field is much higher than the limits that have been developed for the people. As the limits that we have developed, for example,

for food contamination after the Chernobyl incident are much fewer than what is allowed for the employee who works with radiation, because the risk of radiation based on possibilities, the employee can take a dose of a hundred times more than the average person; making the possibility of exposure to radiation for us much greater.

For your information, we do not accept diplomas brought by the merchant in the measurements of the exporting country, and we even cancel them completely and rely on the tests.

I would also like to talk about those who work in the radiation field where the importance of radiation monitoring devices lies in hospitals, industry, oil companies, and therefore the period of work is less than other functions so as not to be subjected to large doses. However, this does not mean to worry. We also have certain immunity or protection from all this. We already have protection and there is no fear of those working on the field at all, and our Department is actually supervising with its capabilities.

The last observation is that I say to

people that the matter is not as terrifying as they have made it to be. . There are many considerations taken into account, there are some materials that human takes, such as food-stuffs; so they do not remain in the body except a few radiations, and some of the material remain or absorbed by the body and is considered one of the body components, which is dangerous, and therefore we take into account more of these substances that do not remain only for limited hours in the body, and all this according to studies to show us their results of what things we should carefully focus on their examination so as not to have an effect on humans.



OTHER ISSUES WITH THE MERCHANTS UNIONS

The Future of the Al-Abdali Farms Is Better Than Any Kuwaiti Area

Al-Wazzan: Our Production Of Tomatoes Is Not Enough To Build A Factory. ⁽³²⁾

On the 28th of February 1986, (Al-Maazaare) magazine interviewed Mr. Jassim Mohammad Al-Wazzan... The farmer in Al-Abdali... Al- Sulaibiya and Amghara... and the Chairman of the Kuwait Foodstuffs Merchants and Manufacturers Union... as the owner of several factories and major foodstuffs companies, the most famous of them (Khazan) foodstuffs...

The interview started with the idea of the Merchants Union to establish a factory for canning tomato juice and preserving vegetables which are produced in Kuwait and exceeding the consumers' need... Mr. Al-Wazzan said:

From time to time, some citizens, especially farmers, call for the establishment of a factory for canning tomato juice, which are

produced in abundance in Kuwait, especially in the months of January, February, March, April and May. There were loud voices in this regard after the spread of farm houses everywhere in both of Al-Abdali and Al-Wafrah. Many items of the local agricultural products, especially tomatoes are sold at low prices. Despite this, I see that our production of leaf vegetables, cucumbers and tomatoes are not enough to build a factory to preserve or manufacture them, and the quality of the juice of the tomatoes produced in Kuwait, whether from farm (exposed) or protected, are not fit for canning..!

I'd have to point out in this regard to the existence of a factory for canning tomato juice in Kuwait for a long time but it stopped working... Because the amounts of produced tomatoes as I said earlier were not enough to run the factory most of the months of the year...

- **But such a factory exists and works in our neighboring countries such as the United Arab Emirates and the Kingdom of Saudi Arabia... Why isn't there a factory for canning tomato juice and preserving locally produced agricultural materials in Kuwait?**

For our part in the Foodstuffs Merchants

and Manufacturers Union, we cannot establish expensive factories that only works for one or two months and then stops, and in case a factory for canning tomato juice was established, suitable tomatoes in large quantities must be provided throughout the months of the year .. To work and gain profit. Can we do this? ... I don't think so!

- **What is your best perspective to resolve the problem of marketing our agricultural products?**


So long as we have established food industries and agricultural projects... we should know Kuwait's actual consumption of each item... and compare it with the local production... subtract this from that, or that from this and only then we can allow the importation of what we lack with a protective tariff ranging from 20% - 25% as tax on the importer to protect the local industry or the local agricultural production from foreign competition. This is necessary because there is not an industry in the whole world that exists without effective protection, and the State should be sure of that because the money that we use to establish our industries and our projects is our money. It's nothing but a group of loans and the State's support for its citizens and the organization of import; so that the importer is

not allowed to compete with the local product, which is very important for all countries of the world, particularly the developing countries like ours. It is a grave mistake to totally rely on external import especially in the area of food and food industry. This activity should exist in each country; as the frequent unrest around us requires us to establish this food industry and that agricultural production, in order withstand even for few weeks when exposed to a natural or human risk, God forbid.

We make many foodstuffs; as we make biscuits, vegetable oil, soft drinks, milk, cheese, mineral water, ice cream, bread and others .., etc. and they need the protection of the State.

- **Many cows and sheep farms have spread in Al-Abdali agriculture area... how can the development of livestock become possible in this Kuwaiti agricultural area?**

First, I would like to extend my thanks to the Authority of Agriculture and Fish Resources for creating a veterinarian clinic in Al-Abdali, and also for the great services that are offered to the farmers of this region towards establishing a mosque, paving roads, opening car repair shops and food su-



permarkets. As for your question, as breeder and importer of cows and sheep, I believe that the Al-Abdali farms have a better future in regard to animal husbandry than any other Kuwaiti area because Al-Abdali farms are far apart from each other; as they include poultry farms, cattle farms and sheep farms... And this is better in terms of health.

The evidence for this is the continued spread of the disease in the farms of the Al-Sulaibiya area, where there are neighboring milking cattle farms there.

In this regard, I call on widening the circle of the Union of Fresh Milk Producers to include the dairy cows breeder in Al-Abdali, in addition to cattle breeders in Al-Sulaibiya and they are only about 20 members, and I'm one of them; because the inclusion of dairy producers in Al-Abdali to the Union mentioned earlier will ensure them that the government subsidy will be on every liter of milk produced locally amounting to 80 Fils. This undoubtedly encourages livestock in the Al-Abdali Agricultural Area.

- **As an importer of sheep, what are the problems facing the private sector in the importation and marketing of sheep?**

There is competition between mer-

chants (the importers of sheep) and between the Livestock Company; when we import Australian sheep, we find that sheep's head are sold for 10 dinars and perhaps less...!The day we stop importing these sheep, the price of the head reaches up to 14 dinars and possibly more ..! Unfortunately, the Livestock Company does not want any merchant in Kuwait to import sheep other than itself... Otherwise it tries to make him lose... what helps it in this regard is the government's support, which it receives for each imported sheep... amounting to two dinars and 250 Fils .. This support is not offered for the merchant.

In any case, we import and we will continue to import as merchants because we want to provide fresh meat to our marketing fairs... and because this benefits the consumer .Thanks to Kuwaiti merchants, consumers now buy meat at affordable and suitable prices for them. I hope that the State addresses this problem by allocating support to us as allocated to the Livestock Company, because supporting foodstuffs producers and manufacturers is a support to the consumer.

- **What about vegetable agriculture in the Al-Abdali Agricultural Area?**

According to my experience, agriculture in Al-Abdali needs a lot of money; as the soil is full of plaster and sand, in addition to the tough weather, and the salinity in the groundwater is high. However, the farmers are planting and producing in a way to be proud of... and many of them are following the method of protected agriculture after the State's support to it; they breed sheep, chickens and cows, and they are all activities needed by the country... and what I'm hoping for is the completion of the paving roads in Al-Abdali Agricultural Area, and that the State would support every farmer

in buying a water desalination machine... as long as the farmers expanded by the establishment of greenhouses in their farms.

The Farmer Jassim Mohammad Al-Ali Al-Wazzan wished, at the end of his interview with (Al-Mazaare) magazine, to see Kuwait prosperous with its local production and industry... and to be a leader in the Gulf in these field... and he expressed his profound thanks to His Highness the Emir of the State, his Heir and the officials of the Authority of Agriculture and Livestock, the Kuwaiti Farmers Union and the (Al-Mazaare) magazine for their growing interest towards the agriculture and all its plant, animal and fish sectors in dear Kuwait.



Following the Escalation of the Iranian Bombardment of Tankers in the Gulf Al-Wazzan: Raising Insurance Increases The Cost Of Loaded Goods.⁽³³⁾

The effects of oil tankers war spread to all types of the goods carrier type, while world newspapers were talking at the beginning of this war about the prospects for rising oil prices as a direct result of the rise in marine insurance fee, which doubled several times more than it was before Iran has started the attack process on Kuwait and Saudi Arabia oil tankers recently. The remarks made by the Saudi Minister of Petroleum and Mineral resources the other day about the likelihood of the British Lloyd's Insurance Company to cancel the insurance on carriers heading to the Gulf, is a move, in his view, aimed at the closure of the Strait of Hormuz itself, as an affirmation on the inherent gravity behind the escalation of Iranian bombardment process of tankers.

The danger, which threatens oil tankers now, has become a threat to the basic commodity tankers, either of

food or otherwise, heading to the Gulf ports in general. Faced with the recent Iranian threats with regard to the expansion of the bombing zone to include all carriers without distinction, the Arab Fund for Insurance has recently increased the insurance on the carriers of the Cargo type three times more than what it was and this was the first step of the beginning of a stage without a recognizable end to date.

- **What is the impact of this on food trade in the region in general and the local market in particular? And what are the implications of the prices rates of basic food commodities? What is the stage, which the country's food market will enter? What are the controls and what are the criteria for raising prices regarding the raise of the prices of the maritime war risk insurance?**

In the « Al- Siyasaah » newspaper's interview with Mr. Jassim Mohammad Al-Wazzan, Chairman of the Foodstuffs Merchants Union, « Al- Siyasaah » tried through it to focus on his impression on what appeared in the news about rising the maritime insurance prices, and whether it has already been ap-

(33) Al-Siyasaah, 28/5/1984

plied on ships at sea or the ships that will sail after the issuance of this decision.

The Chairman of the Foodstuffs Merchants and Manufacturers Union said that the decision of the Arab Fund for Marine Insurance to raise insurance premiums from 0.25% to 0.75%, an equivalent of twice what it was in the past, means that this increase will be added to the cost of the loaded goods.

He continued: «I think it is low and their impact on prices may be non-existent, especially in a period like this.»

And comparing this increase with Lloyds' prices, he said: Although there is an increase that represents a three-fold, but it is still less than the former price set by Lloyds, which was 1%.

- **How is the marine insurance premium calculated?**

This percentage is calculated from the value of the shipped goods, this insurance was usually against the dangers of the sea, but when the Gulf War escalated, the increase has undoubtedly come to insure against the risk of this war.

The Rising of Prices


Regarding the possibility that some of the foodstuffs merchants might try to raise prices on the pretext of this new increase in the Marine Insurance prices, he said: This may happen; if not now, then maybe in the future, we do not know what will be the fees after that.

- **What does this percentage represent in your opinion for the cost of goods?**

Although it represents less than 1% on the outside, but it represents three times the previous insurance expenses.

- **When will the consumer begin to feel the prices increase if they occur?**

Not before a month from the prices raise date, especially that the decision of high shipping value will be implemented on the ships that will sail to the ports after this date. Another factor that may have more impact on foodstuffs prices in the future, which is the shipping factor, as shipping rates have risen about 25% on new insurance



policies by an average of \$ 500 per 20-foot container, and this percentage should be influential in the cost of imported goods.

As for the process of rising prices, I think it is linked to a large extent with what will result from the current diplomatic contacts with all the concerned authorities; as the prospects of increasing the insurance expenses would still exist, if the crisis continued and thus the possibilities of the prices increase would also exist.

By Land

By asking Jassim Al-Wazzan about the possibilities of resorting to the overland route, if the transport through the Gulf becomes difficult, he said: It's possible but it is more expensive and the overland routes could face the same risk as sea routes. War is war and it does not know a way without another, and the options remain available to everyone; therefore I cannot guess about that.

THE BUSINESSMAN JASSIM AL-WAZZAN. . .

The most popular species in his ranch are the Friesian, the Brown and the Centmal⁽³⁴⁾

Al-Wazzan calls for an increase in the government support for cattle breeders.

On Friday, December 1983, we visited the farm of Hajj Jassim Al-Wazzan... It is truly a unique farm in Al-Abdali Agricultural Area; as he breeds about 400 cows and 400 sheep using the latest scientific methods and there is no better example of this than the cost of establishing the farm. When we have just entered the ranch, we met Mr. Abdul Rahman Jassim Al-Wazzan and some workers in the farm, veterinarians and agricultural technicians, who were inspecting the herds. After a round of photographing cows and sheep, despite the sunset they accompanied us to Hajj Jassim Al-Wazzan so we had the following conversation:

We saw numbers of cattle and sheep... would you tell us about them?

Sheep in our farm in Al-Abdali are: local,


Australian and hybrid of local and Australian, and we have several forms and colors of the latter; you would find - because of the hybridization - the black and the brown, and the colored black and brown, and you may also find some with a horn or two and others without a horn or two, as you find some with a fat tail (coccyx) and others without a fat tail or coccyx, and some are large in size, while others are small. We have obtained these shapes and colors of sheep after four years of breeding with the Australian sheep in one barn and... Also there are (billy goats) in the farm, imported from Germany and Holland by planes, which breed here like the others.

We were able to change the forms of these goats by breeding and mating with the local goats... so we have strange and beautiful forms and colors of goats.

Regarding cows, Hajj Jassim Al-Wazzan, owner of several farms for dairy cows and meat calves in Al-Sulaibiya and Amghara in Al-Jahrah for more than 15 years and the owner of major shops and factories for the manufacture of frozen meat, and foodstuffs and selling them in Kuwait, said:

The most popular types of cows in Al-Abdali farm are the Friesian, the Brown Swiss

(34) Al-Mazaare Magazine, January 1984



and the Centmal, which is imported from Germany and Holland like the dairy cows, and whether in this farm or another in Al-Sulaibiya and Amghara, the breeding technique is the same. We also import dairy cows from Germany and Holland at the age of 22-24 months and are often pregnant with the first baby and waiting to give birth, if the baby is a male (a calf) we take it from its mother 3 days later to be bred in a special manner as a white-meat calf, and feeding it fat-free milk with vegetable oil materials and proteins. It has 2 meals per day, which is about 14 liters of milk, after about 5 months, when it weighed about 220 kilograms, it is slaughtered to be sold in our numerous food stores as frozen white meat and plain meat as it is known by all... It is delicious and expensive.

Al- Wazzan continued saying: If the baby is a female cow, we take it too after 3 days of birth to another place away from its mother and we start to feed it with milk too about a month after weaning and give it natural food (Alfalfa) along with proteins till it reaches 4 months; afterwards, we take it out of the nursery cage and send it to breed in open barns in this farm.. And this breeding will continue for almost a year and two months... then it is inseminated artificially or naturally to give birth after about a year... Thus, the life cycle continues for the cows bred here.

Regarding the success elements of the cattle-breeding in Al-Abdali farms, Jassim Al-Wazzan said: It is represented in a full-time veterinarian working day and night in the farm, and a staff holding a Diploma in Agriculture, as well as the cultivation of alfalfa in sufficient quantities, and the presence of grinder for mixing feed, in addition to the availability of dry fodder, which we import from China and America.

He added that all of these items are available in the farm, but this is not something easy or manageable by everyone. This farm costed me about a quarter million dinars and probably more even though its space does not exceed 644 thousand square meters. This high cost when creating cattle farms caused the presence of extensively few cattle breeders in Al-Abdali Agricultural Area; I do not know anyone else as a major cattle breeder in Al-Abdali; only me and the brothers Mohammed Mutlaq Al-Osaimi and Abdulrahman Al-Falah.

And regarding the establishment of a veterinary center in the area, he said that: Most of Al-Abdali farmers, if not all of them, did not raise several cows for their milk. If the conditions of healthy breeding are provided, their cows can breed and abound; and most important condition of all is to create a veterinary

center by the Public Authority for Agriculture Affairs and Fish Resources in Al-Abdali Agricultural Area; as health awareness does not only concern breeding cattle, but also breeding sheep and goats in Al-Abdali is difficult, and this is the biggest obstacle to the brother farmers to expand in animal husbandry.

He stated that the animal husbandry in Al-Abdali on a large commercial scale requires, in addition to the above, electricity, fresh water and paved roads; pointing out that all these are not available in Al-Abdali. Perhaps this explains why the poultry industry has not been taken into consideration by all the farmers of Al-Abdali up until now, despite being an important industry to Kuwait...!


Regarding his agricultural activity in Al-Sulaibiya, Al-Wazzan said: Although I work in the field of dairy cows and meat calves for more than 15 years, I only own a single farm in Al-Sulaibiya area of 5 thousand the square meters, where I breed 200 cows. This compelled me to lease land in other areas, the most important piece of land is in Amghara (before Al-Jahra) where I breed 800 cows, and I sell all the milk production from my cows to the Kuwaiti Dairy Company (KDC), a company founded by breeders of cattle, including me, and now about 15 cattle breeders contribute therein in Al-Sulaibiya, which is included in a

Union known as the Union of Dairy Producers based in the Al-Sulaibiya.

Al-Wazzan went on saying: The mentioned Company sells the liter of milk at a price of 105 Kuwaiti Fils and it gives us 3 Fils per liter of extra cream milk and we receive from the State 80 fils per every liter as support and encouragement to us.

Regarding his opinion in the establishment of the Public Authority for Agriculture Affairs and Fish Resources as a member of the Union of Dairy Producers, and what is the most important thing that he hopes to be achieved for the Union, he said: I am optimistic about the Authority, especially that it includes Sheikh Ibrahim Al-Duajj Al-Sabah, who is known for his love of work and knowledge, and he has a background in nutrition and its importance to citizens. There is a demand from the Union of Dairy Producers - even though I do not support and call for it - which is merging the farms that produce milk in a single company under one management, and the reason behind my rejection to it is that the merger cannot distinguish between the active producer and the inactive producer.

Regarding his opinion on veterinary monitoring in Kuwait as a cattle breeder, he said: Our veterinary body is lacking world-class vet-



erinarians, an accurate laboratory and effective drugs against diseases. The diseases often kill our cows, and this happened more than once, and I can say quite frankly: there is no protection or health care for cows neither by the farmer nor by the veterinary.

Al-Wazzan called for the inclusion of a veterinary laboratory to test blood and conduct autopsy, in addition to world-class veterinarians, because Kuwait is an open country and the diseases spread rapidly in the small neighboring farms. He also called for a periodic training for farmers and technicians working in the farms.

He went on saying: The human food must be clean and unpolluted, and this means that I have to import dry alfalfa machines from China and the United States for my cows and this is expensive.

He pointed that the owners of the farms resort to competent veterinaries, noting that he has two veterinaries; one in Al-Abdali and the second in Al-Sulaibiya... «As it is wrong to rely on veterinarians in everything... In the absence of proper conditions for our cows, we must be compensated in case of an outbreak in cows like what happened 3 years ago.”

Hajj Al-Wazzan concluded the meeting by

saying: Breeding the milking cows and calves is not easy, the former is expensive and needs care, experience, effort, and money, and it is enough to infer on the failure of the 1000 calves' project that the Department of Agriculture tried to establish years ago; as calves breeding is unprofitable. If I did not have a factory for manufacturing refrigerated meat and shops to sell foodstuffs, I would have suffered from bigger trouble and heavier loss in this field.

Because breeding dairy cattle and producing milk from them are very important to the people of beloved Kuwait. Al-Wazzan believes that «the necessity to increase the government subsidy per liter of milk that we produce. As in the brotherly Saudi Arabia, the government gives the farmer about 168 Kuwaiti Fils for every liter of produced milk. Out of certainty that increasing government subsidy for dairy cattle breeders, providing the necessary health service for the animal, cheap water, electricity and land for the cultivation of Alfalfa by the rain; as it is now will double our production to jump from 20% of Kuwait's need to the double and perhaps even more».

After The Livestock Transport and Trade Company Has Withdrawn Its Agreement

Al-Wazzan: Australian Companies Supply to Us without Letters Of Credit. ⁽³⁵⁾

The owner and director of the Conserved Tinned Foodstuffs Distributing Company, Mr. Jassim Al-Wazzan praised the role of the Livestock Transport and Trade Company as a major national company serving the public interest.

Al-Wazzan said: «We are one of the established companies contributing to it in more than one field; we also rent their ships to transfer buffaloes and other commodities. Our dealings with them have been regular and controlled, but what happened after that? They've resorted to the fluctuation of the prices of Australian sheep in a manner that affected us a lot, as the price declined from 18 to 12 dinars».

He continued: «It was a stopping point for us about the future and how to cover our needs in light of this phenomenon, and therefore we have decided to immediately contact more than one supplier of live sheep in Australia to cover the needs which may reach up

to five thousand heads per month».


Jassim Al-Wazzan went on saying: «We have received approval for the supply from more than one company; as the largest of these companies welcomed us and agreed to supply us without opening letters of credit, but asked for payment after delivery of the goods first».

And whether it was a prior intention to enter the competition market with the Livestock Transport and Trade Company, Al-Wazzan said: «Of course not, but the Company's officials forced us to do so upon their withdrawal from the agreement between us».

And whether it was similar to what happened with the former competing companies in terms of the method for lowering prices, he said: «They previously cut the prices by a dinar or two, but with us, and upon the arrival of sheep from Australia they have reduced the price of a live sheep from 14 to 10 dinars at once, and this happened 10 days ago».

Regarding the volume of shipload of Australian sheep, Al-Wazzan said: «It is carrying about 32 thousand heads including 22 thousand heads for our company and 10 thousand heads for Tarek Nasrallah Company. It also happens that a merchant called Ahmed Al-

(35) Al-Siyasah, 9/1/1986



Nafi imported from Saudi Arabia nearly five thousand heads by land».

Subsidy and How to Use It

Al-Wazzan said that the Livestock Transfer and Trading Company takes 2,250 dinars per head as government subsidy, for transporting on its own ships while we import without subsidies, however, the company competes with us by lowering the price, how can this be?

He added: «There is no doubt that the government subsidy allows them freedom of competition and movement within the market, but what is the point of it when we import insignificant small amounts compared to the volume of their imports of sheep. This is not right at all, as the subsidy is theirs and the loss is ours, do the concerned authorities accept that? »

Jassim Al-Wazzan continued: (K.P.S.C.) is ready to raise the price per live sheep not for 20 dinars but for 24 dinars, if it can have all its competitors out of the market and this did not happen.

Regarding the true cost per live head arrived to Kuwait, he said: It is about 12 dinars and a half dinar, in addition to the death rate, fodder and the labor expenses.

And whether he expects the reaction of (K.P.S.C.) through the previous experiences with other importers, he said: «We did not expect others to import from Saudi Arabia and we are forced to do so».

Subsidies Are Not Required

Jassim Al-Wazzan believes that government subsidies are paid at the wrong place as long as meat prices are globally in decline. Furthermore, the global competition is able to maintain these prices, and the local importers are dealing with all the global markets, wondering: «Why are these millions of dinars directed to support the live meat which exceeded 10 million? ».

Regarding the selling price per a live head in case of the removal of subsidies on transport, he said: «Any company, including (K.P.S.C.), can sell for 15-16 dinars per head, including a lucrative profit margin, but when the price was reduced to 10 dinars, the profit goes to the butcher, and (K.P.S.C.) obtains the subsidy and this is also not enough».

Regarding the contact with the officials of the company after lowering the price, he said: «we did not contact them, of course, and I, through my meeting with « Al- Siyasa » newspaper, presented the issue in order to be addressed in all its aspects. The issue must

be resolved in favor of free competition and everyone should know that the loss resulting from importing 250 thousand heads is not like the loss of 10 thousand heads».

Regarding the role of «the butcher» in this competition, Al-Wazzan said: «The butcher does not have a favorite party, as he tries to deal with all parties for fear of the wrath of any of them; especially (K.P.S.C.), so he is always cautious and looks for the low price first».

When asked: What is the secret behind the butcher dealings with you, although your prices are higher? Al-Wazzan said: our goats are the best especially in terms of weight and quality. We have sold today the head at a price of 16 dinars for the gained weight to 40 kg, while the average ranges between 25-30 kg.

And regarding the method for selling when fixing the price, he explained that it occurs according to the number and not the weight.

Answering the question on whether he is dealing with other marine transport companies to transport live sheep from Australia, he said: «We transport on the ships of the company selling the sheep; as we buy at the land-


ed price to Kuwait»; noting at the same time that Saudi Arabia buys then transports sheep overland to all Gulf countries, including Kuwait, as the economic union agreement between the states of the Cooperation Council permits that, and therefore the competition exists.

Competing the Saudi Market

Jassim Al-Wazzan noted that some local merchants have imported live Australian sheep from Saudi Arabia at the same Australia's landed price to Kuwait, which is \$ 40 per head, and this is what may tempt a lot of Kuwaiti merchants to deal with the Saudis merchants directly.

When asked whether he prefers the complete removal of subsidies on transport or to be reduced to one dinar instead of 2,250..., he demanded the removal of subsidies completely wondering: «What's the preference in the granting of this subsidy? And why not let it be a free competition among all companies and see and monitor what will happen to the prices? ».

And when asked whether the subsidy was for the protection of the company or for the protection of the consumer, Al-Wazzan said: the subsidy is supposed to be directed to the consumer, but we now find that it is to pro-



tect the company only, and here we must remove the subsidies as long as the prices are within the reasonable limits, and the State does not resort to subsidies unless the monopoly appeared in the market in any form causing the prices to raise above average, the State would then intervene to support the prices again in order to protect the consumer.

He continued: Subsidies should not be given to fight against the merchants and to speculate on the prices. He also believes that free competition will not occur with the existence of four local companies, but will exist among all specialized companies in the Gulf Cooperation Council. Therefore, monopoly will not appear at all, it was possible in the past but today Saudi Arabia opened its markets for all, as well as the United Arab Emirates, then there is no fear of a monopoly there is no need to give 2,250 dinars per each head for (K.P.S.C.) only, and why is it that the rest of the merchants are not given this subsidy? Do the subsidies really mean the withdrawal of all the competitors in face of the Livestock Company?

The Australian Market

Regarding the extent of change in live sheep prices within the Australian Market, and the extent of the existing competition

among the companies, Jassim Al-Wazzan said: Australia had a surplus in the live sheep around 8-9 million heads during 1985 compared to the production during 1984, and this is what the sources expect during the new year, as long as the competitive nature and pastures are available, the breeding is continuous. However, there are other markets that can compete with the Australian market especially the Chinese market, but the current evidence suggests the unsuccessfulness of the Chinese experience due to the high prices.

He continued: In the future, studies may give good results in favor of the Gulf market and the Kuwait market in particular. As for prices within Australia, it was expected during 1985 that the sheep price per head would decline to \$ 38 during 1986 and that is due to the reduction in overland shipping cost as well as the reduction in oil prices.

When asked whether he had requested from the Livestock Company to transport the sheep for him from Australia, he said: Based on the experiences of others with it, it will not accept our request, it does not want our presence in the first place, so how will it transport for us?

After The Prevention of «Gripe Water » By a Decision of the Ministry Of Health

Al-Wazzan: I Hope That This Is Not A Retrospective Decision. ⁽³⁶⁾

«Al-Qabas» called the distributing agent of (Gripe Water) in Kuwait, Jassim Al-Wazzan, and asked him about the issue of suspending its sale, his response was that he was surprised by the news, but in the past he discussed the alcohol issue with the factory and requested that the quantities sent to Kuwait will be alcohol-free, the factory refused as it is impossible in practice.

Al-Wazzan went on saying: When I discussed this issue with the factory, there was no talk about «Gripe Water», but it was my feeling and my desire not to have any alcoholic substance in the ingredients of the drink I sell, despite my knowledge of the legitimate licenses in the necessities; however, I'm a commercial agent, I am not competent to interfere in the legality or medical matters.

Regarding the amount he has of (Gripe Water), he said: There are three thousand cartons in storages, and I do not know the amount in the market, but anyway we are moving according to the instructions and decisions of the Ministry of Health; therefore we cannot be blamed because the goods did not enter by smuggling but under


the license and the specifications approved 20 years ago.

He expressed his thoughts about not confiscating the amounts he has or displayed in the markets without a warrant, because the citizen does not violate the laws and he is not prejudiced by the Authority. If there was a decision made to prevent Gripe Water, Mr. Jassim Al-Wazzan wished that the decision would not be retroactive, so that the amounts imported in good faith can be sold.

Regarding the re-examination with the company to produce «Gripe Water» without alcohol, the local agent for this therapeutic drink said: if there is a possibility to produce Gripe water according to the new specifications, we will prefer that, because we are citizens concerned with the interest of the country. We have been notified about this desire and I will discuss the issue with the factory face to face in addition to the memorandum that we have sent out today about the «Gripe Water » and the new situation arisen therefrom, which will no doubt add importance to it.

At the end of the interview, Mr. Jassim Al-Wazzan said that there are many medications where the impact of alcohol is required by the manufacturing processes, and if the «Gripe Water» is suspended under these causes, there are also medications for adults and young that will be vulnerable to suspension.

(36) Al-Qabas, 9/1/1986



Commenting on the decision of the work organization in the non-governmental sector

Al-Wazzan: A Good Decision... And There Are Observations. ⁽³⁷⁾

The Businessman Jassim Al-Wazzan praised the decision for organizing work in the non-governmental sector, but he made it clear that this decision includes several important matters, including the development of 100- day period in which the employer is not bound to the employee, if it is proven that he is unfit for work.

With regard to the Article for the transfer of residence, which requires the expiration of a period of three years for the worker before being allowed to transfer his residence, Jassim Al-Wazzan said: If the employer wants to transfer the residence with the approval of the new employer and the worker himself... So why did the transfer not occur before the expiration of a period of three years? Especially, since we know that some companies may not be successful in their work, forcing them to liquidate their business ».

Employment of Kuwaitis

Regarding the employment of the Kuwaitis and citizens of the Gulf Cooperation Council, Jassim Al-Wazzan said: «It is indisputable that the employment of the people of the country is a national duty... But what will ensure me that the Kuwaiti or Gulf employee would stay? And in return, it is possible to have more control over the migrant workers ...»

He added: «There is a big difference between the migrant workers' wages and the wages of the Kuwaiti workers, so I suggested that the Ministry of Social Affairs put a ladder for the wages and the various professions allocated to the Kuwaitis and the Gulf Cooperation Council States.

With respect to Article 24 for the decision of organizing work in the non-governmental sector, which said: «The Ministry has the right, without giving reasons, to deny the work permission or the work permit, or to renew or transfer it to another employer; despite meeting the conditions for any of them, the Ministry may ask the employer without giving reasons to cancel the work permit of a certain worker and he will be deported to his country», Al-Wazzan asked to clarify the reasons why the Ministry refused to do so as not to leak out

(37) Al-Qabas, 22/1/1989

some injustice through this right that may be caused by some mean-spirited people .

Overtime

On the subject of overtime, the businessman Jassim Al-Wazzan said that some institutions need to do temporary work or work that does not require the allocation of a full-time worker, what makes these institutions need a part-time employees; expressing his belief that the workers who work on a temporary basis and for a part-time job are essential for the work of the private sector institutions.

Al-Wazzan suggested the establishment of companies that can provide temporary or partial employment, and these companies can be public or private companies; noting that the private sector constantly needs employment to ensure the development of his work and to increase its contribution to the economic development plans.

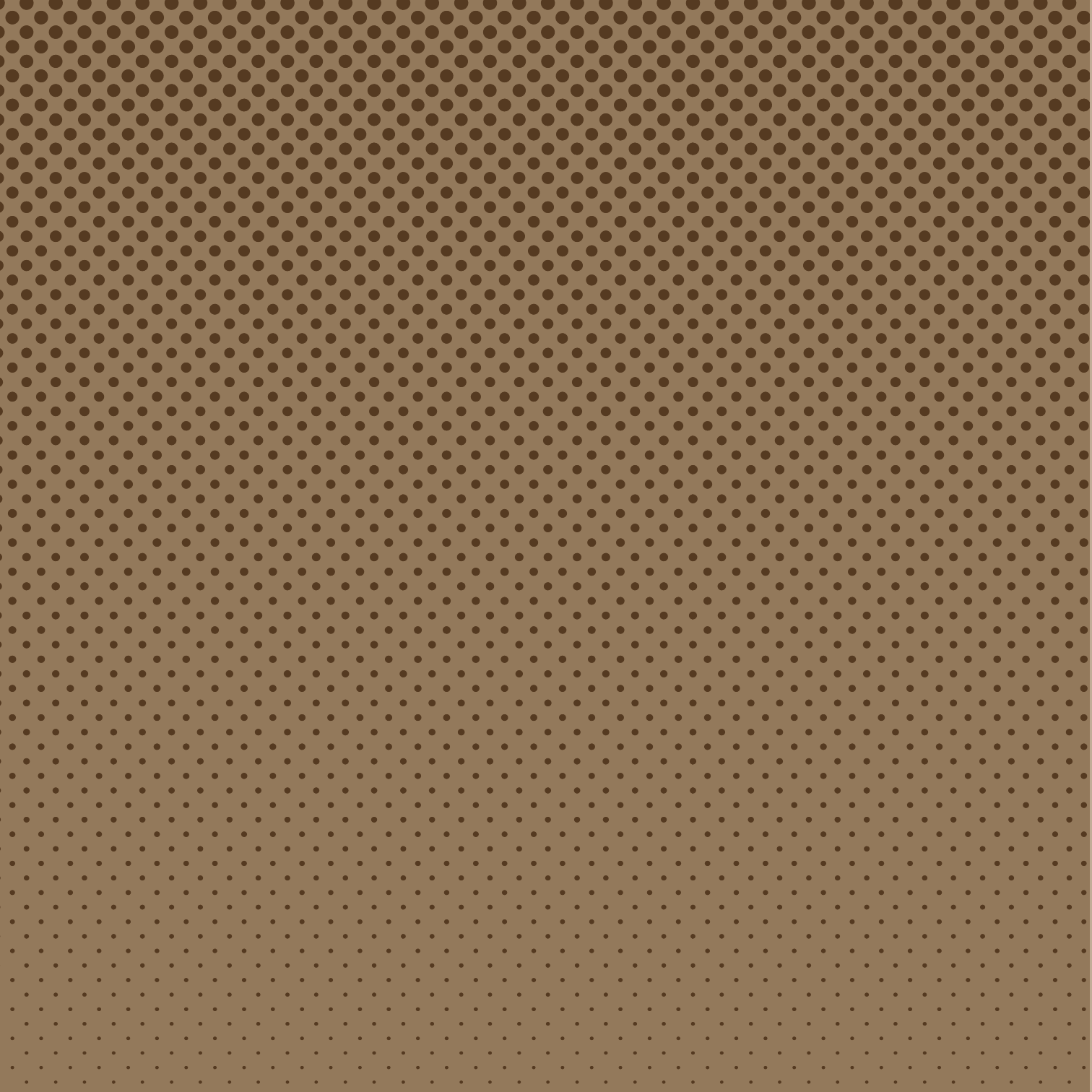
He stated that the local market cannot meet the continuous need for employment; as the local labor is expensive compared with imported labor.

Period of Residence

Jassim Al-Wazzan suggested to extend the period of residence for the workers in

the private sector from two to five years, especially for the employees who have spent five years in the country; adding that extending residence will greatly alleviate the burdens on the State authorities related to the subject of the renewal of residence, in addition to sparing the private sector the identification of a great number of staff to carry out the renewal of residence.

He also demanded to cut the wage, by which the employee can bring his wife to live with him in the country, from 600 dinars currently to 400 dinars, pointing that the 400 dinars is enough to provide for the family and to save one hundred dinars a month.



Gulf Bank: Al-Wazzan Efforts Are Constructive

The will of God Almighty has predestined the loss of our dear colleague, the late Jassim Mohammed Al-Ali Al-Wazzan, who passed away, while this appreciation was about to be published. We, in Gulf Bank, as represented by its Board of Directors, its general management and all employees can only write here a word of appreciation and loyalty to the dear departed for his valuable contributions, constructive efforts and distinguished services provided to the Bank, for what he has been well-known for his dedication and loyalty throughout the duration of his membership in the Board of Directors, which lasted without interruption since the convening of the Constituent Assembly on 22/2/1961, in which he was elected for the first board of directors.

May God have mercy on our dear departed and rests his soul in an eternal peace.

The Board of Directors of the Gulf Bank, Financial Report for the Year 1988



Al-Mesaieed: Al-Wazzan Is a First-Class Economist

A few days ago, we have lost a decent Kuwaiti character; who was an embodiment of all the good traits and qualities that makes him a role model and an example of self-reliance, altruism and good manners.

The absence of the late Jassim Mohammed Al-Ali Al-Wazzan came as a shock for those who love and know him, because he was truly a man of goodness and love, and was an example for vitality and activity; as several successful economic and commercial projects are associated with his name, reflecting super intelligence, and a long-term vision. The great late Jassim Al-Wazzan is one of the known figures of Kuwait, and he belongs to an ancient family in its origins and traditions, its devotion and loyalty, its love of the country, and its dedication to build a modern Kuwait, which has managed to occupy a prominent position and take its status on the global map as an existence symbolizing importance, intelligence, savvy and love for others.

The late Jassim Mohammed Al-Ali Al-Wazzan was man in every sense of the word; he was a first-class economist... His love for Kuwait has always motivated him to look for the most beneficial commercial projects and to respond to the requirements of its people. If death is inevitable, the decent late Jassim Al-Wazzan will stay with us... through his good work, morals, merits, and through what he had left from children and grandchildren who are the best successor to the best predecessor... May God have mercy on Jassim Mohammad Al-Ali Al-Wazzan, and prolong the life of his decent family... and we would like to extend our warmest condolences to his friends and loved ones... we all belong to God and to him we shall return...

Abdulaziz Fahad Al-Mesaieed, Alrai Alaam Newspaper on 5/3/1989

He grants victory to the right and lets down the wrong

The late Jassim Mohammed Al-Ali Al-Wazzan is one of the Kuwaiti personalities known in Kuwait and across the borders by his morals, humility, tolerance, and benevolent self. Yesterday, he passed away, and is now in God's care. It is our duty to say a word of truth about his decent character. The late Jassim Al-Wazzan avoided falsehood and ambiguity, and had a straight balance. He defends the right and lets down the wrong; he hates evil and its advocates because the sense of honor is deeply rooted in his soul. He shows no partiality, fraud, or deception. However, he does not argue except in the best manner, linking land to the sky through doctrine and faith, and he was only biased to this country and to the benevolent and decent family of Al-Sabah.

He was loyal to his friends, faithful to his brothers, a good caregiver to his family; he was as kind to the young and the old as the bird to its fledglings. We are confident and hopeful that the gap left by the late Jassim Al-Wazzan will be filled by his brothers and dear sons.

May God have mercy on your soul pure, O Abu Khalid, for your everlasting work, and may your brothers, your children, and your friends have patience and solace.

We all belong to God and to him we shall return...

Talal Hamed, Alrai Alaam Newspaper 6/3/1989



He Contributed To the Stabilization of the Economic Situation

Some men of the first generation have played a remarkable role in various aspects of life and they suffered to meet the requirements of life, but they were generous with their fellow citizens when God granted them money, as well as their contribution in various fields, and from these men: The late Jassim Mohammed Ali Al-Wazzan, who began his life by the establishment of a shop, then expanded it with astonishing speed as a result of his efforts and became the core of a large foodstuffs company contributed to alleviating the suffering of the citizens during the brutal invasion.

The late Al-Wazzan has contributed to the establishment of an insurance company, a dairy company, a major bank in Kuwait, factories for foodstuffs, and other factories still operate efficiently and meet the needs of domestic and external market as well. He obtained the agencies of the most famous products and brands, and maintained the reputation of Kuwait and its trade; He also had a role in the stability of the economic situation. He was very concerned about the arrival of a product safely for consumers and keen on the health of citizens with a significant reduction in prices to facilitate the purchase; in addition to his charitable donations for charities, and his help to the needy and the establishment of mosques and Islamic centers.

Dr. Fadel Safar, Al-Qabas Newspaper 5/2/2007

One of the Symbols in Economy and Trade

If discerning men missed the appreciation during their lives, it's alright to give them recognition after death... The late Jassim Mohammed Al-Wazzan is one of the symbols in Economy and Trade, who contributed with the first generation in the establishment of economic infrastructure of Kuwait. He is a founder and board member of the Gulf Bank, the Gulf Insurance Company and dozens of companies etc. He was a merchant who specialized in food security for Kuwaitis, and founded dozens of foodstuffs factories, after Kuwait used to import everything. Among pharmaceutical companies, he had the upper hand; as his company is one of the most important providers to the Ministry of Health and the Medicines Sector. During his life, he had countless generous deeds for the people in need of his acquaintances and others... And this spirit continued to live on even after his death - may he rest in peace - at the hands of his eldest son, Khaled and his brothers.

Ali Ahmad Al-Baghli, Al-Qabas Newspaper 6/3/2010



We Will Never Forget the Late Jassim Al-Wazzan «Abu Khaled»

We cannot forget the late Jassim Al-Wazzan, as we are now living a good agricultural renaissance by the efforts of the early farmers and agronomists who have endured a lot of suffering, exerted effort, and spent time and money in order to reclaim and construct the desert in the far north of the country in Al-Abdali and in the far south in Al-Wafrah. We ask God Almighty that the deceased will rest in his paradise and the living will be blessed with good health and wellness.


Adnan Makkawi, Al- Siyasa Newspaper 26/2/2013

Al-Wazzan... A Rare Humane Phenomenon

From a vivid and delicious childhood memory of an entire generation with «Kaha» mango juice, but taste is not the only thing that Al-Othman is nostalgic about, but also the names stamped on each bottle «Agent Jassim Al-Wazzan and Khaled Al-Mutawa», two of Kuwait statesmen. They were predestined to play a big role in the life of Al-Othman and to determine his career and vocational path.

No one can deny the ethics of Kuwait statesmen from major merchants and banks founders such as the late Jassim Al-Wazzan, whom I wish that a record will be made of his biography and the biographies of these men for their ethics in dealing and trading.

«Kaha» mango juice, and who in of our generation does not know about it! Since childhood, I was passionate with this canister of concentrated mango that is full of sugar and amat ain, but it was delicious. I have always read on the canister «Agent Jassim Al-Wazzan and Khaled Al-Mutawa », and of course I have never imagined then that both men will have a significant impact on my professional career. The late Jassim Al-Wazzan, whom I have known since I was young through those delicious cans, I have known him also as a board member of the bank, where I worked at for more than twenty years, the fate destined for us to meet at my first attendance to the Credit Committee. Despite the awe of meeting him for the first time, this did not prevent my big smile when looking at him, which was not understood by the audience, but the presence of «Abu Khaled» in front of me, took me back to childhood memories and I felt thirsty for a «Kaha»



canister and I told myself «What a canister!». Khalid Al-Mutawa convinced me to work in the bank, and here is Jassim Al-Wazzan sitting in front of me, and this is what made me laugh.

The late Jassim Al-Wazzan has managed the talk effectively by his known intelligence. He asked me about my name, and paid tribute to my father, may he rest in peace, so I felt comfortable and content. The enrollment of his son to work with us in the bank has strengthened our relationship more and «Abu Khaled» invited me to attend his forum in Al-Mansouriya, then he became insistent on my presence, and there I got to know a decent family in every sense of the word. Although I am at the same age of his son, but if I was absent for more than a week from attending his forum, he calls and asks for the reason of my absence. I remember at one point that I could not find an excuse for not attending except putting the blame on his son, Abu Jassim. I did not expect he will take it seriously, as Abu Jassim called me and he was angry at what happened to him from his father's scolding for a fault he did not commit.

I used to complain and whine a lot about the actions of our direct manager in the bank and my whining has reached his ears and I found him standing in front of my desk holding documents and budgets, and told me: Someone like you is not fit for a job and your potential is greater than wasting your life in this worthless job. I answered him: then what should I do about it? He said: these are documents of one of my companies that need development and I am offering you a partnership. Unfortunately, a jealous colleague interfered and caused me to lose a great opportunity to work, and to learn from that school - «Abu Khaled» school - and who passed away early, leaving an unforgettable impact. It is a rare humane phenomenon and, unfortunate-

ly, history has not recorded his real legacy which is not in trade or money, but in ethics, generosity, in addition to having a big heart, moderation and insight; as he knew men and raised generations. Until now whenever I meet with his son, Abu Jassim, I tell him “May God have mercy on your father, he was more of a friend to me than you”

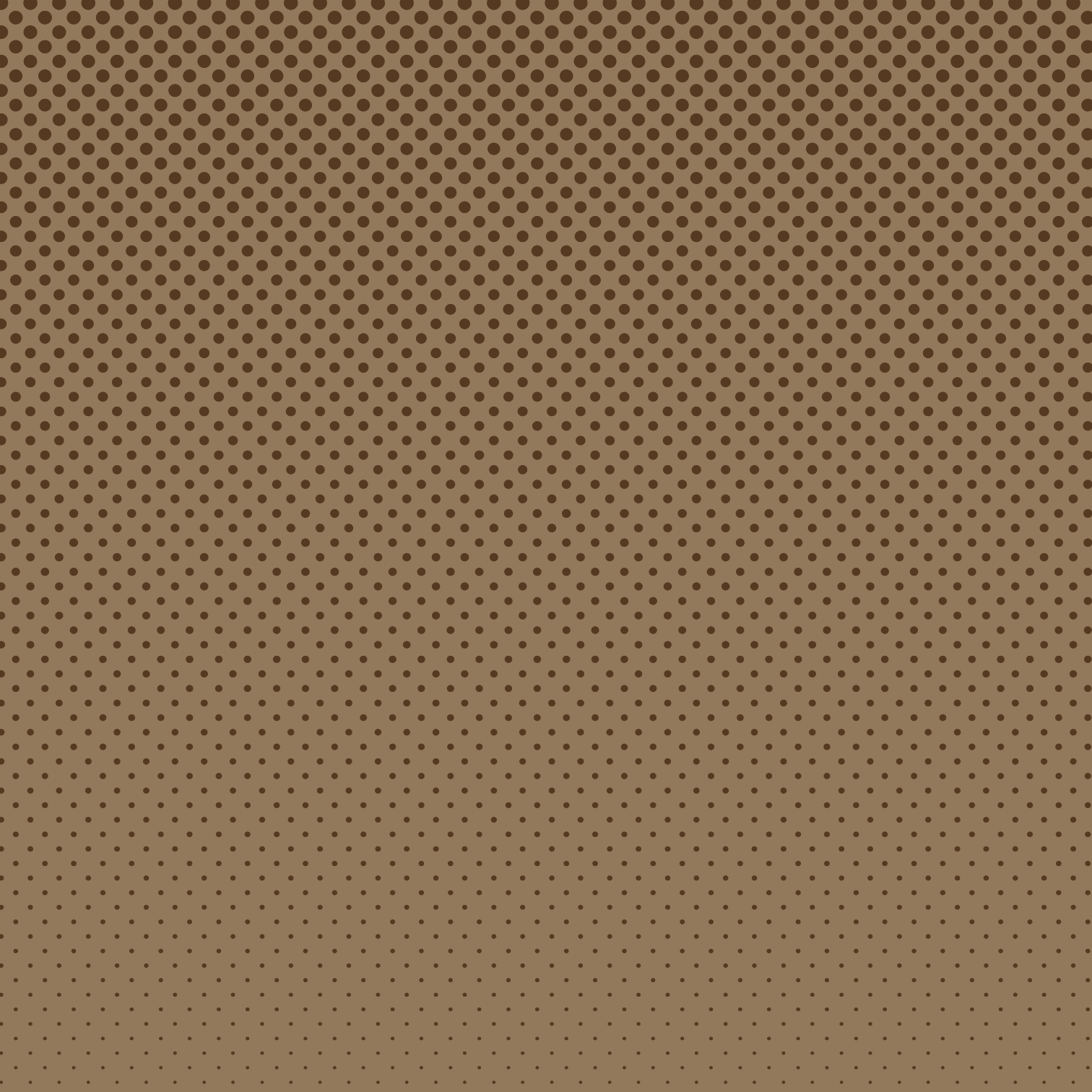
Rest in peace Abu Khaled...You are a man and men are few.

Rest in peace Abu Khaled, You are a man and men are few.

Adnan Abdullah Al-Othman, Al-Qabas Newspaper 26/8/2015



Despite the lapse of more than a quarter of a century since the death of my grandfather Jassim, but his memory has remained unforgettable from his contemporaries, including, of course, my mother, who recalls with clear nostalgia my grandfather's ethics and his diligence in his work and their impact on her and her siblings. The task of searching for his legacy and his biography was painstaking by manual search, visiting many newspapers and libraries to view their private archives, in addition to the classification of materials, and the recording of audio interviews with his contemporaries. This great effort has an impact on me; as it brought me closer to the large image of the late Jassim Al-Wazzan and his inspiring biography.



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