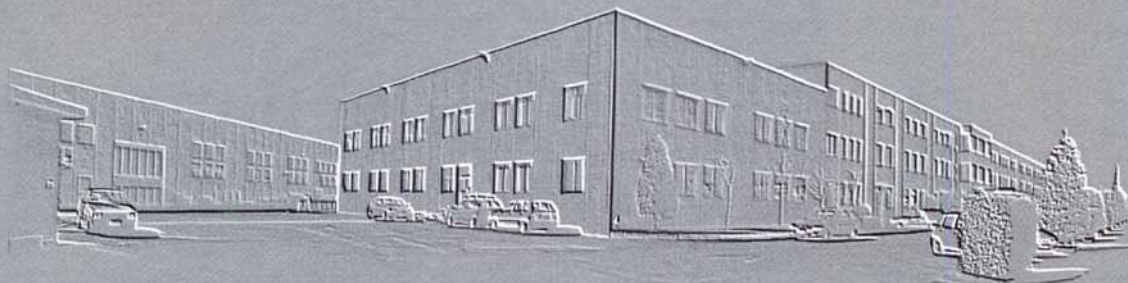


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Nile Linen Group

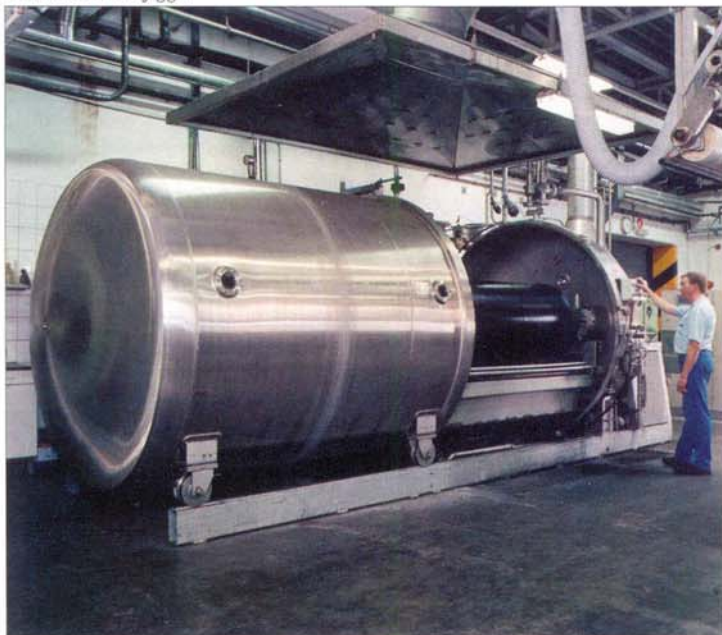
Nile Linen Group is a story of success that began only eight years ago when Mr. Saied Ahmed, the owner, came back to Egypt after 25 years in the UK with a small order of bed sheets that filled two containers and by which he started his first step in this industry.

Step by step, over eight years, Saied Ahmed moved from buying and exporting, to adding his own tailoring process, followed by his own weaving and now by his state-of-the-art dye-house to complete his full production line of high quality cotton and cotton/polyester fabric for export purposes. The group is concentrating its business mainly into home and hotel/restaurants articles.

The group export figures range from around LE.100 million/year (\$30 million) to high class fashion houses in Europe, some royal palaces and top level hotel chains.

Nile Linen's biggest concern is quality.

Henriksen's HT jigger



This was the reason behind the huge success of the group that filled all sales schedules for 12 months ahead. Full production is racing to meet with the expanding sales list.

There was every reason was there to establish an exemplary Dye - House, starting by the owner as a quality minded entrepreneur, the civil contractor (MAS) as a top standard construction establishment and SAPO, the engineering oriented general consultant, planner, supplier and turn - key contractor of the project, who voted only for the best reputable names known in this industry.

The project plans to produce 20 million linear metres per annum of cotton and polycotton fabric with widths of 50 cm to 300 cm. The total investment for the dye-house is only \$10 million, and \$40 million for the whole complex.

SAPO has been able to employ its 25 years of experience in more than 26 different countries worldwide in USA, Europe, Africa and Asia, to come up with the best plan

where all aspects were taken into consideration. Environment, energy, labour safety and cost, and the economical operation and quality were the prime concerns for every decision taken.

The production line consists of:

- Batching machine from **Bianco** and **Monti** of Italy.
- Singeing and desizing range from **BTM/Osthoff** of Germany.
- Winding station from **Menzel**/Germany.
- Mercerizing range from **Benninger**/Switzerland.
- Bleaching range from **Benninger**/Switzerland.
- Dyeing jet from **Fongs**.
- High temperature jigger from **Henriksen**/ Holland.
- Hydro - extractor from **Krantz**/Germany.
- Two **Babcostar** Stenter from **BTM**/Germany.
- Two **Nipco** calenders from **Kleinewefers**/ Germany.
- Three inspection machines from **Askme**.
- Fully automatic laboratory.
- All handling frames and equipments from **Menzel**/ Germany.

The utilities and services are:

- Steam boilers from **Loos International**/Germany.
- Oil boiler from **Inplan**/ Germany.
- Soda recovery system from **Kassag**/Switzerland.
- Compressors from **Atlas Copco**.
- Stand-by generators from **CAT**.

Minimal handling time and distance were considered in the factory planing, with a complete state of the art Piping system for cold & hot water, condensate, system, air, thermo-oil, soda and raw water.

The main production will concentrate on the special designs of bleached and dyed table cloth as well as bed sheets, where the product leaves packed, priced and ready from container to shelf at the most famous stores in Europe.

The Nile Linen Group, located at the Amria free zone / Alexandria, Egypt is a new gate to export the worldwide famous Egyptian cotton in a form of final products wrapping in the same package a tradition of textile industry gained over thousands of years, the Egyptian tradition.

An example of some of Nile's finished products.



SPOTLIGHT ON NILE LINEN

Weft straightener from Bianco



The weftstraightener Digitex has inverter drives replacing the DC system and a new compensator which is lighter and more sensitive for running delicate fabrics such as cotton and lycra. There is a 20% reduction in the fabric path (in the motorised version) thus providing a faster response time and more precise correction.

The new compensator allows the machine to be operated in two modes: 1) with driven bow rolls, or 2) with non-driven bow rolls. In this way you can select the ideal operating conditions without stopping the machine. A position indicator (for bow and skew rolls) assists in straightening the fabric while in manual mode.



Boilers from Loos International

Loos International received an order from Nile Linen to supply two steam boilers, type UL-S, Fire-Tube, Smoke-Tube in 3-Pass Design, each Boiler of 10 t/h saturated steam capacity, 13 bard. design pressure.

Each boiler is fitted with a rotary cup burner for firing heavy fuel oil (HFO) with switch-over device for firing light fuel oil (LFO). The boilers are designed and manufactured in Loos's workshops in Germany and certified by the German TÜV assuring the highest production quality and operation safety. Each boiler is equipped with two feed water pumps (one standby), and with water level regulation and limitation for 24 hour operation without constant supervision, according to the German Regulation TRD 604/24hr.

The secret of success

In a recent conversation with Mr. Saied Ahmed, the owner of Nile Linen, he said that the secret of his success is:



Mr Saied Ahmed, owner of Nile Linen.

"Quality, Quality and Quality, then commitment and customer satisfaction. My profit comes when I win a new customer and keep him as a partner for future, it doesn't matter if I make some losses in the first or second order, but I'm sure my quality will pay back in the long term and the relationship will turn to a win/win relationship for years to come. We are proud that our products are in Royal Palaces in the UK, as well as most of the top level hotel chains and first class stores. We are booked for the next 12 months and have problems turning new customers away as we cannot overload our production capacity.

"I have adopted the easy way to success, that is to find the right customer, give him the right production in at the right time and with the right quality, and you can only do this with the right machines and people. We were able to buy the right machines with our consultants - SAPO - help, and we can assure you that our facilities contain the best machine names worldwide. The people have been chosen and gathered under

my personal supervision to form a family with close ties."



Mr Osama Elnomany, SAPO consultant

... a lot of money

is in your mercerizer waste water

.... take it out !

Congratulations to

Nile Linen Group Alexandria

for their wise decision to invest in a

caustic soda recovery plant

Caustic soda and distillate are recycled to the mercerizer, hot process water is produced from heat recovery

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