

*Al Hoda for Technology & Consultation* is one of the major representatives in Egypt and Africa, established in 1980, working in Graphic Arts machineries, equipment (conventional and digital) and materials. Introducing technical support, training, repair & maintenance services.

➤ **Previous Projects:** AL Hoda have installations in Egypt in most of private, military and governmental sectors and also in Africa (Libya, Ethiopia and Sudan).

➤ **Foreign Companies that Al Hoda represents in the Egyptian Market:**

S	COMPANY	PRODUCTS
1	<b>Agfa Offset Bv - Belgium Agfa Graphics Asia Limited - China</b>	Graphic arts film, plates, color separation system, Security System "Banknote", Digital printing machines, and inkjet printing machines.
2	<b>Xeikon Manufacturing Nv – Belgium</b>	Digital Printing Machines Documents ,Labels and folding carton
3	<b>Wohlenberg – Germany</b>	Guillotines for cutting paper
4	<b>Maxson - USA</b>	Machines for sheeting paper from rolls to sheets
5	<b>ART-Line Projekt GmbH</b>	Security Foiling document security solutions provider, specialist manufacturers of MicroPOISE™ desktop security hologram application equipment. Security Inks, hidden image, security software.
6	<b>Paul DruckFarben</b>	inks (liquid inks – screen printing inks – Digital inks) Offset – Web – Coldset – heatset - sheetfed

→ **Sales achievements:**

Since we started our activities in the Egyptian market, we were representing many Principals such as:

1. **AGFA:**

- **Agfa Pre Press:**

We represent Agfa and we have the full range equipment and Materials, and we have the First CTP installation in Egypt and having a market share now of 60% in CTP equipment and

having complete prepress systems on three of the four main newspaper establishments in Egypt.  
where also we have installations in Syria, Libya, Ghana, Tanzania , Yemen, Nigeria & Sudan

- **Agfa Inkjet** : 6 Anapura UV and one 3348 JETi and one 5024 JETi

**- Dotrix Graphics - Belgium (Security):**

We delivered the first System for Banknote Security Design & Films Reproduction to the Central Bank of Egypt, Army Press, National Defense Council and Police Press.

2. **Xeikon – Belgium:** We started representing Xeikon in 1992 and in 1994 we installed the first digital printing machine in the Middle East and Now 9 machines are installed in Egypt and around 15 machines around the Middle East.

3. **Inkjet Solvent UV** : Eight 5 meter printers

4. **Sudan and Ethiopia** : 5 Galileo and 1 Xcalibur , Agfa Film and Plates in both Ethiopia and Sudan

5. **Crosfield – UK:** We have been representing Crosfield in Egypt since 1982 until 1995 and we succeeded to have 80% of the Egyptian Market Share, Before they were sold to Fuji. And installed the first CTP in the Middle East Celix 8000.

6. **Purup Eskofot:** we started our business together on 1996 until 2000 and achieved the following sales:

2	DMX	plate	setters	(Newspaper)
7	Magnum		Image	Setters
2	Mercur		Image	Setters
4		Eskofot		2024S

4 Eskonet Systems.

**➤ Services:**

This department includes electronic, electrical and mechanical engineers who are entirely dedicated to install, maintain and give the proper after-sales service and training to the customer, besides following up with the customer -on a regular basis to make sure that any problem occurred during the process of using the machines is recovered as soon as possible. This important department located in the middle of Cairo is mainly established to serve our customers who purchased any of our machines.

➤ **Warehouses:**

AL Hoda Co. has established a number of warehouses to store spare parts and materials to guarantee an immediate solution to any of their customer's fundamental requirements.

➤ **Consultancy & Feasibility Studies:**

AL Hoda Co. provides technical consultancy and feasibility studies for the institutions of new printing houses or development of existing houses. The company also offers specialized training courses in printing and packaging industries through its experts and specialists according to the international standards and skill standards levels.

*Al Hoda for Technology & Consultation* is proud of its organization, suppliers as well as its staff, as by these elements Al Hoda has accomplished some considerable projects and installations with both public and private sectors in Egypt.

**Organization's chart:**

Mr. Youssef Moguib : President

Mr. Ahmed Youssef Moguib : Vice President

**Sales Department:**

Eng. Adel Guirgis : Senior Sales Press and Consumables

Mr. Ayman Kamel: Sales Department

Mr. Ahmed Youssry: Sales Department

**Marketing Department:**

Mrs. Nada Moguib

**Technical & Software Department:**

Eng. Ahmed Samir : Service Manager (Digital Printing Department)

Eng. Islam Mostafa: Service Engineer

Eng. Mohsen Abdelbaset : Service Engineer

**Financial Department:**

Mr. Ihab Mohamed Tawfik: Financial Dep.

**Secretary and Operations Department:**

Mrs. Sherine Wagih

Ms. Toqa Ihab

*Thanking you,  
Al Hoda for Technology & Consultation*