

Crystal Fountains Expands in the Middle East



Wissam Barakat

Crystal Fountains, the international water feature specialist, has stepped up its Middle East operations with new appointments, increased technical support and a move to larger offices.

Wissam Barakat has been appointed as Business Development Manager to implement marketing strategy throughout the Middle East and North Africa after five years with GEMCO Swimming Pools & Spa.

In addition, clients in the Middle East will now be able to get technical support at times most convenient to them. *Ramandeep Raikhi* and *Susan Abadi*, highly experienced customer service professionals, have recently been appointed as Applications and Customer Service to coordinate direct support systems for Crystal Fountains' customers in the Middle East.

Crystal Fountains has also moved operations to a significantly larger office in Dubai. *Paul L'Heureux* of Crystal Fountains commented: "I am thrilled that we have been able to organically grow our operations in the Middle East. The new appointments of experienced sales and customer service professionals will give our clients quick access to sales and technical support which was previously based in North America. The Middle East has become a hugely important market for us and we will continue to give ongoing support to this region."

MB Opens New Japan Branch

MB S.p.A. travels across the ocean and lands in one of the most advanced countries in the world: the new subsidiary of the Vicenza-based company, world leader in the production and sale of crusher buckets, has been operative in Japan since the beginning of March.

Located in Tokyo's modern and downtown neighborhood of Shinagawa, the new branch will also be equipped with a warehouse where to store goods and manage the after-sales service.

The extremely demanding Japanese customer expects a touch of creativity, innovative solutions, continual improvement of performances and work process, and intrinsic product beauty: all of which MB has shown to possess and make the most of.

MB's challenge will be to satisfy the requests of a constantly changing market such as the Japanese one, in a country where 120 million people move at a relentless pace, with



huge areas entirely covered by skyscrapers, office buildings, homes and plants that have to be torn down and rebuilt every thirty years in order to comply with extremely tough anti-seismic regulations in a country with the largest number of volcanoes in the world, sitting on one of the most active faults on Earth. ■

Landmark Properties Appoints New Head of Property Management



Christiane Murray

Landmark Properties, one of the largest property brokerage agencies in the Middle East, has announced the appointment of *Christiane Murray* as Head of Property Management. With over 12 years of experience in the Middle East market, Christiane will be responsible for advising Landmark Properties clients on best practice and standards related to projects in both new and existing developments.

"Christiane brings a wealth of experience to the Landmark Property Management department, having worked in the region's private sector for over a decade. Along with an excellent track record in customer service and advising on soft services, Christiane's direction will enable Landmark Properties to expand its Property Management services including consulting with clients to ensure that they are compliant with the strata law and the newly enforced EJARI law," said *Charles Neil*, CEO of Landmark Properties.

"As the UAE's property management matures, owners are increasingly opting for property management solutions that save them money and headache at the handover stage through to leasing and 24-hour maintenance. Landmark Properties is investing further in property management expertise to ensure that we can offer the right mix of advice on regulation through to cost-saving services and preventative measures for property owners," he added. ■