

YEMEN TIMES



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• SANAA • March 3rd thru 9th, 1997

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Yemenia Chairman Projects Strong Future Performance.

Dr. Midhwahi on Trade & Grain Corporation.
Page 7.

M. Al-Saqqaf Outlines Tourism Potential. Page 10. Last Week of Rothmans Football Tournament. Page 15.

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First Women's Conference Concludes Today

Yemeni Women Wait for Leadership to Match Words with Deeds!

Under the theme "Empowering Women to Participate in the Development Policies and Plans", the First Women's National Conference concluded in Sanaa today. Empowering of women, society and state are trying to do - although, mind you, all the conference sessions throughout the three days were chaired by men.



But 400 gutsy women were present to take their place - right there in the driver's seat; to speak up - loud and clear; to stand up - tall and strong. No apologies!

Ahlam Al-Mutawakkil of Yemen Times offers more details on page 13.

480 Trainees in Sanaa Workshop

EMC Launches Training of 3400 Observer Volunteers

On Wednesday 5th March, the first training workshop of the observers who have volunteered to work with the Elections Monitoring Committee, will commence. "This is the first of six workshops to be held in Sanaa, Hodeidah, Taiz, Aden, Sa'adah, and Mukalla," explained Ms. Shada Mohammed Nasser, Assistant Secretary-General of the EMC

The training manual was developed as a result of the collaboration of many lawyers, elections experts, and people who have experience in the field. The training program itself covers two general areas.

The first area is the legal framework of the elections and citizens rights, drawing on the constitution, elections law, supporting laws, the Supreme Elections Committee law. This also covers the legal basis for private monitoring of elections.

The second area is a hands-on training of how to document/report violations and irregularities, what to look for, what kind of forms to fill up, etc.

"At the end of the 6 workshops, the EMC hopes to have trained 3,400 volunteers who will monitor elections," stated Ms. Shada.

More on page 2

Health Minister Blocks Family Planning Efforts

When a Minister's Personal Beliefs Supercede Government Policy

It is a scandal. It is shortsighted. It is plain stupid.

This is the way one would describe the steps of the Minister of Health, an Islah appointee, to block Yemen's family planning efforts.

Everybody knows that the resources of the Republic of Yemen cannot support the present population of 16 million, let alone the explosion due to a 3.7-3.9% annual growth rate.

In less than 20 years, the population of Yemen could rise to almost 40 million.

The country does not have the ability to provide even drinking water to this population size, not to mention other basic services.

The Government of Yemen officially endorsed a policy of promoting family planning measures. The key ministry to push this is the Ministry of Health.

Yemen Times has now dug up evidence that proves that the top person entrusted with the job - the minister - is actually working against the government policy. In any other place in the world, this kind of scandal would lead to dismissal of the minister. In Yemen, we demand, at least, an investigation to ascertain the attitude of the Minister of Health on this matter.

To help the Government pin down a starting point for the investigation, it is advisable to talk to the donors. Start, say, with the EU to discover what is really happening. The medical profession is

The medical profession is puzzled and alarmed by the minister's attitude.

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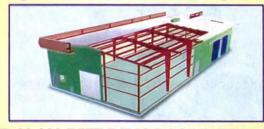
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OUR EWPOINT

The Elections: **Can Our Politicians** Rise to the Occasion?

Even as time is running out for the elections of April 27th, the leading opposition parties, the Yemeni Socialist Party and the Nasserite Unionist Party are still undecided whether they will participate in the elections or not. This situation is the product of their lack of trust of the two ruling parties - the People's General Congress, and the Yemeni Congregation for Reform (Islah), and for good reason.

What this situation does is that it deprives the top leadership of those parties from the ability to lead their rank and file. Already local party bosses of the YSP in Aden, Hadhramaut and Taiz are beginning to take matters into their own hands. They have issued statements which show they will call to boycott the elections, in the absene of a clear stand from top party bosses.

Similarly, several individuals in the two parties have started preparations to stand for elections, even if they have to do it in their individual capacity.

The wrangling is about the margin these two large opposition parties need to ensure a meaningul participation and presence. Meanwhile, the leadership of the People's General Congress, keen on the participation of all parties to project of a truly pluralist election, has shown flexibility in meeting at least some of the demands of the opposition.

The way in which the ruling political parties - PGC and Islah - are going about the elections, does not leave much room for anybody else. This is the main issue.

The ruling parties call it free competition. In reality, the competition is neither free nor fair. For the sake of the country, the two sides have to do two things:

1. The ruling parties have to make room for the others, one way or the other. No competition is possible when one side holds all the cards. With the coordination between the PGC and Islah and the level of infleunce they exert, the elections look more and more like a one-party show.

2. The opposition parties have to stop talking about boycotting the elections, and start specifying the requirements for their full participation. They should go beyond the generalities and talk

The April 27th, 1997, parliamentary elections are a crucial watershed in the political evolution of Yemen. Even with the mistakes, they are worth supporting. But, the real value in Yemen's democratization, especially when compared to the neighbors, is that it is real, and not merely a facade.

When the world looks at our region, if the difference in system is blurred - as Yemen becomes less democatic and the Gulf countries slowly move to establishing parliaments, some level of public participation in government affairs, and more press freedom - Yemen is bound to lose, especially in the eyes of the West. Inother words, we are losing the unique aspects we claim to separate us from the others in the region.

The coming elections will determine, one way or the other. Either the system in Yemen is unique, or

it is just another Arab disappointment. Let us hope Yemeni politicians do not let down the people of Yemen and our friends abroad.





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Sanaa University Hosts Meeting of **Arab Universities**

The Annual 30th Conference of Presidents of Arab Universities will start in Sanaa tomorrow, Teusday, February 4th. Sanaa University is hosting the gathering.

Preceding the conference is a three-day scientific seminar on the "Role of Research in Development." Mr. Abdulaziz Abdulghani. Prime Minister, who inaugurated the seminar stressed the need for practical research.

Dr. Abdulaziz Al-Maqaleh, President of Sanaa University, said that Arab universities do not allocate sufficient resources for research, which is why they are marginal in life.

Bundestag Delegation

A German parliamentary delegation, headed by Mr. Joachim Horster, leader of the Committee for German-Arab Relations and Chief Whip of the CDU/CSU Bloc in the Budestag, arrived in Sanaa on Sunday, March 2nd on a 6-day visit.

Mr. Horster is accompanied by Ms. Editha Limbach and Mr. Ulrich Schmalz, both members of parliament, and Mr. Bruno Kaiser, Administrative Director of the Parliamentary Union for Arab-European Cooperation.

Russian Parliamentarians in Yemen

A Russuain delegation from the Doma (Parliament) has arrived in Sanaa on Saturday, March 1st. During the official visit, the Russian parliamentarians will meet with their Yemeni counter-

Cont'd from p. 1: **EMC Training...**

The constituencies we selected are the ones which already have witnessed major irregularities or the ones in which there is fierce competition and the race is expected to go neck-and-neck. "It is in such constituencies that monitoring can make a difference," she added.

The lecturers and trainers include leading lawyers on constitutional and elections rights such as Dr. Mohammed Al-Mikhlafi, Mr. Mohammed Naji Allaw, and Mr. Hafedh Fadhle. There are also leading Sanaa University law lecturers such as Professor Ahmed Sharaful-Deen and Mohammed Al-Khateeb.

The next workshop is going to take place in Hodeidah in mid-March, and is expected to involve 620 trainees. About one third of the volunteers are women.

ANNOUNCEMENT

The University of Sana'a, the Languages Center, announces the commencement of its new language courses in Arabic for non-speakers of Arabic.

All those who wish to attend these courses may please contact the Languages Courses Director at the faculty. Registration has begun on Saturday, 22nd February, 1997.

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 - Must be fluent in written and spoken English.
 - Must satisfy all the conditions for employment.
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- 5) One Head of Restaurant Services at Bilquis Hotel in Marib, as per the following qualifications:
 - Must be fluent in written and spoken English.
 - Must have experience in the same field for no less than 5 years.

GENERAL CONDITIONS:

- 1- The applicant must be a Yemeni national and must have a Yemeni ID.
- 2- Must satisfy the national defence service or teaching requirement.
- 3- Must satisfy all requirements for employment.

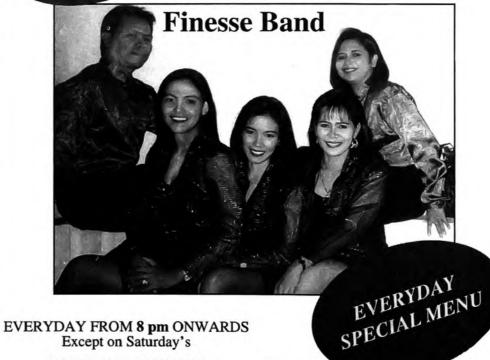
Persons who find themselves qualified and interested in the positions, may kindly present application with pertinent details to:

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Eng. Hassan Sohbi:

"Yemenia's \$ 160 million 2 Airbus A310-300 Planes will enter service later this month."

Yemenia, the national carrier, is probably one of the most important symbols of modern Yemen. As a Yemeni-Saudi joint venture, it also reflects better times in the relations between the two neigh-

Today, the airline is at a threshold. It is going to acquire two new jets later this month. This is a source of optimism.

Another source of optimism is the quiet, yet firm, efforts of Eng. Hassan Abdo Sohbi, chairman. The soft-spoken Sohbi has been walking through numerous landmines, given the hazardous job he has. But, it looks he has come through.

Sohbi, in charge of Yemenia since April 19, 1995, has a B.Sc. degree in Aeronautical Engineering from the University of Colorado. Then he got himself an M.Sc. in Aviation Safety from the University of Southern California, Los Angeles. He has carried out a lot of research on aviation safety and airline management. He boasts a rich and varied experience in the field.

Abdulaziz Al-Saqqaf of Yemen Times talked to Mr. Sohbi and filed the following report.

merger between Yemenia and Alvemda. Could you share some background with us?

A: I was president of the Civil Aviation Unification Committee set up in 1990 to study and outline the merger plan. The merger took place under my supervision.

Each of two national companies was rather small. Even the unified airline today is still small compared to other Arab airlines, except perhaps Sudan Airlines.

The merger was carried out with the best interests in mind. It was a purely objective economic exercise. We have preserved much of the network and destinations serviced by the two former airlines.

Q: How large is the Yemenia fleet today?

A: We have about 11 airplanes: four 727s, three 737s and four Dash 7-2. All these airplanes are fully owned and paid for by the company.

Our major problem is the rather old age of the airplanes. Some airplanes are more than 18 years old, which means numerous technical problems.

We are now taking serious steps to renew our airplanes. The first step in this direction is the purchase of two new Airbus A310-300, each with a capacity of 190 passengers. These are medium/long-range planes that are equipped with various facilities as required by us. For example, they are capable of flying to America in across the

Q: How much do they cost?

A: They cost about US\$ 160 million. This is the first time in the history of our company that we ourselves arrange financing of purchase of new airplanes. About US\$ 24 million (15% of total price) has been paid as a predelivery advance payment from our own profits during 1996.

The remaining 85% is provided by external financing.

Q: You say that you paid up US\$ 24 million from profits in 1996. That means you are doing extremely well?

A: That is correct. In 1995, our net profits were in excess of YR 150 million. This year (1997), we expect to do still better.

Q: You said you plan to replace the old airplanes. What is the plan?

A: Our plan is to replace all old airplanes in the fleet. Purchasing the two Airbus planes was the first step in that direction.

We are currently looking at increasing the paid-up capital of

Q: You took charge of the the company to speed up the purchas of new planes. We are looking at either of two options. 1. The present owners (51% the Yemeni Government, and 49% Saudi Arabia) beef up their capital; or

Opening up to the private sector by floating shares.

Q: How much money do you intend to raise?

A: As high as is required to replace the old airplanes. These have become quite costly to operate and have low reliability which now tarnish Yemenia's reputation.

Q: It is often said that part of your problem is due to overstaffing?

A: It is a fact that we have a large number of employees, over 4,000. This is a direct result of the merger between the two old We companies. kept employees for the time being so as to benefit from all expertise available.

Q: I understand you are considering new routes. Where are you headed?

A: With the introduction of the airplanes, which will become operational on the 1st of April, we are committed to increasing the destinations we fly

A new sector is Madrid, which will be inaugurated on 30th March. This is quite feasible due to the large number of tourists coming to Yemen from Spain. We are also studying the possibility of re-starting the old line to Amsterdam.

In the future, we hope to fly to South East Asian countries such as Malaysia and Indonesia.

O: Domestic services are a mess. Can't you improve service to our cities?

A: We are actually thinking of imrpvogin internal flights. But this will depend on the possibility of increasing the ticket prices.

Fares charged on internal trips are very low which make such flights a drain. If the Civil Aviation Authority allows, us to increase the fare, we will, of course, improve the service.

We plan to approach the authorities on this matter.

Q: I understand you are proud of the catering service.

A: Yes, immensely. This is a top class facility. We now cover all our needs of in-flight meals. We also cover some of the needs of other airlines flying into Yemen. The catering facility was established in accordance with high international standards.

Q: One of the complaints was



lack of newspapers and magazines even to first-class passengers. Why don't you provide reading material on board your planes?

A: Actually, we do. What you may have experienced (in your recent Paris trip) is very unusual. We try our best provide the passengers with Yemeni as well as foreign publications.

Q: What is the load factor on your flights?

A: I do not have exact numbers, but we are doing between 50-

O: The Government is a big captive market for you. How

much does that represent?

A: Yes, the Government is an important client. I do not know what percentage off the top of my head, but it is large. Remember the teachers, the delegations, etc.

Q: Does the Government still owe you a lot of money?

A: The government used to own Yemenia a lot of money. Much of that has now been paid up.

Q: How much cooperation and competitive do you have with other airlines?

A: There is no doubt that when other companies start flying into Yemen, Yemenia's movement is influenced. But we look at

matters from a different angle. The coming of other companies leads to more business in the country.

Besides, there are agreements which govern the operation of foreign companies. We are not annoyed by their activities. In general, they contribute to market developing.

Q: Some people say that you plan your operation network to downsize certain airports or cities and beef up the role of others. What do you say?

A: Of course, that is absurb. We are in the business of making money whileserving our customers. Sometimes, some airports cannot support a service, so we combine cities or dis-continue a service. This is normal.

It also depends on the facilities available at airports.

for example, work is underway at Seiyun Airport at this moment. In a short time, we will be flying directly from Seiyun to Jeddah.

Q: KLM and Northwest have been talking about codesharing. This means registering Yemen as a destination in America. What has your reaction been?

A: Code-sharing is a marketing procedure usually adopted by two companies to operate jointly, and compete with others. So the benefit is limited to those two companies. We are now conducting talks with KLM and Northwest to find ways to pass on some of the benefits to Yemenia.

Q: Will British Airways be back?

A: I do not know the exact answer to that. We signed a deal with them in January, 1997, to operate 4 flights by BA and 4 by Yemenia between our two countries I foresee great prospects for tourism in Yemen, especially with advent of the Aden Free Zone. These trips will be directed to Sana'a and Aden.

Q: Do you experience interference in your work?

A: Yemenia is a Yemeni-Saudi company. It has a board of directors and a general assembly which decide its policies. Those are the sources of our directives.

Q: I was referring to the dayto-day work.

A: We receive some comments from time to time. Yemenia has its own rules and regulations concerning the management of its affairs. There are no external interferences.

Q: It is often stated that 1997 will be the year of tourism. You have made many efforts to sell Yemen as an attractive tourist destination. What progress can you report in this field?

A: Yemenia has been in the forefront in promoting Yemen as a good touris destination. We participated in many exhibitions in Europe. We will take part in exhibitions this year in Berlin, Milan and Madrid. We coordinate such efforts with the General Tourism Corporation and other bodies interested in this

The results are excellent. We have now 1,200 bookings for the Easter vacation alone.

Q: What is your feeling about the company's future?

A: I can candidly tell you that the amangement of Yemenia today is ultra modern. We are slowly overcoming the difficulties. The future looks very bright to me.





German Military Vessels Visit Aden



Three German military vessels the Mine Hunter WEIDEN, the Mine Sweeper ENSDORF, and the Supply Ship NIENBURG -will call on Aden harbor during 2-5 March, 1997. The German ships, which form the Mine Counter-Measure group, are commanded by Hermann Strasser, and has a crew of 110 professionals.

During their 3-day stop at Aden, the MCM Group, which has highly sophisticated systems, is able to counter all known mine types. This capability will be partially displayed to local military personnel and officials.

The MCM crew will also play a football match against the Mina Club of Aden on March 3rd at Crater Stadium.



This is the first time the German navy visits Aden since World War 2. "It reflects the excellent bilateral relations between Yemen and Germany," said a circular from the Germany embassy in Sanaa. It further indicated that the visit underlines the high German interest in peace, stability and security in this

The German ships will Aden and head on to Muscat, and from there to Abu Dhabi, where they will participate in the International Defence Exhibition (IDEX-97).

The area around Aden continues to be troubled by mines which were left behind from the 1994 civil war. Yemen needs service of vessels like the MCM-Group.

UK-Yemeni Cooperation: British Assistance to Small Grass-roots Projecfts

The United Kingdom has visibly expanded its engagement in Yemen's development effort. This is done primarily through supporting small grass-roots level projects, mostly ion collaboration with Non-Governmental Organizations (NGOs).

The following are examples:

1. Khadija Al-Kubra School in Abyan:

In cooperation with the UN Population Fund (UNFPA), the UK embassy has funded the renovation and re-equipping of Khadija Al-Kubra Girls' School in Abyan. The project was completed at the end

2. University Labs in Mukalla:

In Mukalla, UK assistance paid for the importation of four complete electronic engineering labs for the new university. The equipment will be installed later this year at the engineering college.

3. Equipment for Psychiatric Clinic in Sanaa:

The UK embassy has provided to finance equipment for the psychiatric unit of the Cultural Health Center, located on Hayel Street in Sanaa. The charity clinic runs a pioneering program for women suf-fering from stress and psychological disturbance.

4. Workshop Tools for the Disabled:
Through a Brussels-based charity called Handicap International, the UK embassy is financing the purchase and installation of workshop machinery and tools which will produce artificial limbs and other aids for people with physical disability. A substantial number of people in Taiz, Ibb and Lahej will benefit.

5. Ornithological Efforts:

The British embassy has provided assistance to the Yemen Ornithological Society to produce books and material in the field of bird conservation. The effort, targeting 15 schools in Sanaa, Mahweet, Hodeidah, Taiz and Ibb, will help school-children learn about the unique birdlife in Yemen and how to protect it.

6. Translation Center in Aden:

The embassy is also providing co-financing for the establishment of the Center for British, American and Translation Studies, based at Aden University.

7. Assistance to Language Institute of the Military:

In conjunction with the British Defence Industry, the British Government is financing the upgrading of the language laboratory equipment of the Yemen Armed Forces Language Institute, located in Sanaa.

Most of the UK emba sy's small projects assistances, which is envigorated by the keen interest of Ambassador Douglas Scrafton and his team, is channelled through the British Council, under the able leadership of Mr. Brendan MsSharry.

Complaints Against Visa Procedures

Many Yemenis complain of the visa procedures, especially in Western embassies. They feel they have been mistreated when they are denied request for entry to the country to which they had applied. Here is one complain concerning the US embassy:

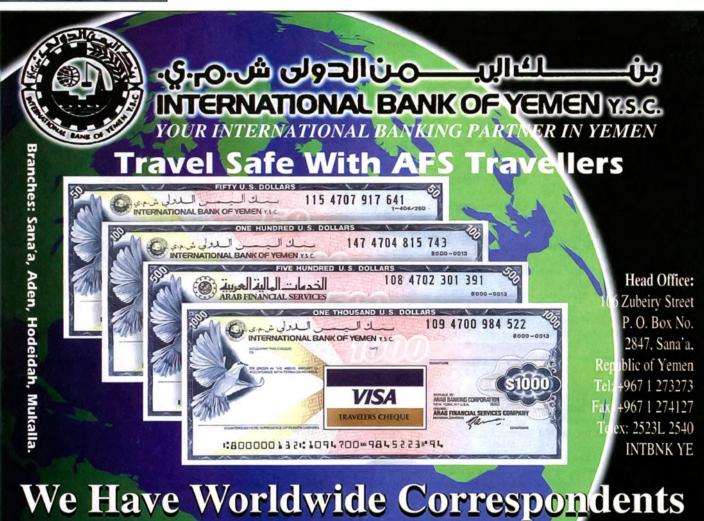
Julia has a wide smile to receive you as you walk, but Mr. Stone is more stern and serious. His is actually a frown. But the aplicants by now have concluded the Stone's frown is better than Julia's smile.

I went to the American Consulate section with a friend who applied for a visa to do some medical check-ups in Washington. For an hour, I observed as one applicant after another was engaged in different kinds

If you apply for visa for medical treatment, they convince you that it is better for you if you went to Jordan instead of the USA. Those who apply for a visa to visit the USA are told that visiting the American Embassy (which, by the way, is technically US soil) means visiting America itself. Students who apply in order to study English are given one of two answers. If the person already knows some English, he/she is told their English is just fine and there is no need to study more. But is the applicant doesn't know English well, he/she is advised to start studying at YALI in Sanaa. If you say you are a businessman, you are refused without much ado.

We respect the laws of those countries and any procedures followed in issuing a visa. But imagine that one has to pay a non-refundable US\$ 20 without much explanation. This is something to think about.

By: Dr. Amin Nasser









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<u>Common Sense</u>

By: Hassan Al-Haifi

It Is a Matter of Nerves, ... and Time

"It could be better."

"Why do you say that?" asked a soldier who had just joined the qat session.

The diplomat carried on with his discussion. "I just think, sometimes, that we really have no excuse for the way we are, and for really not going anywhere." He is not one of those diplomats who have made it. His friends know that he is not among the favored diplomats who have exploited their diplomatic positions to the full. It is not that he was not a good diplomat, on the contrary, he had no problems with diplomacy. His cause for being a disgruntled diplomat is that he really could not associate with the favorites of the system, in the Ministry of Foreign Affairs. He really took his job seriously.

A farmer, who oversees the farm property of the owner of the house, with whom the group of men were chewing qat today, had enjoyed lunch with his boss. He has always enjoyed the respect of his boss because he was a good farmer. He is also more aware of the situation in the country than even some of the intellectuals, who the host knows, though they may claim to have achieved all wisdom and knowledge. Some of them need the facade which hides the wide span of ignorance that still fills up their heads. But that fools no one, really, but themselves.

The people in the room all knew the farmer and respected him. His name was Hajj Ahmed and now this farmer speaks as an equal with all the men in the room. Yemeni qat sessions are always launched with the politics - of the days that have passed and of the days to come. One would think that with all the politics that been discussed in Yemen, we would not have any political problems in the country.

The soldier gave a discussion of how it looks on the military side. "Nobody has it harder than the soldier. You civilians have it easy compared to the guys in the

military.
"Our officers are having a nice time, though a lot of them know that it is all wrong! The poor soldiers with families are in the worst conditions. Low salaries, bad working conditions, disparity in treatment, and many other hardships which are obvious."

A retired officer gave a different picture of the military. "In the earlier days of the revolution, officers and soldiers were indistinguishable except by what they wore on their shoulders. In fact, the soldiers used to elect their own commanders. Commanding officers ate the same food as their men, chewed qat together with them, and if a gratuity was given to any officer, the officer had no second thoughts about splitting it equally among all the men under the his direct command. When the fighting was hard or easy, the commanding officer would be right there on the frontlines taking the pounding just like all the rest of the men. They were the first to take in hits. They were ready to be the first to die for the Republic. There was a very strong feeling of comeraderrie among all members of the military rank and file. But now the military has grown so big



with many different branches. "Today, the officers of the military are of a different breed. Most likely, one would find that half the officers have no real direct command of any units, yet high ranks are meted out without regard to qualification or command requirements. Military brass get involved in the political arena, although the Constitution and the law forbid it. Sometimes commanders regional assuming administrative duties. While our good man has touched upon some of the problems besetting the military, there are far bigger problems.

The host was eager to get out of discussing the military. "I think we all can agree that the country faces a lot of difficulties in so many different fronts: civilian, military, economic, political and social. I think we all have a good idea of what those many problems are. The important thing now is what is the way out of them?" of them?

The farmer came back into the discussion. "The whole country needs an overhaul.

The diplomat added, "I think the issue of most importance at this stage is to start evaluating ourselves more objectively. know that our approach has been void of any real forward thinking, especially since the unity agree-ment was signed. We make decisions without going through the simple arithmetic that will give us some insight as to the outcome from those decisions. We seem to follow an approach that borders on chaos. We don't

seem to have the slightest care about the results of the decisions we make. The sad part is that this goes for the government, as well as the public at large.'

The retired soldier was trying to narrow down the cause of all that everyone was complaining about. "We must not fail to note that the political circumstances of the country were characterized by chronic instability and a deplorable misuse of power to achieve political ends." The soldier added an observation. "We tend to blame the politicians, but we forget that the politicians are doing what they are doing simply because the Yemeni people are the ones who allow them to do so."

The farmer could not find any excuse for the country's situa-"Politicians do what they do because they know they can get away with it. Thus, they can play their political game with little worry regarding public reaction. There is a total indifference to public opinion. As far as these politicians are concerned, there are two worlds: theirs, and the world of the streets.

Two different worlds going in parallel, but the reciprocities of interest fail to form a flow. Interaction between the two worlds has an altogether different connotation than what the normal relationship between govern-ment and the public would entail.

The host added to the farmer's illustration. "Their world is a private club - a trouble-free association immune to the effects of their own misdeeds and blunders. I sensed the directions early, therefore I left government to go into private enterprise. I was fortunate to have good luck, but I cannot escape the obvious realization that business could have been so much better had our circumstances been different.

"I know that the political games in our country have been a challenge to the conscience. But in their world, if I may use the same term to denote the power establishment, which the dear farmer had just used, there is no room or time for conscientious considerations. It seems like they tend to regard themselves

as the owners of everything and everybody in the country that is outside their world.

What befalls the other world, which they have somewhat become disassociated from, due to their incompetence, is irrelevant. It does not matter that the costs of their failures are borne by the other world. These costs are both financial expenses as well as opportunity costs."
"Political ends should be tied to

national interest. Oh, they speak about it all the time -- national interest, but apparently their understanding of it has been narrowed down to limitations that ignore the fundamentals of equity, equal opportunity, equal standing before the law and a fair distribution of the nation's resources and political resources and political machinery," stated the diplomat. Do you know that in some of the departments of the (Foreign) Ministry, you can have 10 Ambassadors. Yet they would not have desks, let alone offices. They are required to come to 'work' daily from 8:00 a.m. to 2:00 p.m., sign in and out, and that is 'work'.

"During my 4-year diplomatic stint abroad, the countries I served in had far more respect for their citizens. In those countries, citizens knew what national affiliation really meant. Of course, things could still be better, but the citizen has the satisfaction of, seeing that, in spite of all the shortcomings, the government does promote his/her welfare and does provide the basic services for enhancing living conditions. He/She knows that there are controls in place which help to steer the country in the proper direction: forward and in keeping with the times.

The soldier had a related comment. "Oh, we have plenty of laws and regulations, but the politicians, government officials, big merchants, sheikhs and the military brass are the first ones to break them, let alone making sure they are enforced. Can you imagine it? I have seen the son of an influential person, still below the age of puberty, drive around town in a 10-million Rial car, given to his father by the govern-ment. Although a glance inside his house-yard will tell you he

did not need another car. Where in the world would you expect to see such kind of nonsense. Not even in rich countries, let alone a poor one like ours? We will be sensible only when wrong is really wrong, and treated accord-ingly; and right is right and taken care of as such. Otherwise we are not fooling anybody, no matter how hard our official media tries to cover up our real image."

The road to genuine progress must have clear markings for curves, turns, road hazards, etc.. Otherwise the drive would be extremely dangerous and taxing on the nerves of the passengers and drivers alike," said the retired officer.

'Do not worry, we are not yet on any road to progress yet - with or without markings," said the farmer who had a knack for smiles. He added, "The road on which the country is traveling at the moment is more twisted than the Hodeida-Sana'a Road. The host said, "The most impor-tant improvement one could hope

to see, with the approaching par-liamentary elections, is that the achievement of political ends is guided by principles and national allegiance. Power should only be sought after, not for the sake of power itself, but for the fulfillment of those aspirations shared by all the citizens of the country." The retired officer added, "I think there is hope if we all agree that things could be better, if we really want them to be. We have to accept responsibility for our conditions. It means the people we elect should be those who are not easily swayed by greed, fear or who lack conscience. It also means that national pride should only be seen as appropriate. We should not let the nation fall into the wrong hands, again and again. Only then, can it really be better,

"But how can we elect the right people, if the election results are already in, as the press seems to say?" asked the soldier. "We should see what other

peoples do when the rulers cheat them out of their right to choose their representatives. I do not think it is a problem of finding out what needs to be done. It is just a matter of nerves. And it is a

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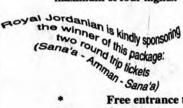


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Announcement

The General Authority for Pensions and Social Security (GAPSC) wishes to invite potential business partners to consider the possibilities of making use of its buildings, which are under construction in Sana'a, Mukalla.

The GAPSC is willing to consider any proposal to make the best use of these buildings.

Should any foreign firm find interest in dealing with us in mutual investment or to lease any of our buildings

please contact: Mr. Lotfi Hojayra,

Dir. Gen. of Investment Department, tel. 250901, or fax 250900

Page **7**

Abdul-Rahman Al-Medhwahi:

"We have adequate food storage capacity that will carry us for a long time."

The Foreign Trade and Grains Corporation is one of the large government companies which engagtes in business. It plays the dual role of ensuring adequate supplies of basic commodities (foodstuffs) at reasonable prices, and to guarantee a reserve of grain stocks enough to meet demand for a few months.

Towards that end, the FTGC set up silos and branch offices in many parts of the republic.

Mr. Abdulrahman Hamood AlMedhwahi, General Manager
of FTGC, appointed to the job
recently, has been working
hard to achieve the company
objectives. A universitygraduate, Mr. Medhwahi
brings with him a rich and
varied professional experience.
Ismail Al-Ghabry of Yemen
Times talked to him, and filed
the following report.

Q: What is the mission of the FTGC?

A: Let me start by pointing out that the FTGC plays an important role in the national economy. Since its establishment, it has played a vital role through a number of economic and trade activities. The main tasks and objectives of the corporation can be summarized as follows:

- To import, re-pack, transport and distribute wheat to the various governorates.

- To mill and market the grains at the mills of Sana'a and Taiz,

- To bake bread and loaves in its automatic bakeries for urban dwellers.

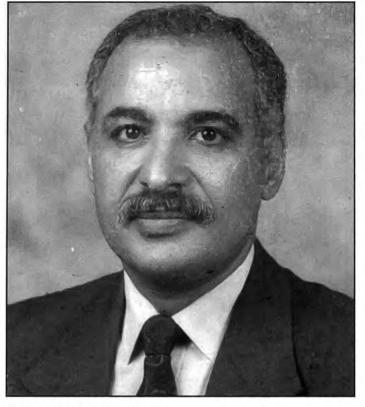
- To import, store and market foodstuff, construction material, furniture, clothing, electrical and general domestic appliances, shoes and other footwear, leather

You can get some idea of our mandate from those objectives.

Q: You have recently introduced some changes in the corporation. Can you give us some idea about them?

A: We are trying, in cooperation with all of the staff, to enlarge its role and regain the quality and level of activities of past years. In this respect, we have received support from the Minister of Supplies and Trade (who is the chairman of our board), as well as from the Prime Minister.

The main areas in which we have introduced change are the pro-



duction units, including the silos, the mills, and the two automatic bakeries.

Maintenance is a major issue of concern to me, because it had been neglected in the past. The last time any person did any maintenance work was 8 years ago. Many lines of production had been out of service, often due to lack of small spare parts.

A third dimension is the structure of the paperwork being done at the head office.

I have also addressed the finances of the corporation. On one hand, we have been able to tackle many debt issues. We have already settled our debts of YR. 400 million owed to the Tax Office. We are also pushing better collected of money owed to us.

Q: You have grain storage facilities. What is the capacity? A: The silos at Hodeida have a capacity of 30,000 tons. There

capacity of 30,000 tons. There are also large storage facilities in Sana'a, Taiz, Dhamar and Al-Baidha.

We have adequate reserves which will carry us a long time. There is no fear of any crisis in this regard.

We constantly expand and upgrade our storage facilities.

Q: How about the capacity of

the silos, the bakeries?

A: Our bakeries are fully automated, and their capacity is 12 tons of bread per day per bakery. The mills have a cap[acity of 3 tons per hours.

Q: How have the reform measures, especially the privatization affect your work?

A: In my personal opinion, all the economic measures implemented by the government have been fruitfull. Many international economic reports have referred to the success achieved by Yemen in its program of economic and financial reform.

As far as the FTGC is concerned, we are implementing the directives and instructions we receive in that regard. I personally hope that the plans for reorganizing the economic establishments will be executed soon in accordance with their objectives.

I feel that specialized organs must be established to prevent overlap of responsibilities and goals. The re-organization plans are now being studied extensively by the relevant authorities.

Q: What are your plans for the near future?

A: We have many ambitions. We aim to re-organize the corporation and regain the appropriate level of trade and economic transactions. We also aim to reactivate and revitalize the various branches of the corporation. It is a long-term process.

Q: What difficulties do you face in your work?

A: There are a number of difficulties, but the most urgent of which is overstaffing. There are far too more employees than is necessary. They represent a big burden - administrationally, financially and work-wise. They are just getting in each other's

Another pressing problem is the difficulty we face in collecting outstanding debts. Many government organs owe us an amount in excess of YR 500 million. This negatively affects the corporation and its activity.

Q: It is often stated that the FTGC is politicized. What is your answer to this?

A: We adhere fully to rules and regulations in conducting our business. We follow the criteria of competence, performance and qualifications.

PREQUALIFICATION NOTICE

Republic of Yemen Ministry of Water & Electricity National Water and Sanitation Authority Aden Sewerage Project

The National Water and Sanitation Authority (NWSA) of the Republic of Yemen, Sana'a, requests prequalification data for the Aden Sewerage Project from interested firms and joint ventures of such firms as can qualify through experience with projects of similar type and magnitude. Such experience must have been gained by firms over the past 5 years and should preferably include substantial work in Middle Eastern Countries. Tender documents, including instructions to bidders, general and special conditions of contract, schedules and Bills of Quantities are expected to be available in July 1997.

The site of the work is the city of Aden, Republic of Yemen and includes the districts of Tawahi, Ma'alla, Khormaksar and Crater as well as Ash Shaab. The present contract comprises the rehabilitation and construction of central sewage collection systems and sewage treatment plants. The expected scope of works includes, without being limited to the following;

- transformation of 119 sweeper passages i.e. open sewage collection channels into piped sewage collection systems with a total length of 5.8 km;
- replacement of existing sewers totaling some 23 km of AC and concrete pipes by UPVC, DN 200 and VC pipes DN 250 to DN 900 while maintaining the existing manholes;
- construction of 4 main pumping stations including electro/ mechanical equipment;
- construction of DCI pressure lines of some 22 km in length; DN 100 to DN 1000;
- construction of a sewage treatment plant, complete, with capacity for about 75,000 m³/d comprising screens, flow measuring channel, anaerobic, facultative and maturation ponds, operation building, access road, fencing and lighting;
- rehabilitation of the existing inlet structure at Ash Shaab treatment plant comprising inlet structure with replacement of screens, penstocks and channel;
- rehabilitation of 37 small lifting/pumping stations including design and construction and electro/mechanical equipment.

The anticipated construction period is from the 1st QTR 1998 through the 1st QTR 2000.

Financial assistance will be provided by the Federate Republic of Germany through Kreditanstalt fuer Wiederaufbau (KfW).

Companies with suitable experience in the construction of sewerage systems and sewage treatment plants who wish to take part in the tender must submit prequalification information on themselves and their suppliers before 10.3.97 on special questionnaires which may be obtained from 24.1.97 onwrads for a non-refundable fee of US\$300.00 by applying in writing to:

JV GITEC-DORSCH
Aden Office
P. O. Box 577
Crater, Aden
Republic of Yemen
Tel/Fax: +967 2 23 47 09

OR

JV GITEC-DORSCH c/o GITEC CONSULT GMBH P. O. Box 32 04 46 40419 Duesseldorf Federal Republic of Germany Tel: +49 211 4408-0 Fax: +49 211 4408-204

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The Plight of Stammerers

As a lecturer at Sanaa University, I developed over the years methods to encourage student participation in class discussions. I especially call on students who shy away and recoil while the discussions were on.

Jalal dreaded those moments. Once I called on him to share his thoughts with us, but he simply sat there and stared at me. I was puzzled. Thinking he was 'totally out of it', I moved on to other students. Then a couple of weeks later, I went back to Jalal, but again I could not get him to join us.

At the end of class that day, he came to my office to 'talk'. He started to explain his problem, and as he talked I realized the matter. He stammered.

The words would not come out. Jalal was grappling with a speech problem that affects almost half a million Yemenis, in one way or another.

Parents believe stammering cannot be treated, so their kids have to bear the cross alone. Of course, we know that speech therapy today has advanced so much that there is help.

Social attitudes also exacerbate the situation. Listeners are impatient, and interrupt a conversation either by leaving or by filling in the words. In many cases, stammerers are the object of ridicule and humiliation.

The disorder has three common features - repeating sounds, especially those hard K's, T's and B's; prolonging sounds, and experiencing sound blocks. People who stammer or stutter develop certain mannerisms to help force the words out, thus adding to their complicated and uneasy interaction with the person/s they speak to.

YOU CAN HELP

As a listener, you can make things easier for a stammerer by:

- 1. Be patient and attentive.
- 2. Don't try to finish sentences or fill in words.
- 3. Avoid telling the stammerer to slow down or relax.
- 4. Don't tell him/her you understood what he/she meant simply to end the conversation.
- 5. Try not to look embarrassed or uneasy.
- Maintain natural eye contact, and don't simply look at the sky or the ground as the stammerer talks to you.
- 7. Show you are following what the person is saying rather than how it is said.
- 8. If the conversation is over the phone, be aware that people who stammer often have more trouble controlling their speech on the telephone.
- 9. Try and speak reasonably slowly and in a relaxed manner yourself.
- 10. At all times, show respect and understanding.

As their speech breaks and pauses, they try to help by twitching, squeezing their cheek, foot stamping, or simply banging their head with their hand. The mannerisms become entrenched with time, and they end up a problem in their own right.

I remember a friend who had a slight stuttering problem. He was so self-conscious and worked himself to desperation in order to talk properly. He would become so nervous thus stammer even more.

The moments of trial are on the telephone. I know from from experience that stammerers tend to avoid answering the phone.

Jalal graduated with excellent grades from the university and is employed by the government.

People like Jalal, unfortunately, take up jobs far below their capa-

bilities, simply to minimize contact with the public or to avoid engaging in conversation. In Yemen, there is no specialized or medical care to stammers. They are destined to lead a life that is far less than full.

Educators and the media could do a lot to help by highlighting the plight of stammerers. At least social values can be addressed. We can enhance awareness of the public and raise the level of sympathy. It is easy to see that children with speech difficulty end up being isolated and left behind.

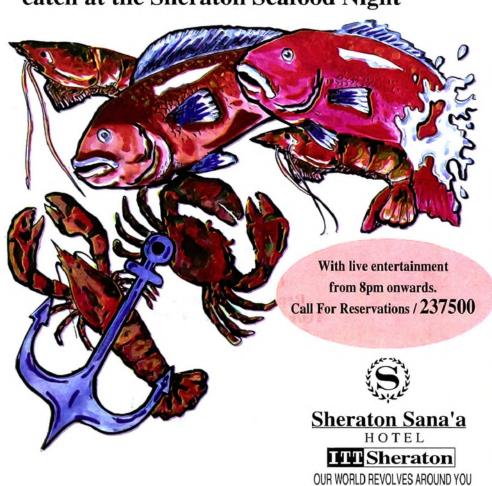
In a world that is increasingly becoming smaller, and where people are more together, leaving some of us behind is a big waste.

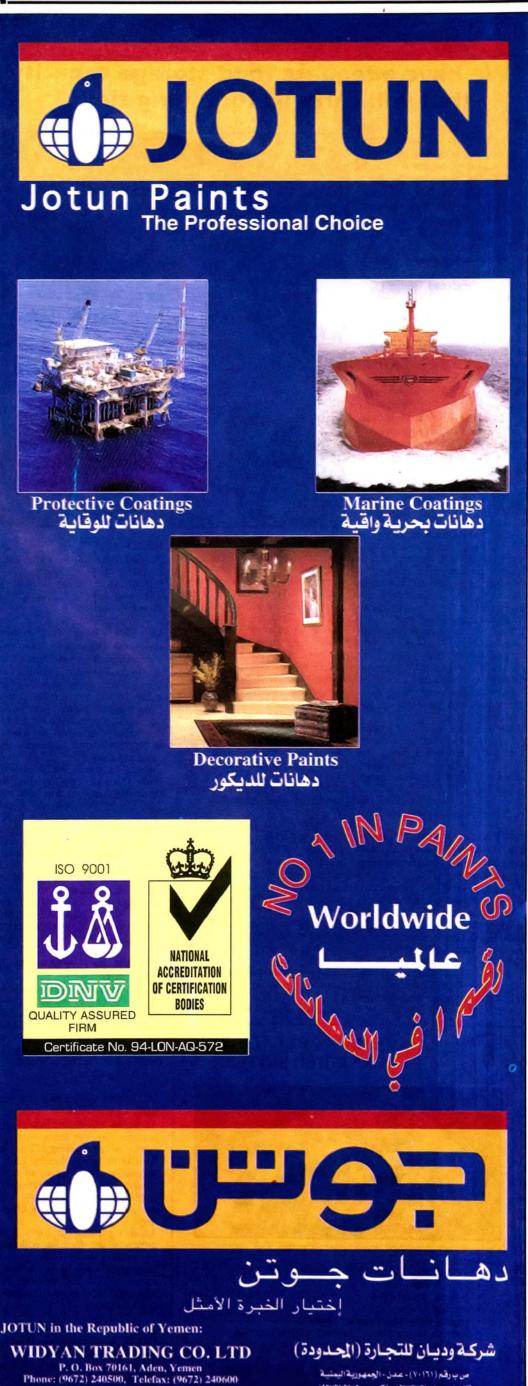
By: Prof. Abdulaziz Al-Saqqaf, Sanaa University.

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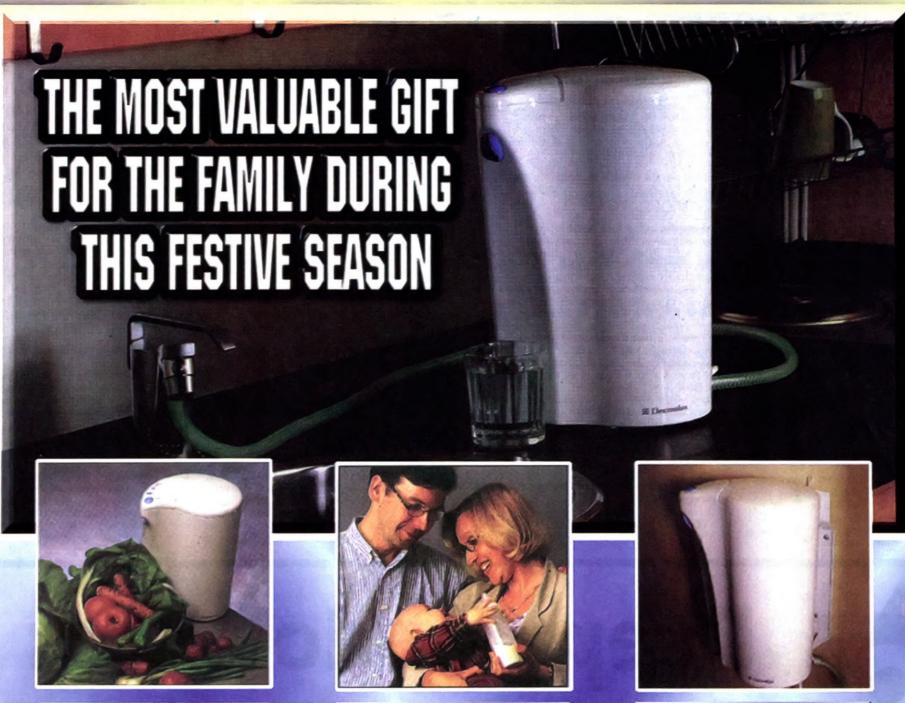


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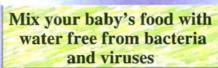
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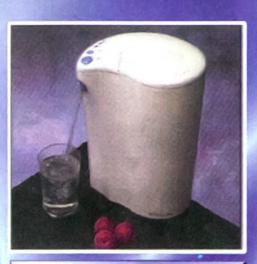


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Mokhtar Al-Saqqaf:

"Yemen's tourist potential is great. But we need state action to tap it."

Tourism holds a great potential for the prosperity of Yemen. In fact, 1997 has been dubbed as the year of Tourism. But much work needs to be done.

One of the companies that is directly engaged in getting the work done is the Tourism Investment Company, Ltd. (TIC). This company has invested in several tourist destinations within the country, and continues to open up new sites. Mohammed Ahmed Al-Saqqaf, General Manager, of the TIC, spoke to Mohammed Bin Sallam of Yemen Times on the tourism potential and possibilities. Excerpts:

Q: Could you inform our readers about the various investments of the TIC?

A: First, I would like to emphasize the fact that the TIC is s Yemeni-Libyan joint investment. The Libyan Holding Co. owns 50% of the shares, while the other half is owned by Universal for Travel and Trade, a member of the UNIVERSAL Group of Companies.

Since its establishment in 1992, the TIC has invested in the establishment of several hotels in various parts of the country. The objective of the company is to provide lodging (hotel and residence) facilities for tourists especially in remote destinations.

So, the company started with Hadhramaut Hotel in Mukallah. Then came Al-Hawta Hotel in Shibam. The jewel in our crown, however, is the Bir Al-Azab Hotel in the heart of Sanaa. This is a village of traditional buildings constructed along the beautiful Sanaani architecture in the middle of vast gardens and tall trees. We have added modern facilities like swift communications, conference halls, swimming pools, health club, playgrounds, etc. The Bir Al-Azab is a 5-star hotel.

Q: How many rooms do these hotels have?

A: Hadhramaut Hotel, which is in operation since 1995, has 71 rooms. The Al-Hawta, under renovation, has beautiful lush gardens and a surrounding very becoming of royalty. It was, after all, a palace. Bir Al-Azab has 107 rooms and suites.

Q: When will the Bir Al-Azab Hotel be inau-

A: It will be inaugurated later this year. As you may have heard, we have announced invitations for bids to manage the hotel, and received quite a few offers. We have reached priliminary agreement with Le Meridien and we hope to finalize the deal in March.

The Bir Al-Azab Hotel has been described by tourism specialists as one of the most attractive hotels in the Middle East.

Q: When will the Sana'a Hotel be opened?

A: It will hopefully be opened towards the end of this year. We are now in the process of furnishing it which will be completed shortly.

Q: What are the impediments to tourism investments in Yemen?

A: Yemen has a lot viable tourism investment options to offer. But the necessary infrastructure is, unfortunately, still lacking in many ways.

Many foreign and national tourism companies want

Many foreign and national tourism companies want to invest in Yemen. But they find that they have to provide everything themselves, starting from water and electricity to roads and communication facilities. We, for instance, seriously considered the possibility of establishing tourists' facilities on the beautiful Island of Socotra. Despite that island's natural beauty and unique fauna and flora, we found that we had to start from scratch. All the essential infrastructure like a decent harbor, airport, paved roads, etc., do not exist on the island.

Also, there is a great shortage of trained and qualified hotel staff, starting from the managers to waiters. I believe that the government, represented by the General Tourism Authority (GTO), should establish specialized institutes and colleges to train hotel staff. Actually there is one institute in Aden, but its capacity and facilities are modest. The number of its graduates is far below the demand.

Q: What happens to the huge income generated by foreign tourists?

A: It is true there is an earmarked income paid by the industry to the GTO. We do not know how this money is used and who decided what to do with it. The tourism industry - hotels, travel industry and other businesses - pay up their dues, and they receive very little in return. We need to look into this matter more closely.

Tourism in Yemen can become a huge industry. It is a never ending resource, even better than oil. Yemen enjoys a diversity of geographical features, ranging from mountains and lucious valleys to beautiful beaches and barren deserts. Yemen represents a paradise for the foreign tourists. The old town of Sana'a, for example, can transport people through time to the middle ages with it quaint and ancient buildings and unique architecture. Another important aspect we find lacking is advertising and marketing. These activities are still being conducted by a limited number of private tourism companies. The state should play a larger role in that.

Q: We have heard about many new hotel projects planned for Aden, Shabwa and Taiz. What are your feelings about the supply side of the lodging market?

A: This is a very successful sector. Huge resources are available for growth and development in it. But we also wish that the state makes this aspect one of its top priorities.

The fact that investors are putting their money in this sector shows its viability.

Q: What about the conservation of historic and archaeological sites and the protection of the environment from destruction and pollution?

A: You just raised a critical issue. The pollution and degradation is leading to a sorry state in our habitat. There is no direct monitoring and control by the state of environmental issues, in spite of the existence of the Environmental Protection Council. Beaches in Yemen, for instance, are being covered by haphazard construction.

Nowhere else in the world do people build directly on the beach borderng on the sea. The historic and most beautiful beach in Yemen, Bir Ali, has an

ugly concrete edifice erected just a few meter from

ugly concrete edifice erected just a few meter from it, ruining the whole scene. We raised this matter and many others with all the relevant authorities but to no avail.

We also have the continuous loss of important archaeological artifacts such as ancient relics, statues, etc., as well as manuscripts and other invaluable assets which are being smuggled out of the country in return for peanuts.

Q: What are your future projects?

A: We have many projects in the planning stage. Unfortunately I cannot give you details because they are still in the development phase. I can assure you however, that we are not leaving a stone unturned in terms of the options.

Q: Any last comment?

A: I would like to assure all potential Yemeni and Arab investors that investing in Yemen will be quite feasible and greatly rewarding especially in view of the present stability enjoyed by the country. I sincerely hope that the government will take a more supportive attitude in tourism. The private sector is quite willing to cooperate with the authorities in this respect.



Deep Condolences

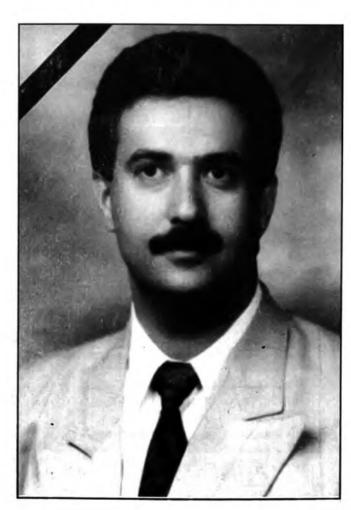
Tetra Pak

We, the staff of Tetra Pak Yemen, express our deepest sorrow and anguish on the dreadful loss of our Service Manager, Mr. Mahfouz Mohammed Saeed Salem.

Mahfouz was a dear friend and colleague to all of us. His untimely death is a big loss to his family, to us, and all customers.

His superb dedication and professionalism will always remain engraved in our hearts.

May God give solace to his family, and may his soul rest in heaven.





ARABS SPEND US \$40 MILLION A DAY ON FOOD IMPORTS

Arab countries have to import US \$40 million of food each day to feed their people, Egyptian Trade Minister Ahmed Goweili said last week. He indicated that 65% of Arab wheat requirements are imported from abroad, 74% of sugar needs and 62% of vegetable oil consumptions," the Egyptian official said in his opening address for the 34th Annual Conference of the Union of Arab chambers of Commerce.

That shows that Arab countries represent the biggest food deficit in the world. Arab countries spend at least \$40 million each day to ensure the importation of food products. "They have the possibility of reversing that situation," he

Some 600 business people from the 22 Arab countries have taken part in the three-day conference which ended on 24th February, 1997.

NEW DELHI RESIDENTS GET BACK THEIR CITY FROM POLITICIANS

The Indian capital's voters finally got New Delhi back after political maneuvering delayed municipal elections for such a long time. The elections were the first since 1983, when the Congress party won control of the New Delhi Municipal Council for what should have been a four-years term. In 1987, Congress party leaders at the federal level enacted a constitutional clause allowing them to extend the municipal council's term until 1988. Then it ordered another one-year extension, and then another.

But Congress party rivals charged the party was simply trying to hold onto power in an important city. When the Bharatiya Janata Party won federal elections in 1990, it dissolved the New Delhi Municipal Council and enacted direct federal rule.

That set off years of wrangling among political parties about when to hold the elections. After losing control of the federal government, the Bharatiya Janata Party went to court over New Delhi's elections, and a judge late last year ordered last Sunday's vote.

If the number of candidates for this election - 1,431 competing for 134 seats - is any indication of interest in last Sunday's balloting, a high percentage of the city's 8 million registered voters are likely to turn out.

Voters were cajoled by candidates who made fantastic promises and solutions to dirty streets, power outages, unre-liable water supply and poorly maintained schools and hos-

pitals.
The Bharatiya Janata Party (BJP) has made its championing of democracy in New Delhi a key campaign issue. It and the Congress party, wracked by corruption scandal and a big loser in two recent provincial votes, were the main contenders in the municipal election.

The final results have not yet been announced.

SUDAN FIGHTING STALEMATED

Fighting along the eastern and southern parts of Sudan has grounded to mere sniper shots breaking the chil in the air sporadically. Government and rebel forces are dug, hopefully waiting for a political solution.

The last fighting was two weeks back when a Khartoumbased government newspaper claimed that more than 35 Ethiopian soldiers and many Sudanese rebels were killed in fighting with Sudanese government troops in east Sudan near the border with Ethiopia. The official Al-Sudan Al-Hadith had reported that the Sudanese Army scored "a crushing victory" against rebels who it said were backed by Ethiopians in the Khor Alqana area.

ARABS URGED TO PREPARE **FOR 21st CENTURY**

Sheikh Saqr Bin Mohammad Al Qassimi, Ruler of Ras Al-Khaimah and Member of the Supreme Council of the United Arab Emirates, opened the second annual conference of the Arab Center for Srategic Studies being held under the theme of "The Arab World in the 21st century"

Sheikh Saqr urged the Arab World to be prepared for the 21st century with unity, solidarity and freedom. He cited free creative thinking, scientific and technical research, development through community participation, drawing lessons ical and nalizing the information technology as the proper tools for

Former Yemeni President and Chairman of the Arab Center for Strategic Studies, Mr. Ali Nasser Mohammad paid on the occasion tribute to UAE President Sheikh Zayed Bin Sultan Al Nahyan, and the UAE government for hosting the

Prominent Arab thinkers, intellectuals, strategists participated in the conference. Arab cultural and scientific circles welcomed the establishment of the Center, which is head-quartered in Damascus, and underlined its cooperation with other Arab institutions.

PLAN TO REVIVE PAK ECONOMY

Mr. Sartaj Aziz, Finance Minister in the Nawaz Sharif cabinet, said his party is developing an emergency economic reforms plan to improve economic health of the country. He said the reforms would be introduced in the very near future in an effective manner and hoped that they would speed up the process of economic recovery.

Aziz did not elaborate on the exact nature of the reforms, but

indicated its thrust by declaring that they would focus on resource-generation, which are under active consideration. The minister did not given any details, which are expected to be made public shortly.

The British Council Cultural Events

A: Exhibitions:

Fact & Fiction: Literature in the Classroom

9 - 27 March, 1997

Venue: British Council Library

B: Films: **Born Free**

4:30 p.m. Tuesday 4 March 1997

Perhaps the best loved of all animal films, Born Free is based on the real life adventures of the late Joy Adamson, her husband and Elsa the Lioness. Filmed in spectacular African settings, it senstitively portrays the painful conflict by the Adamsons who find they are no longer able to keep the growing Elsa as a pet.

December Bride

U 92 mins

8:00 p.m. Tuesday 4 March 1997 Unfolding against the rolling contours of the beautiful Ulster coastline, the December Bride is a brooding and stunningly photographed drama of broken taboos within the harshly repressive atmosphere of turn-of-the-century Presbyterian community.

Wind in the Willows: Autumn Antics

U 55 mins

4:30 p.m. Tuesday 18 March 1997
An enchanting rendition of the famous children's book with beautifully styled characters. Suitable for children of

Appointment in London
8:00 p.m. Tuesday 18 March 1997
Dirk Bogarde stars in this compelling wartime Lancaster-based drama which climaxes in a nerve-shattering breathtaking finale.

BBC Essential Guide to Britain

4:30 p.m. Tuesday 1 April 1997 This video follows two visitors to Britain and their travels around the isle - from shopping in London to water skiing in Northern Ireland. The language they speak is very simple - the essential phrases any traveller needs. This videa is suitable for students of English or those who simply want to get to know Britain a little better.

The Hunchback of Notre Dame

PG 97 mins

8:00 p.m. Tuesday 1 April 1997
Set against the background of the famed Paris cathedral, the Hunchback of Notre Dame is based on Victor Hugo's celebrated novel.

Yemen Journeys through dust
4:30 p.m. Tuesday 15 April 1997
A BBC documentary on travels through Yemen with Pat Athie. The film features a close look through the cupboards of the Imam's palace in Taiz, among other things. First shown on British T.V. in 1995, this will be of interest to Yemenis and foreigners alike.

Abigail's Party 8:00 p.m. Tuesday 15 April 1997

PG 103 mins

Mike Leigh's modern classic turns a social get-together between married couples into a virtual time-bomb of emotional tension. It starts as a hilarious piece of observation and lands up with shocking results.

Albert - the 5th Musketeer 4:30 p.m. Tuesday 6 May 1997 U 70 mins

It is 1626 and in the kingdom of Louis XIII all is not well. Cardinal Richelieu and his right hand woman Milady de Winter are plotting to disgrace the King and his beautiful wife, Queen Anne. They would succeed too if it were not for those famous musketeers! But forget Athos, Aramis, D'Aragon & Porthos - those nitwits couldn't save a fly from a bowl of soup! Make way for the real, as yet unsung hero, Albert the 5th Musketeer...

Bugsy Malone 8:00 p.m. Tuesday 6 May 1997

A wonderful gangster movie, set in American in the 1920s, with a difference - all the characters are kids and splurge guns replace conventional rifles. Brilliantly staged, packed full of fun and excitement, Bugsy Malone is totally unique, quite simply there has never been a movie like it. Great family entertainment.

Aardman Animations 4:30 p.m. Tuesday 20 May 1997 PG 50 mins

International awards have brought Aardman Animations to the attention of audiences worldwide. Specilising in plasticine and model animation, the Aards have demonstrated just how imaginatively this form of animation can be used, bringing their characters to life via vivid observational detail and idiosyncratic touches of humour. Sophisticated animation which appeals to all ages.

The Hound of the Baskervilles

15 101 mins

8:00 p.m. Tuesday 20 May 1997 This classic drama has the inimitable Ian Richardson as Sherlock Holmes in a timeless recreation of the world's greatest sleuth who dazzles us with his forensic insight into the mind of the criminal.

Black-Beauty 4:30 p.m. Tuesday 3 June 1997 U 84 mins

Beginning in A lantern-lit stable on a country estate, Black Beauty's wandrous story is told through his own eyes. His journaey will take him through happy times, and sad, good owners and bad, trusted friends and hated enemies, disasters - both natural and man-made. Children and adults will love this film for its truth, courage and optimism.

Street of Shadows
8:00 p.m. Tuesday 3 June 1997
A Soho club-owner is faced with a chilling dilemma when he discovers the corpse of an old girlfriend in his office. All the evidence indicates the guilt of his new lover, a sophisticated society woman. If he comes clean, she'll hang, but if he keeps quiet, she may kill again. Dare he take the chance?

The Very Best of Hancock

U 126 mins

4:30 p.m. Tuesday 17 June 1997
Hancock's brilliant sketches illutrate everyday situations and character.

Eversmile New Jersey

PG 87 mins

8:00 p.m. Tuesday 17 June 1997

The big screen's brightest start takes to the highway as Daniel Day Lewis straddles the saddle again in this quirky and romantic Eversmile New Jersey. Making his way across the state dispensing free dentistry, but soon his ethics and affections are threatened as an encounter lands him a host of incidents and adventures.

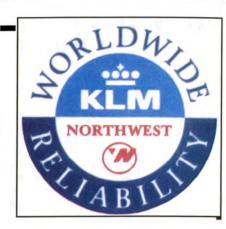
All films are open to the public and are free of charge

For more information, contact the British Council on 244-121 Please note all evening films will now start at 8:00 p.m. NOT at 7:30 as advertised previously.



Northwest & KLM: The First Global Airline Alliance Brings a New Service to Yemen:

It is "code-sharing"



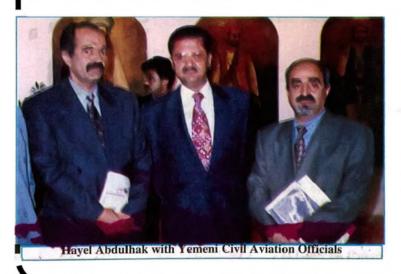












A team from Northwest (Ms. Cecilia Bethke - Director of International and Bilateral Affairs, and Rafael Nishihira, Regional Manager for Middle East and South Asia) and KLM (Guus Jonker, Senior Manager for Foreign Relations and Cooperation) were in Sanaa last week to explain a new product they want to bring to Yemen - code-sharing. It involves listing Yemen as a destination in the American market.

In her presentation, Cecilia indicated that this is a "win-win" project for all sides. She was referring to the growth potential in the travel market for Yemen, which all sides can tap. "By offering Yemen as a destination with a well-known US carrier, we are going to bring interest and trust in the Yemeni market," she said.

Rafael Nishihira added, "There is a huge traveling US public who can now travel to Yemen. So this idea increases demand."

Which Other countries in the region have joined?

Many countries are already partners into the code-sharing arrangements. "Some of the countries listed as a travel destination through our codesharing arrangements in the USA include Kuwait, Jordan, the United Arab Emirates, Oman, Pakistan, etc. We want to add Yemen to the list," Bethke indicated.

All these countries had the same concerns as Yemen. But they are convinced now that it is good for the country as well as the national carrier.

How was the idea received?

Senior personnel from Yemenia and the General Board for Civil Aviation and Meteorology attended the workshop organized in the Taj Sheba Hotel on Monday 24th February. As the idea was being explained, they expressed interest. "They were receptive."

Yet, there were concerns in terms of market share and what it means for the national carrier. "It looks like a good idea, and we are in principle for it. But we have to discuss the details to make a final position," said Hussain Al-Sayaghi, Deputy Chairman of the civil aviation board. Hassan Sohbi, Chairman of Yemenia, expressed a similar sentiment.

What is the next step?

The next step now is to make additional presentations as to what exactly code-sharing means, and to discuss in private and public forums. "We hope to alleviate any concerns some may have," said Guus Jonker. "We will continue the discussions with Yemenia and the civil aviation authorities over the next few days, Bethke said.

We are to see if they are now willing to start code-sharing, even if it were on a temporary basis for 6 months or a year.

When does it start?

"If we get the approval now, we will start tomorrow. We want to get it started as soon as possible. The US tourist season peaks in the summer. If we now, we could tap into that market," Rafael indicated. Northwest starts marketing the new destinations in March and April.

We are willing to implement the idea even on a temporary basis. Say, we can start with a 6 months or a one year trial arrangement. We think that once they realize the mutual benefits, they will fully support it," Cecilia

The local representative plans a big promotion:

Mr. Hayel Abdulhak, Chairman of Yemen Travel and Tourism and GSA for KLM and Northwest said that he plans to engage the Yemeni side to achieve an early positive answer. "Look, if Yemen is increasingly associated with successful international carriers such as Northwest and KLM, it can only win. So it is actually a big opportunity for Yemen," he said. "If the idea goes through, which I think it will, we plan a major promotion

in the USA of Yemen as a good tourist destination."

Support from US and Dutch Governments:

To show support for the efforts of their airlines, the Dutch Ambassador in Yemen, Mr. Meerbrug, and the Deputy Chief of Mission at the US Embassy, Ms. Margaret Scobey, attended the workshop. Both also spoke to express enthusiastic support for the potential cooperation between the airlines (an American - Northwest, a Dutch - KLM, and a Yemeni

The First Global Alliance:

The coming together of the two giants, (Northwest and KLM), is truly the first global alliance which delivers unsurpassed scope of international airline service. The benefits are many, including:

- The Sum Is Greater than the Parts:

The two airlines have combined exceptional service and efficiency to bring the best of both airlines - an alliance that will serve the travel needs of the customers well into the future.

- More Flights. More Destinations:

Northwest, together with KLM and Airlink, offers more service to more of the world than any other airline. The alliance offers more than 380 destinations in 81 countries on 6 continents.

- Travel Convenience:

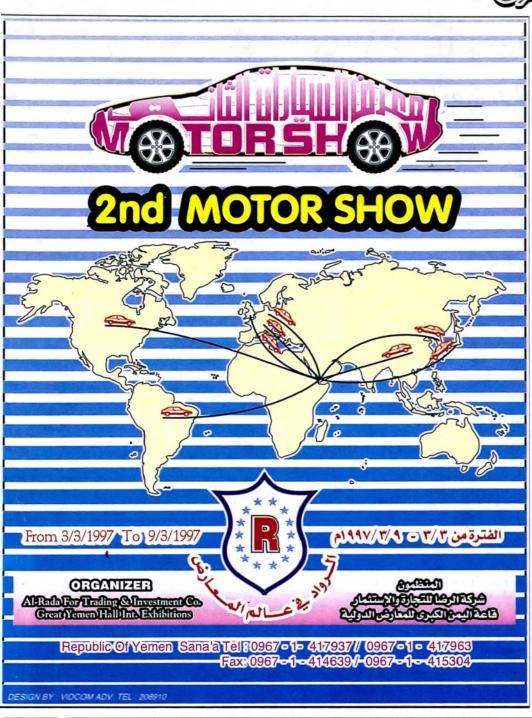
Convenient connections and on-line ticketing offer easy scheduling for the international travellers. One-stop efficient check-in, luggage checked in to the final destination, boarding passes and seat arrangements for the entire intinerary are among the services appreciated by travellers.











Cont'd from p. 1:

Women's Conference...

Over three days ending today, the First National Conference on Women deliberated on various issues. The discussions were organized under eight themes: health, social affairs, environment, childcare, legislation, economics, politics and education. In each case, the participants discussed what the state can do, what society can do, what the donors can do?

Ms. Amat Al-Aleem Al-Souswa, the Assistant Deputy Minister of Information and Chair of the Women's National Committee, said that integrating women in the development process is a govern-ment policy." She added that the Women's National Committee (WNC) has formed a committee of experts, both females and males, to prepare and implement different projects in coordination with the relevant governments bodies." She referred to illiteracy as the main problem still afflicting women and preventing them from fully participating in the development of society."

According to Ms. Al-Souswa, the national strategy for consolidating women's contribution to society revolves around three main axes - combating poverty, educating young girls/eradicating illiteracy and improving health services.

The participants discussed several action plans and strategies which includes the following:

1) Specifying the problems facing development plans such as lack of proper use of natural resources, the decrease in expatriates' remittances, the population's escalating growth and the weakness in enacting laws and legislations.

2) National aims toward national development plans which include:

a- conducting media campaigns to raise awareness of women's role in society.



b- granting women the appropriate opportunity to participate in decision-making.

c- encouraging women to join public and humanitarian organizations.

d- eradicating illiteracy among women.

e- providing ample opportunity for female educa-

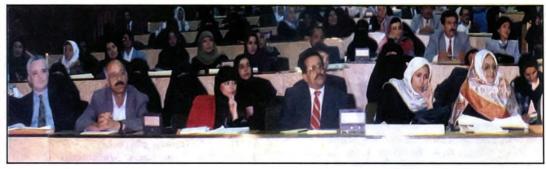
f- providing low-cost child care.

Mr. Abdul-Qader Ba Jammal, Deputy Prime Minister and Minister of Planning and Develop-ment, confirmed, "The recommendations of this conference will make the basis for future plans." Ms. Fawzia Ahmed Noman, member of the WNC, stipulated 2 demands:

1- All government bodies must put in their fiveyear plan (96-2000) the recommendations and plans adopted by this conference, and

2- Give ample opportunities for women to positively participate in society, especially in the countryside.

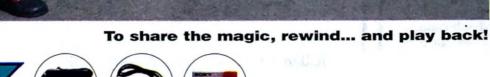
By: Ahlam Al-Mutawakkil, Yemen Times.



$SONY_{\circ}$

"Her first steps! Oh! If only the others were here!"





Laila took her first steps... and the entire family was out! But Mama had captured it all on the Sony Handycam.

evening and nobody believed Mother, for Laila had got down to crawling again! MIEN UF

5 HRS. REC (NP98)

That's when Mama plugged

in the Handycam on the nearest television. And played back those magical moments she'd caught on

Now everyone's sharing Laila's glory! As for Laila she studies the playback intently... now how did she ever do that?!

 Direct Playback on any TV: All you have to do is connect your Handycam

to a TV for instant playback Super Long Recording: An innovative feature keeps your battery running longer than other comparable models • Very Low Light Shooting: You'll get great picture quality in very low light (Visible Minimum Low Light 0.3 lux) · Hi-Fi Sound: Superb highimages resolution natural color fidelity become more dynamic with hi-fi sound . The DNR Difference: A new feature - Digital Noise Reduction -



Handycam New TR330EP

The world's favorite camcorder



AL-MITHAK: Sana'a, (Weekly), 24-2-97 (The People's General Congress) Main Headlines:

 The 2 Ruling Coalition Partners Call Upon Opposition Parties to Participate in Elections.
 Yemeni Foreign Minister and Saudi Interior Minister Will Meet to Discuss Preparations for Supreme Yemeni-Saudi Committee Meetings.
 40 Members of YSP Join PGC.

Article Summary:

Partisan Opportunism - by Adel Al-Shuja'a.

A close look into partisan work in Yemen can give a clear indication to the extent of forging the will and awareness of the masses. Some parties are still controlled by egotistical mentalities. They put power, money and self-benefit as the standards of their success. No party has yet appeared to adopt real issues of the people. The parties referred to here are those that change their stances according to the prevailing wind.

Some parties still dream of regaining their long lost rule. Others await the slightest disagreement between the two coalition partners to be able to come nearer to one of them. There is huge, slowly turning wheel of backwardness being driven by various political parties and currents. This led to the sterility of thought. Reforming the mind is not easy to achieve. It will need a strong remedy administered over many successive generations.

AL UROUBAH: Sana'a, (Weekly), 23-2-97 (The Nasserite Democratic Party) Main Headlines:

- 1) 188 Nasserite Democrats will Participate in Administering the Elections.
- 2) Phoney Oil Exploration Company Uncovered.3) Ministry of Interior Permits Carrying Fire Arms Inside Towns.

Article Summary:

A Struggle for Survival - by Ibtisam Shayie.

Life for many Yemeni children is a continuous struggle. They have to work to support their impoverished families. They can be seen at traffic lights and road junctions trying to sell sweets or bottled water to passing cars. Some of them are as young as 4 years in age.

They could make anywhere between 50 to 300 Rials per day. Some little kids work at bus terminals calling out the various bus destinations, and getting 5 Rials from the driver. Even though some may go to schools during the day, they have to

Yemeni Press in a Week

by: Adel J. Moqbil

work from the afternoon until 9 am or later. Some are lukier than others. They could be working as assistants in grocery shops or even as apprentice car mechanics. They usually come from very large families where the breadwinner cannot cope with life's increasing demands. Going out to work at this tender age has made these children world-wise beyond their actual ages.

AL-TAJAMMU'U: Aden, (Weekly), 24-2-97 (Yemeni Unitary Congregation Party) Main Headlines:

- 1) Yemeni Socialist Party Faces a Difficult Choice Between Participating in, or Boycotting the Elections.
- 2) Doctors and Pharmacists in Aden Threaten to Go on Strike.
- 3) Imports Decrease While Smuggling Rises.

Article Summary:

And Now . . . the Commonwealth - editorial

The behavior of our government is no longer strange. It has become quite normal for the government to unilaterally take decisions that directly affect vital national institutions such as the constitution and the elections law. But decisions that may influence crucial sovereignty issues cannot be accepted without question. The border issues with Saudi Arabia and Hunaish Island are examples.

It is a gross error to think that the people have become accustomed to subservience and subjugation. The country is not a personal possession of it rulers.

Applying to join the Gulf Cooperation Council is meaningless since Yemen is not a Gulf State. And now, it is decided - probably in a qat-chewing session - that Yemen should apply to join the British Commonwealth. Such one-sided and rash decisions can only harm the pride and dignity of our people.

AL-BALAGH: Sana'a (Weekly) 25-2-97 (Islamic Social and Labor Movement)

Main Headlines:

- Actual Budget Deficit in 1996: YR. 1.4 billion.
 Yemen Officially Applies to Join the Commonwealth
- 3) New Procedures to Levy Taxes on Qat.
- 4) Yemen Attracted US\$ 1.7 Billion Worth of Investments Since 1992.

Article Summary: Counterfeit Dollars in Aden.

The security authorities in Aden have arrested a gang of five people for forging American dollars. The police seized 18 million faked dollars. "The five people arrested - two Yemenis and three foreigners with diplomatic passports - had already injected part of the counterfeit money into the currency market," police sources said in Aden. The sources added, "This is the most dangerous gang discovered in Yemen up to now." Several networks of gangs specialized in forging money and documents have been uncovered and arrested in Yemen since the war of 1994.

AL-JAMAHEER: Sana'a (Weekly) 27-2-97 (The Arab Ba'ath Socialist Party) Main Headlines:

- 1) Opposition National Council and Ruling Coalition Parties: The Elections will Take Place on the Set Date.
- 2) Zionist Goods Flood Yemeni Markets.
- 3) Famous Trade Marks are Pirated in Yemen.

Article Summary:

National Criteria Must Govern Political Dialogue - editorial

So long as it does not contradict the national interest, coordination is the right of all political tools. The supreme national interest represents the standard for judging patriotic loyalty. Democracy is a source of security and a road to safety. Positive Dialogue must be the common denominator among all political parties and organizations. The reverse of this ideal image is seen today.

The current situation does not reflect the true principles of these political forces. Some of them view the country through narrow political interests. Dialogue and coordination have become the tool for gaining personal benefits. The national interest is lost in this bargaining and haggling.

The Baath has adopted its stand toward the opposition - coalition dialogue according to how far that dialogue is from the fixed national criteria. A positive and equal dialogue is the way to narrowing the gap between political parties and the common national interests.

AL-WAHDAH: Sana'a, (Weekly), 26-2-97 (Official)

Main Headlines:

 The President Returns to Sana'a Following Talks with Sheikh Zayid Bin Sultan of the UAE.
 Confiscated Socialist Party Possessions Will be Released on Saturday (1-3-97)

3) More than YR. 1 Billion will be Provided by the Agricultural Credit Bank during 1997.

Article Summary:

The Law of Force and the Force of the Law by Abdulrahman Tahir.

Many peace disrupting acts such as revenge killings, kidnapping, land usurping, etc., have become quite common in Yemen during recent years. People are increasingly resorting to firearms to solve their disputes. This has become a frightening phenomenon. The blind use of force is far removed from the principles associated with Yemeni people all through history.

The rule of the law represent the bastion that protects the underdog from the oppression of the powerful. The authorities must make a firm stand against aggression, and assert the force of the law on fair and equal basis.

AL-THAWRY: Sana'a (Weekly) 27-2-97 (The Yemen Socialist Party)

Main Headlines:

1) 34th Session of YSP Central Committee Begins on Monday 3rd February.

2) PSO Suppresses Demonstration to Celebrate Inauguration of YSP Offices in Mukalla.

3) Elections Monitoring Committee Starts Training 3400 Pollwatchers.

4) Official Directives to Watch Islah Indoctrination Camps.

CAUTIONARY NOTICE

Notice is hereby given that PRITCHARD CORPORATION, a Company organized and existing under the laws of the State of Delaware, domiciled at 10950 Grandview Drive, Overland Park, Kansas 66210, United States of America, are the sole and exclusive proprietors of the following invention:

AN IMPROVED CLOSED LOOP SINGLE MIXED REFRIGERANT PROCESS

Abstract of the Disclosure

An improved closed loop single mixed refrigerant process and system for cooling a fluid material through a temperature range exceeding 200° F by heat exchange with a single mixed refrigerant in a closed loop refrigeration cycle comprising: Compressing the mixed refrigerant in a first stage compressor; passing the compressed mixed refrigerant from the first stage compressor to a first heat exchanger to cool the mixed refrigerant and produce a first mixture of first condensed portion of the mixed refrigerant, the first condensed portion being rich in higher boiling components of the mixed refrigerant and a gaseous refrigerant; separating the first condensed portion of the mixed refrigerant from the gaseous refrigerant; passing the gaseous refrigerant; to a second stage comessor and further compressing the gaseous refrigerant; passing the second stage compressed gaseous refrigerant to a second heat exchanger to cool the compressed gaseous refrigerant and produce a second mixture of a second condensed portion of the gaseous refrigerant and a second gaseous refrigerant; separating the second condensed portion of the gaseous refrigerant and the second gaseous refrigerant; combining the first condensed portion of the mixed refrigerant with the second condensed portion of the gaseous refrigerant; and the second gaseous refrigerant to reconstitute the mixed refrigerant; charging compressed mixed refrigerant to a refrigeration zone where the compressed mixed refrigerant to a refrigeration zone where the compressed mixed refrigerant is cooled to produce a cooled, substantially liquid, mixed refrigerant, passed to an expansion valve and expanded to produce a low temperature coolant; passing the low temperature coolant in countercurrent heat exchange with the compressed mixed refrigerant and the fluid material in the refrigeration zone to produce the cooled, substantially liquid, mixed refrigerant, a cooled, substantially liquid, fluid material and gaseous mixed refrigerant; and recycling the gaseous mixed refrigerant to the first stage com-

Copies of the specification and drawings, if any, of the aforesaid invention maybe obtained upon application to the above-mentioned owners.

It is hereby declared that the aforenamed PRITCHARD CORPORATION claim the full, sole and exclusive right, power and authority to make, use, exercise and vend in The Republic of Yemen, the aforesaid invention and that they will take all legal steps against any person or persons infringing such rights.



P&O Containers

P & O Containers Worldwide Shipping Services to and from Yemen

P&O containers is one of the worlds leading door-to door containerised transport specialists, providing quality, reliability and fast transport services.

P&O containers provides twice weekly services from Europe, weekly services from the Far East and North America, fortnightly service from Australia and New Zealand and intra Redsea ports.

 $\textbf{P\&0} \ \ \text{containers serves the full range of Yemen ports.} \ \ \textbf{Dedicated feeders call weekly at Hodeidah and fortnightly at Aden and Mukalla, for both import and export cargoes.}$

P&O containers are represented in the Yemen by Sheibani Shipping and clearing corporation. For more details of **P&O** services or to arrange a sales Representative to call to your office, contact your local office, as follows:

TAIZ:

P. O. Box: 5726; Tel: (04) 230439 / 219292 / 230478 Fax: (04) 212308 Tlx: 8947 Shbani YE

ADEN:

P. O. Box: 4333 Crater-Aden; Tel: (02) 243319 / 240813 Fax: (02) 221216 Tlx: 6387

HODEIDAH: P. O. Box: 4063; Tel: (03) 234090 / 234095 Fax: (03) 211780 Tlx: 5620/ 5622 SheHod YE

SANA'A: P. O. Box: 15145; Tel: (01) 207028, Fax: (01) 219895 Tlx: 4050 Shbani YE

MUKALLA: P. O. Box: 50261; Tel: (05) 303913; Fax: (05) 303503 Tix to Aden branch.



End of 20th Week of the Rothman's Excellent Football Tournament:

Al-Tilal Drops Out from Race to the Top

The 20th week of the Excellent Football Tournament witnessed an uncanny and heightened struggle amongst competing teams to win the tournament's championship The levels of the

strong teams are almost especially those of Al-Tilal and Al-Whada title holder. Al-Tilal withdrew its match with

Al-Ittihad of Ibb

February

of one the latter's players scored a winning by goal towards the end of that match when it became almost impossible for Al-Tilal to win. In spite of Al-Tilal's lead goal by Sharaf Mahfoodh at the beginning of the match, Al-Ittihad was able to equalize, and score the final wining goal. Although that goal was attested to by the referee and his assistant, Al-Tilal refused to accept it. This defeat has put Al-Tilal on equal footing with Al-Wahda; in points, number of

28th

after

games and opportunity.

Despite the fact that every team has, up to now, played 20 games, uncertainty still surrounds the positions of many teams. And many surprises still seem to be in store. Al-Ittihad, for instance, has,



defeating Al-Tilal, exposed the latter to its worst fears. So it seems that any error committed by any of the top teams could eventually lead to that team's downfall.

A draw is a dangerous thing. It is tantamount to defeat. Thus, Al-Ahli of Hodeida found itself regressing to 5th position after equalizing with Shamsan in a match held in Aden on 28th February.

In another match in Aden, Hassan was able to push forward to 3rd position by beating Al-Wahda of Aden. The latter is desperately trying now to keep from falling from the excellent league altogether and going into the first

Al-Shula was quite capable of enhancing its reputation as an interesting team by beating Al-Shaab of Mukalla 4-1 in Aden on 1st March. Al-Shaab now faces the specter of dropping from the excellent league.

The race to win the title of the Tournament's Top Scorer is still on between Jameel Al-Maktary of Shamsan with 17 goals to his credit and Omar Abdulhafeedh of Al-Zuhra with 14 goals.

Two weeks are left to the end of the tournament, and two matches to be played by each team. The next few days will witness many unexpected achievements and disasters. Skill, training, talent and sheer luck will play major parts in deciding the winners.

NASEEM HAMID: THE DREAM BECOMES A REALITY

It has become almost certain that world feather champion boxer, Naseem Hamid, will play his next match in the world boxing capital of Las Vegas. Naseem snatched the IBF title, adding it to his WBO one, after defeating the American Tom Johnson in an eight-round fight attended by 20,000 spectators in Arena London last February.

Two world boxing titles are left for Naseem to attain - the World Boxing Council (WBC) and the World Boxing Association (WBA). If gained, these titles will Association make Naseem the uncontested world feather weight boxing champion.

It is expected that Naseem's fight will be held simultaneously with the revenge fight between the heavy weight boxers, Ivander Holifield and Mike Tyson, on 13th May. The winning heavy-weight will get \$ 70 million.



So, Naseem's cherished dream to nationally renowned boxers will play in the USA with inter-

وظائف شاغرة

تعلن شركة جديدة عن حاجتها إلى :

١ - مدير شؤون مالية ٢ - سكرتيرة تنفيذية ٣ - مدير شؤون إدارية وموظفين ٤- محاسب ٥ - إثنين طباعين باللغتين العربية والإنجليزية ٦ - مسؤول متابعة على من يرغب في شغل تلك الوظائف - شريطة إجادة اللغة الإنجليزية بطلاقة - التقدم بواسطة : صحيفة يمن تايمز - م ب رقم (٢٥٧٩) - صنعاء ، التلفون : ٢٧٦-٢٦٨

VACANCIES

A new company announces vacancies for the following positions: 1- Finance Manager 2- Executive Secretary 3- Administrative Manager 4- Accountant 5- Two Typists of English and Arabic 6- Follow-up Person All above positions require good capability of English Language. Interested persons may apply through the Yemen Times: P. O. Box 2579, Sanaa, Yemen

Or Telephone: (01) 268-276

NATIONAL TRADING COMPANY

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(1) SALES MANAGER

Pharmaceutical Division

Candidate Profile University Graduate in Economics or Business Management. Fluent in

English and Arabic. Age: between 30 and 35 years. Pleasing personality

with good communication and analytical abilities.

Experience Minimum 2/3 years previous sales management experience preferably in pharmaceutical sales and distribution or consumer products with proven record of achievement.

> Lead an experienced and motivated sales team to 'peak performance zone', formulate and implement strategic and tactical plans to achieve

> sales budget. Should be able to perform aggressively in a competitive market environment.

Job Requirements

Salesmen

Salary & Benefits Attractive salary and benefits offered to deserving candidates.

(2) SALES SUPERVISORS and SALESMEN

Pharmaceutical Division

Sales Supervisors Candidates with Higher Secondary School Certificate or preferably

University Degree, fluent in Arabic, 2/3 years of front-line sales force management experience, preferably in pharmaceutical sales/distribution trade. Ability to lead a team of salesmen and implement control measures to ensure reach a pre-agreed sales target in a competitive marke environment. Willing to be located anywhere in Yemen. Age - 30 years.

Candidates with Higher Secondary School Certificate, fluent in Arabic, 2/3 years sales experience, preferably in pharmaceuticals or consumer products. Ability to plan and execute sales calls, negotiate and close orders and deliver products to customers. Should be highly self-

motivated and aggressive to work in a competitive market environment. Driving licence essential.

Willing to be located anywhere in Yemen. Age - 25 years.

Attractive salary and benefits offered to deserving candidates. Salary & Benefits

Only candidates who are confident of meeting with the above requirements need apply to General Manager, NATCO, Hayel Saeed Building, 5th Floor, Al-Qasar Street, P. O. Box 1108, Sana'a Republic of Yemen Within 10 days, with copies of all testimonials.

نداء إلى فاعلى الخير



الطفل عبدالكريم حامد محمد عبدالله، سنتان ونصف، يعاني من تشوه خلقي في القلب، ويحتاج إلى تدخل جراحي في الضارج لاغلاق بقايا القناة الشريانية القلبية

بأسرع وقت ممكن. الراغبون في عمل الخير واحتسابه لوجه الله عليهم الاتصال على الرقم ٢/٢٦٨٦١/٢.

تهانينا

أل الصيادي يباركون ويهنؤون الأبناء حسن عبدالغني العجل ناجي حزام محمد الصيادي صلاح عبدالباسط الصيادس بمناسبة دخولهم القفص الذهبي. تمنياتنا لهم بحياة زوجية سعيدة

عن أل الصيادي: عقيد/ مرزوق محمد الصيادي محمد أحمد الصيادي أنور عبدالقوي الصيادي

تهنئة

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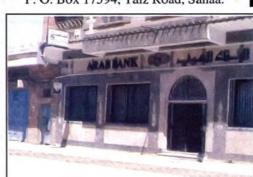
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