

## ICS references

### KEY QUALIFICATIONS:

- 18 years experience in dealership establishment for agricultural equipment and spare parts, at international level
- Extensive experience in input supply and procurement (seeds, fertilisers, pesticides, spare parts, farm equipment).
- Extensive knowledge of the machinery required for the production, harvesting and handling of a wide range of agricultural and horticultural crops.
- Development and marketing of new chemicals (fungicides, insecticides, herbicides) and seed varieties such as onion, garlic, potato, corn, alfalfa, sunflower..
- Project auditing and organisation

### PROFESSIONAL EXPERIENCE RECORD:

1987-todate

#### FRANCE

In addition to the planning and commissioning of crop processing lines, the Company has supplied numerous projects in Middle East & Africa with tractors, implements, irrigation systems and spare parts, as well as seeds and agrochemicals. ICS has excellent contacts with the larger machinery manufacturers and has supplied spare parts for most recognised makes of equipment. It is specialised in maintenance and spare parts procurement (and sourcing) for agriculture.

As part of his work, ICS he has undertaken the following assignments as specialist in crop mechanisation or in the promotion of the business overseas:

1987-2005

#### SAUDI ARABIA

*Position:* **Exclusive supplier/crop technical package specialist**

Investigation of corn, garlic, potato & onion projects (supply of seeds, equipment, and technical assistance for production and marketing): ICS is now the leading supplier of corn, garlic and onion seeds and equipment in the country, and among the top 3 in potatoes and provides the farmers with crop technical packages (CTP).

2002-2005

#### SUDAN

*Position:* **Exclusive supplier/crop technical package specialist**

Supply of machinery, seeds and technical assistance to Sumsum project in Gadaref state.

Supply of machinery, seeds and training to the Arab Company for Forage production in Atbara.

Supply of machinery and training to Gezira Board

Supply of machinery and training to El Khiary Co in Sennar state

Supply of machinery to SSC in Sennar State.

- 2001                   **ALGERIA**  
Supply of machinery and seeds to a new “state of the art” pivot irrigation project.
- 1995                   **MADAGASCAR**  
*Employer:* EDF DGVIII  
*Position:*   **Agricultural Mechanisation Expert**  
Study of the mechanisation of sisal production: recommendations for the consolidation of the industry and its possible diversification.
- 1995                   **UKRAINE**  
*Employer:* Vakakis-Sofreco (EU-Tacis)  
*Position:*   **Agricultural Machinery Supplies Expert**  
“Assistance to a Pilot Agro-Industrial Food Chain in Lvov Region” Study of the farm supplies situation : identification of agricultural equipment & spare parts (principally green pea cultivation and harvesting equipment) and supply possibilities.
- 1993                   **FRANCE/SAUDI ARABIA**  
*Employer:* Renault Tractors  
*Position:*   **Machinery Marketing Consultant**  
Marketing study for the promotion of Renault Tractors for the Saudi Arabian market: study of the potential demand and the distribution network and support training services required to be set up.
- 1992                   **EGYPT**  
*Employer:* Private investor  
*Position:*   **Farm Machinery Consultant / Procurement Agent**  
Responsible for the specification and procurement of the equipment necessary for a new project of 1500 ha for the production of cereals, alfalfa, fruits and vegetables (garlic, potatoes, asparagus, etc...) for the local and export markets. The equipment included tractors, ploughs, cultivators, spraying and spreading equipment, hay machinery, harvesters, potato and other vegetables harvesting equipment, as well as grading and packing machinery.
- SAUDI ARABIA**  
*Employer:* Kuhn Machinery, France  
*Position:*   **Machinery Marketing Consultant**  
A study of the Saudi Arabian market study for the company’s range of products and the necessary distribution and support services required.
- 1987-1991           **SAUDI ARABIA/MOROCCO/MADAGASCAR/LA REUNION**  
- Supply of equipment and spare parts (from EEC & USA) to Masstock/Xenel/Hadco/Tadco in Saudi Arabia, turnkey supply of a 1000 ha corn production project (seeds, planters, etc.)  
- Supply of parts, tires and other inputs to Morocco.

*ICS references*

- Supply of equipment & spare parts to Sirama & Siranala (Sugar industry) in Madagascar and supply of 2,4 D to a Rice Growers Co-operative
- Supply of seeds, agrochemicals, etc., to a retail organisation in La Reunion.

1987

**MAURITANIA**

Supply of second hand equipment to the SMPOL owned dairy factory. Supply of a second hand poultry slaughter house and a poultry feed mill of small capacity.

Supply of seeds, agrochemicals and equipment to various projects on the Senegal River.