



An Exhibitor Exclusive

Interview with Mr. Zayed Abbas, Senior Manager, Government & Industrial Sales, Emirates General Petroleum Corporation 'Emarat'

Exhibitor at LPG Week 2021/Dubai



Established in 1981 by the UAE Federal Government, Emarat is one of the pioneers in the nation's retail fuel and gas distribution industry. Emarat is best known for its more than 80 petrol service stations in Dubai and the Northern Emirates, and also offers a broad spectrum of services including supplying Gas products, Aviation Fuel and Lubricants. Emarat is a well-known and highly regarded brand taking Customer Service very seriously and constantly exploring new technologies and methods to improve business and serve customers better.

Emarat would like to welcome you to Booth Number 113-114.

1. [LPG Week News: Thank you for taking the time to talk to the LPG Week News. Could you tell us what made you decide to become an exhibitor of this year's LPG Week in Dubai?](#)

Thank you for your interest in LPG at Emarat.

To answer your question, first of all, we are committed members of WLPGA and believe it is incumbent upon us to participate in the event while enriching our own business. In addition, and perhaps even more importantly, Dubai is hosting LPG Week this year and, as a National Oil Company, it is our honour, as well as our responsibility, to support the event and related initiatives.

2. LPG Week News: What are your thoughts on the key opportunities for LPG in the UAE and beyond?

The LPG market is growing in the UAE thanks to a variety of opportunities that are opening up, whether industrial, commercial or residential. A range of industries are expanding, as well as malls, hotels, food and beverage outlets, and new residential complexes. This provides us with the scope to develop our business even further. These industries consume a great deal of gas. LPG has a great future!

3. LPG Week News: What specific products or services will you highlight this year at your booth? Or anything else that you would like to share with the readers of LPG Week News.

Above all, we would like to stress the safety and convenience of our LPG services. We have direct cylinder deliveries to end-users, providing fast response, and safe delivery, through an automated delivery app. In addition, we are about to launch an Emarat app which will automate our entire LPG services, whether commercial or residential, from ordering to billing, and even maintenance.

4. LPG Week News: What message do you have for the attendees to the exhibition in Dubai?

To LPG Week attendees we would first like to wish everyone a very warm welcome to Dubai and encourage them to visit EXPO 2020 while they are in town. The first in person LPG Week will provide an excellent opportunity to meet colleagues and potential customers face to face, to discuss innovations and developments in the business and to form partnerships across borders. Our messaging will hinge on three main Emarat priorities:

- Safety Assured with your LPG Partner (HSE, and the overall safety of our customers, is our number one priority)
- Expect the Expected (we do not compromise – ever – on safety and product quality)
- 40 Years of Service (which Emarat completed in 2021)