



Lightning Protection • Grounding Equipment

Friday, February 19, 2016

ATTN: Ibrahim Mohsen Radwan  
Teba For Trading And Engineering  
36 Hassan El Maamoun St.  
Nasr City  
Cairo, Egypt

Dear Sirs:

Harger hereby appoints TEBA United as an exclusive distributor for Harger Lightning & Grounding products for the Egyptian market. TEBA is allowed to solicit and accept orders for Harger Products which include the following:

Harger Ground rods and accessories  
Ultraweld exothermic products  
Ultrafill enhanced grounding products  
Harger Lightning Protection products

This agreement will become valid once a stock order is placed and 100% of the payment has been received. TEBA will be required to maintain an inventory not less than the value of the initial stock order.

We expect that TEBA will be responsive and pro-active in terms of the market development for the Harger product offering.

TEBA will gain support from Harger and, its export sales representative (EMSI) and will coordinate sales leads and specification efforts with TEBA. EMSI will be closely involved in monitoring sales in Egypt and will work with TEBA to regularly report to Harger on all projects.

This Agreement shall continue for one (1) year self-renewing as long as the first years sales goal of USD\$ 100,000 is met. In subsequent years, the agreement will be renewed with realistic sales goals to be established by Harger and EMSI. In the event sales goals are not attained the agreement can be terminated by either party in writing with 30 day notice.

Thank you,

Mark S. Harger  
President/Owner Harger Lightning & Grounding

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Web-site: [www.harger.com](http://www.harger.com) • E-mail: [hargersales@harger.com](mailto:hargersales@harger.com)



**TEBA**  
FOR TRADING & ENG. LTD



# طبية للتوريدات والهندسة



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## BRIEF ABOUT HARGER

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## Company Overview



**Since 1960, Harger has been providing solutions to the lightning protection and grounding industries. We have experience in all facets of these markets including engineering, systems design, product manufacturing and installation. Our engineering department provides design services for engineers and contractors domestically, as well as internationally. We strive to stay on the cutting edge of technology, offering designs in the latest Autocad format. We use only the finest materials in the manufacture of our equipment. Whether the parts are cast, formed or stamped, you can be assured if it's made by Harger, it's quality. We truly believe the customer is the company. We constantly monitor customer service, especially our response time. It is Harger's ultimate goal to ensure that our customers receive the highest quality products in a time frame that fits their requirements.**



### **Mission Statement**

**Our mission is to provide the *best* grounding and lightning protection equipment in the world. We will accomplish this by providing the most accurate engineering designs available and supplying the highest quality materials.**

**We will strive to offer the ultimate in customer service, making every customer our first priority. We will continue to grow our company in a controlled, responsible and profitable manner. We will create a stable work environment for our team members that fosters creativity, rewards innovation and self-motivation, and promotes a high feeling of self-worth.**





## **More About Us**

### **Manufacturing to meet your needs . . .**

Our manufacturing engineers stand ready to meet any specialized custom manufacturing situation. Although Harger offers hundreds of different types of products, we realize that some applications require special needs. We have a long history of serving those needs, in a timely fashion.

We are well versed in many markets including the Wireless Communications market. When it comes to meeting the lightning protection/grounding needs of the telecommunications provider, Harger leads the way.

Harger continues to invest heavily into the latest manufacturing equipment. CNC operated saws, lathes, presses and machining centers enable us to manufacture products with some of the most exact specifications in the industry.

Harger's dedication to the improvement of manufacturing processes will help keep us on the leading edge of technology.

Many of Harger's innovative products have been developed in house. We regard our people as our greatest asset.

Harger is the leading manufacturer of high quality custom ground bars in the country.

Harger has long been one of the leading providers of structural lightning protection for commercial buildings. In fact, some of the world's tallest structures such as the Sears Tower, John Hancock and Amoco Oil buildings in Chicago are protected with Harger systems.

### **Extensive Inventory . . .**

In order to meet the rigorous demands of the electrical construction, telecommunications and industrial markets, Harger maintains an extensive inventory to ensure prompt deliveries to our customers, domestically and worldwide. We have computerized shipping services set up with UPS, Fed-Ex and several common carriers.

Located near Chicago, Illinois, Harger is centrally located to serve the needs of customers from coast to coast. Harger's sales staff, customer service personnel, manufacturing and engineering departments stand ready to assist you with all your lightning protection and grounding requirements.

## Relevant Codes & Standards

Relevant Codes & Standards
<b>ANSI-J-STD-607-A:</b> <i>Commercial Building Grounding (Earthing) and Bonding Requirements For Telecommunications</i>
<b>IEC 62305-1 Protection against lightning - Part 1:</b> <i>General principles</i>
<b>IEC 62305-2 Protection against lightning - Part 2:</b> <i>Risk Management</i>
<b>IEC 62305-3 Protection against lightning - Part 3:</b> <i>Physical damages and life hazard in structures</i>
<b>IEC 62305-4 Protection against lightning - Part 4:</b> <i>Electrical and electronic systems within structures</i>
<b>IEEE 1100-2005 Standard:</b> <i>IEEE Recommended Practice for Powering and Grounding Electronic Equipment</i>
<b>IEEE 142-1991 Standard:</b> <i>IEEE Recommended Practice for Grounding of Industrial and Commercial Power Systems</i>
<b>NFPA 70 Standard:</b> <i>National Electrical Code (NEC)</i>
<b>NFPA 780 Standard:</b> <i>Standard for the Installation of Lightning Protection Systems</i>
<b>T1.333-2001 (ANSI) American National Standard for Telecommunications:</b> <i>Grounding and Bonding of Telecommunications Equipment</i>
<b>T1.334-2002 (ANSI) American National Standard for Telecommunications:</b> <i>Electrical Protection of Communications Towers and Associated Structures</i>
<b>UL 96:</b> <i>Lightning Protection Components</i>
<b>UL 96A:</b> <i>UL Standard for Safety Installation Requirements for Lightning Protection Systems</i>







grounding • exothermic • lightning protection

*Exothermic Welding*



**Grounding Busbars**



**Conductors**



**Lightning Protection**



**Solutions for Lightning Protection,  
Bonding & Grounding**



# Projects

Earthing projects carried out by HARGER

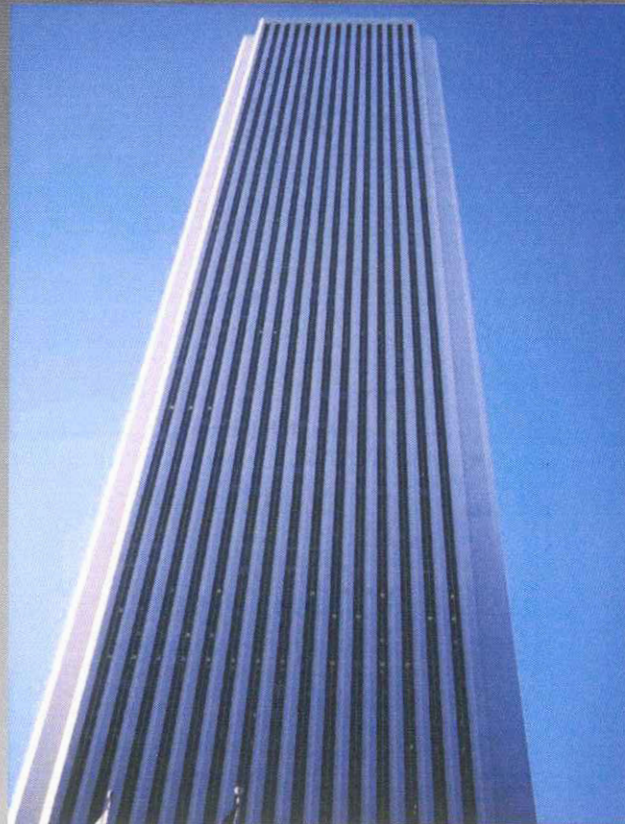


John Hancock Tower



Boston, Massachusetts  
240 m

Amoco Tower



Chicago  
346 m

Sears Tower



Chicago  
402 m