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## **New Oman Distributor for Robe**

Zak's company, Tunes Trading & Services, was established in 1991, starting as an importer and distributor of musical instruments. This was a pioneer business back then, and the company soon also became an audio specialist, recognized as one of the top dealers and installers in the country.

Zak Pachiyannakis arrived in Oman 23 years ago. Before then, he had lived in England after leaving his native Greece, and came to Oman with his wife Sumaya Al Busaidi, who was keen to return to her home country. They have been settled there ever since.

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The overseas business situation is now opening up fast in Oman, and looking very promising with the country's large young population now getting much more into music and entertainment – which had been prohibited under the old Sultan.

Zak first saw Robe products at the Pro Light & Sound exhibition in Frankfurt in 2003. He placed a sample order, and then put the products through their paces, finding them very interesting.

Robe's International Sales Manager Harry Von den Stemmen visited Oman after his December trip to Dubai, to sign up the distributorship with Zak. Now with Robe products in the product portfolio, TT&S can offer a one-stop shop for music, sound and intelligent lighting products.

*"I can honestly say we have changed the face of the entertainment industry in Oman with our imports" states Zak. Before he was set up, everyone bought from Dubai. "Now TT&S offers the availability of good products at affordable prices, and we are highly competitive partners for restaurants, installers and also for rental companies". He adds, "With Robe onboard, we've completed our product portfolio with a diverse, good quality moving light range".*

Harry von den Stemmen comments, *"This is yet another piece in place our distribution network mosaic. With strong distribution also in place elsewhere in the Middle East, the region now offers comprehensive sales, service and support for the Robe brand. I'm very happy to have TT&S as the eastern outpost. The company is well established, and Zak has*

*many contacts with a broad range of entertainment industry people and all types of interesting projects."*

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