



ITQAN NEWSLETTER

2016 | ISSUE NO. 8



TIME TO SAY ADIEUS

YBA Kanoo bid adieus to its Long Serving Managers

Meet the YBA Kanoo
Bikers

07



Interview: Tawfiq Taqi,
Longest Serving Employee

30



Kanoo Energy Project
Rated Four-Star

49



TABLE OF CONTENTS

ITQAN NEWS 2016 | ISSUE NO. 8

01 CEO's Message

02 Kanoo Group News

02 New Group Leadership

03 YBA Kanoo Join Hands with Joint Tank Services

04 Biking.... The French Connection!

07 Meet The Kanoo Bikers

15 'Norwegian Star' on Maiden Voyage to UAE & Oman

17 Globetrotters... Seoul Searching!

22 A Big Thank You!

28 Launch of Simply5

29 Kanoo Bahrain News

29 YBA Kanoo Participates in UOB Partners Day

29 Kanoo Tower Building Wrap-Up

30 In The Spotlight With... Mr Tawfiq Taqi

35 Kanoo Logistics Branded Vehicles

36 Time to Say Adieus

40 Emergency Evacuation Drill

43 YBA Kanoo Honours Women

45 Kanoo KSA News

45 Chemicals' On-Site Training

45 Machinery Bags Order for Generator Sets

46 YBA Kanoo Awarded Elite Dealer Status by Manitowoc Cranes

47 12th Trans Middle East 2016 Exhibition

47 Kanoo Shipping Secures Agency Contract

47 Visit of H.E. The Korean Consul General to YBA Kanoo

48 Fire Fighting & Safety Training

49 Kanoo Energy Project Rated A Four-Star Safety Compliance Facility

50 Report: SABIC Technical Conference (STC) 2016

52 Employees of the Month

52 Kanoo Premier League

52 Kanoo Shipping Bid Adieus

52 Kanoo Travel Staff Award

53 Visit of H.E. The British Consul General to YBA Kanoo

53 Honoured

53 Promoted

53 The 86th Saudi National Day

54 Milestone for Shipping

55 Forklift Operator Safety Training

56 Welcome On Board

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CEO'S MESSAGE

Welcome to the fourth quarter edition of YBA Kanoo's ITQAN Newsletter!

Throughout the last 126 years, YBA Kanoo through its generations of leaders aimed to be the leading Family Business in the region and beyond. Today as one of the largest, independent, family-owned businesses in the region, it is befitting that we celebrate our success and adapt to new milestones in our Group's path to delivering sustainable excellence.

Through that heritage, the Board of Directors have recently given me the honour to take the mantle as the Group's CEO. With this decision, the company welcomes a new generation of leaders that we will depend on to carry the group's success further and I am depending on your support and cooperation in making a smooth transitioning as we take on new challenges confidently.

In continuation of positive changes at YBA Kanoo, we are still settling down in our new offices at Kanoo Tower - Bahrain in the Diplomatic Area.

We are just a few miles away from our historic *Souq* area in Manama. Nonetheless, it gives us renewed vigour and motivation to operate from our brand new high-rise building, as we continue to better brand our environment and await the company's Board and family to join us in the upper floors.

Over the past few weeks, the leadership team and I have been extremely busy reviewing and planning for the challenges ahead. With multiple factors affecting our business environment, we are all tasked to make sure we reach our full potential as one team, and it is imperative that we work as a cohesive team, learn from each other, grow our capabilities and be proud of what we do. We are in a company that offers great possibilities and to be part of the team that brings those possibilities to reality is a great honour.

In the coming days, I will be communicating our roadmap and strategy for the coming phase of the Group's growth and evolution. I encourage your continued support and commitment as we venture into a very challenging year ahead. The next quarter promises to be a period full of action, especially with regard to the challenges expected in terms of growth and change. Major announcements will be made and key decisions will take place, all in preparation for a transformation that will set us on further growth and prosperity. We have extremely busy times ahead of us but I promise you the outcomes will be equally, if not more rewarding and gratifying.

Let me take this opportunity to wish you and your families a happy & prosperous NEW YEAR!

With best regards,

Dr Patrick Chenel
Group Chief Executive Officer

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Mr Saud Abdulaziz Kanoo

NEW GROUP LEADERSHIP

Throughout the company's history, we have been growing and have become one of the Middle East's largest, independent family-owned businesses. As we progress further, we keep having a firm focus on the future.

The company's aim is to be the leading Family Business in the region and beyond, and so the Group Chairman recently announced a new milestone in the company's pursuit to delivering sustainable excellence.

Whilst continuing to oversee the Group's affairs as a Director, Mr Khalid Mohamed Kanoo, whose sharp business acumen into Family Business has led to great heights, has decided to hand over his operational duties to Mr Saud Abdulaziz Kanoo as the new Group Managing Director. Mr Faisal Khalid Kanoo and Mr Ahmed Fawzi Kanoo will support Mr Saud Abdulaziz Kanoo in his task.

Mr Fawzi Ahmed Kanoo has performed his responsibilities as Interim Group CEO with great gusto. He has now decided to hand over his duties as CEO to a new generation of professional leadership so that he can focus on his role as a Director of the Group.

Dr Patrick Chenel has been appointed as our new Group CEO. Over the last three years, as our Group CFO, Dr Chenel has proven to be a driver of change and a strong advocate of a professional business culture. His focus is to steer the Group to a new era of professionalism and will also facilitate the Family transitioning away from involvement in the day-to-day operations of the business to an ownership-oversight model.

On the other hand, Mr S Krishna Kumar was confirmed as General Manager - Kanoo Logistics. Over the last six months, Mr Kumar has done an excellent job of restructuring and realigning of the logistics business to ensuring the long term viability.

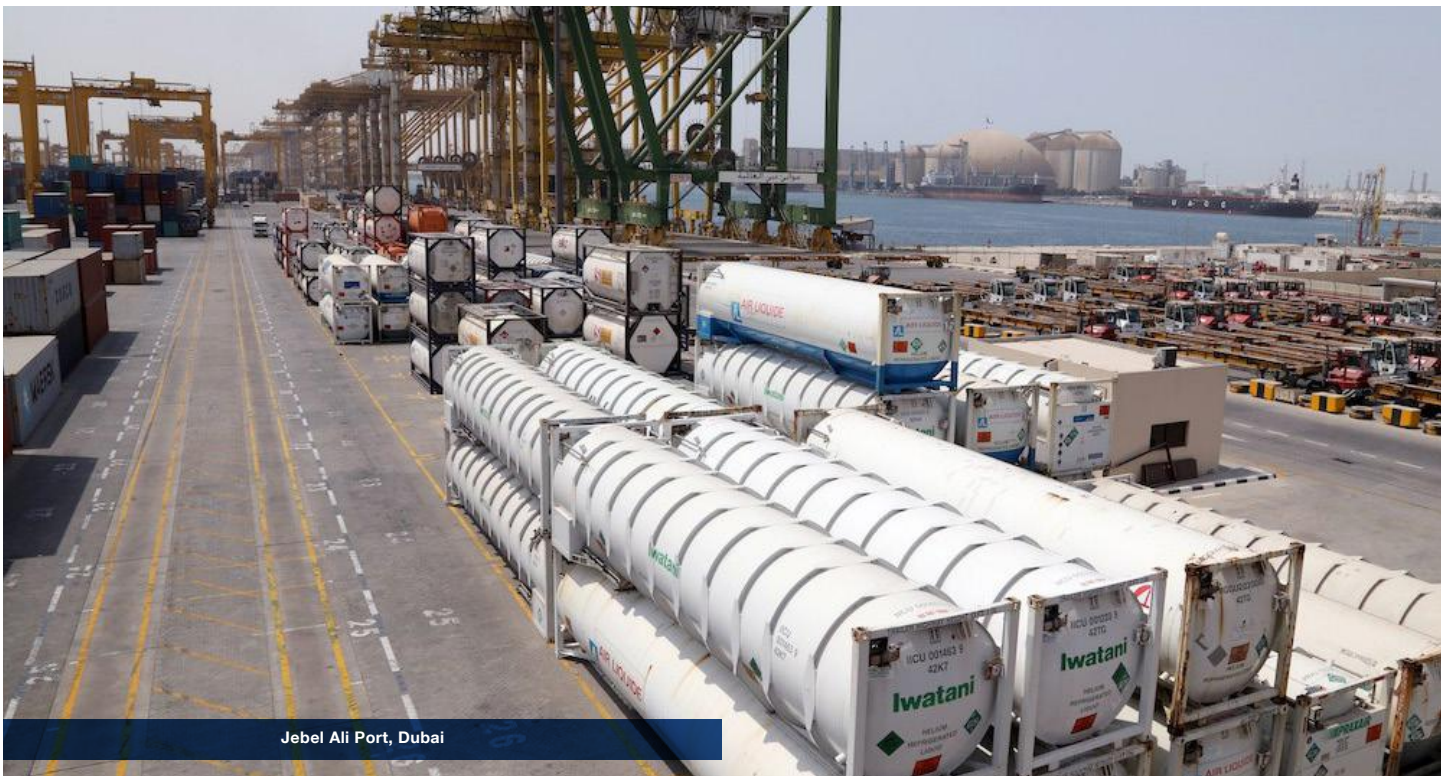


Mr Faisal Khalid Kanoo



Mr Ahmed Fawzi Kanoo

The Directors & Group Management seeks cooperation from all in supporting these new leaders in their respective roles so that as a united team and Family, the company can achieve sustainable excellence.



Jebel Ali Port, Dubai

YBA KANOO JOIN HANDS WITH JOINT TANK SERVICES

YBA Kanoo's joint venture with Joint Tank Services FZCO (JTS), Dubai is situated in DP World's Free Zone area and is in the ISO tanks – cleaning, testing, repairing, storing and leasing business in Dubai. ISO tanks are used to transport liquid chemical exports and imports.

JTS is profitable and is embarking upon expanding its business in Dubai and elsewhere in the region. YBA Kanoo is a partner in the business along with Stolt Nielsen and an individual, Mr. Asif Abdulla.

Reproduced below is an article which appeared in HCB Monthly magazine – October 2016 which mentions DP World's assessment of prospects in the ISO tank business in the Dubai Port.

DUBAI DOINGS

"PORTS – ANY REGION AIMING TO INCREASE ITS TRADE VOLUMES NEEDS QUALITY PORT INFRASTRUCTURE. DP WORLD IS HELPING THE MIDDLE EAST AIM HIGH."

DP WORLD, the leading global trade enabler, continues to invest heavily in developing its flagship Jebel Ali Port, Dubai, and one of the areas the company is enhancing is its petrochemical capacity.

As the world chemical market sits in anticipation of growing volumes of product from the Middle East, the growth will also result in Jebel Ali Port handling a lot of that new cargo, much of which is likely to be moved in tank containers. The port's state-of-the-art terminals are already capable of handling 17 million TEU, and further development will see capacity being increased to nearly 22 million TEU over the coming years. As a regional hub for ISO tank movements, DP World is enhancing its port capabilities and logistics ecosystem designed to offer valued added services.

For those moving chemicals to and from the Middle East, DP World has successfully developed world class system at Jebel Ali that includes specialized warehousing capability for dangerous and non-dangerous goods, tank container storage, tank cleaning and repair services, and value added logistics.

PART OF THE PROCESS

DP World is gearing itself up to handle much anticipated growth in tank container traffic. Jebel Ali's multimodal platform and global connectivity offers the petrochemical industry a unique value proposition from being able to unitize cargo and cater to value-added services required by shippers. With direct global reach to over 140 ports of call and upwards of 90 weekly services, ISO tank operators also have the option of leveraging not only the company's connectivity but also its network as well. To handle incidents safely, the terminals have dedicated areas for parking leaking containers, and are equipped with hazmat recovery trailers. CCTV monitoring, traffic management within the port areas, and trained HSE teams ensure a robust system is in place to handle eventualities and timely first response.

DP World is pushing new approaches in serving petrochemical segments. Every customer and their requirements are distinct and so is the engagement and services provided to them, affirming value, reliability and sustainability in the supply chain.

The recent strategic acquisition of Economic Zones World including JAFZA, one of the largest free zones and industrial clusters in the region, provides an ideal ecosystem for the chemical and petrochemical segments. All major services required for the industry – like specialized warehousing, tank container storage, tank cleaning and repair services, blending, bagging and drumming – are available and are offered by world-renowned operators. The integrated hub of port and the industrial zone offers huge synergies for DP World's customers.

The convergence of DP World's vision and smart partnerships has opened the way for a more meaningful, cost-efficient and seamless supply chain.



Mr & Mrs Pascal Dufrasne

BIKING... THE FRENCH CONNECTION!

Interview:

Mr. Pascal Dufrasne

Area Manager - Central Province

It is said that, "All work and no play, makes Jack a dully boy!" We set out looking for the most interesting of many motorbike enthusiasts in our company, who make time and venture out for time on the tarmac where its them and the road.

We have featured some of our colleagues -- in the following pages -- from across the region, who are motorbike enthusiasts and to give them a tribute by recognizing their passion.

We spoke to Mr Pascal Dufrasne, Area Manager of Riyadh about his passion for motorbikes, family-life, career and much more, which are all summed in the below conversation:

Tell us your story about joining YBA Kanoo and what is your role in YBA Kanoo?

I joined YBA Kanoo - Bahrain in 2008 via a JV named Kanoo Plastics, where I held the position of General Manager for about 4 years. In January 2012, I was transferred to the Riyadh office to take over a new challenging role of Area Management.

What inspired you to use a bike? Share with us your story from beginning to the present.

Being a European, I took to two wheels when I was very young. First came tri-cycle, bi-cycle, then at the age of 11, I took my mom's moped (without her authorization) and drove it around. I shouldn't have had, without her permission, and met with a small accident with another car and bruised my cheeks, which I will remember for a long time to come.

However, one of my schoolmates had a moped, so I got mine at the age of 14 to commute from home to school, going out, etc...

Getting married in 1984 did not stop me from riding to go to work (except when snowing...) until I moved to Saudi Arabia in 1996, where riding a bike was not the best idea. But the craze was still in my blood.

What kind of bikes do you own?

I started with a moped from 50cc (Motobecane, Peugeot 103). After obtaining a driving license, I rode higher and more powerful bikes such as Suzuki 250 GT, Honda 500 Four, Honda 1000 CBX. I have also tried the off-road bikes, but I was not feeling too comfortable and maybe not crazy enough to continue with that type for long, but I enjoyed riding a Yamaha 125 Trial, then the fantastic Yamaha Teneree 660.

Now, being a grandfather, I am relaxed, and I enjoy my small Harley Davidson. It is a Sportster 1200, which I brought in Bahrain in 2010.



Why is riding a bike important to you? Did it change your life?

On a bike, with a helmet and all its safety equipment, you feel a kind of safe and free environment. What is important to me is being different and abiding by the road rules, traffic congestions, being the first at the traffic light, and reaching your destination on time, satisfies me.

At times, I ride at a speed of over 200 km/h to release my stress (my max. was 245 km/h on a highway in France racing against a Porsche... I was so crazy back then!) but with changing times and greying hair, 80 to 100 km/h is great enough mainly while riding with my wife who has been my passenger for the past 32 years and right until now.

Can you describe a handful of favorite moments related to your riding a bike?

Well, the most pleasant moments of my riding experience over the past 40 years now? I can say I have three:

The first unpleasant one was while shopping at Carrefour together with my wife under a heavy storm and rain just after 2 months of getting married. At that time, I had a Yamaha 500 SR and we were living at Reunion Island. Wet though but still smiling as temperature never dips below 25°C.

The second one was when I won against the Porsche over a 100-km distance; but I had to stop for gas... LOL!!!

The latest was two years ago in Thailand: My wife and I rented a Kawasaki 650 and we spent 10 days from Bangkok to Phuket and riding for about 1400 kms, sometimes near the sea, and at other times in the green and rainy forest near Myanmar.

What is challenging about riding for daily transportation?

Here we are touching an important point: Security of two wheelers. Riding a two-wheeler on a daily basis is indeed very dangerous. The unpredictable danger comes from other car drivers, as they are faster and don't look to their right and left.

I wish to highlight two locations:

First in Europe - The biker population has grown over the years, for eg. In Paris, 100s of bikes are around you all the time.



Pascal's Tressured Possession



Mr & Mrs Pascal Dufrasne: Biking Partners for 32 Years

In the Middle-East and in KSA, in general, the bikers ignore you and if you challenge them to speed, they block you purposely.

To ride safely in Riyadh, we have no other choice to go out but Friday early morning. We are a group of about 4- 6 bikers, and start at around 5.00 am during summer and 6.00 am in winter. We drive for about 200kms and go home by 9.00 am.

Concerning local bikers (there are a lot now) they all are much experienced like us or me, being on wheels more than 40 years. They never rode a bicycle nor a moped to gain experience. They have money, they purchase a bike and with a very low training, they get their driving license.

My experience gives me reflexes in anticipation of what others may do few seconds before I reach them. However, we are continuously on the edge of a disaster to trigger of a minor or a very painful accident. That is the life of a real rider!

“And do you know what shows you are a happy rider? The numbers of flies on your face while driving!”

What do you think can make transportation via bike easier? What needs to happen to eventually make the bike more friendly?

Here, we hope that the local population will accept us and then make our ride less dangerous. But there is one thing which will never change, it is the weather!

The heat here is the most unpleasant factor of riding and for security reasons, we always wear leather jackets, boots, helmet and gloves and ride under 50°... we are in the frying pan after 9.00 am in July/August

Do you like to do upgradation/modification to your bike?

From the beginning of my riding experience, I learned how to maintain and repair the machine but rarely upgrade those.

Being a H.O.G. now (Harley Owner Group member), it is a different philosophy.

You get a basic bike and then over the years, you upgrade it. I do not differ from that behavior and when I got my sportster in 2010, it was a solo bike. Now, if you look at it, it looks like a Touring bike for duo riding with windshield, saddle bags, top case for pillion comfort, new shock absorbers, bigger fuel tank, etc.

Also few upgrades have been installed to improve its performance, such as a new exhaust, twin air intakes and an electronic power chip set that gives me more than 20% more power than the original machine and, that is appreciated in case of necessity to move faster in a few seconds.

My bike is parked inside the house, in the ground floor “majlis” transformed as a workshop and I go in and out using a small ramp.

What’s great about working in Riyadh? Tell us about interesting and favourite things you do in this city.

Riyadh is a great place to be with lots of business opportunities and for pleasure as well. I feel at home, as I know all the places, and moreover, Riyadh is the capital of the country.

However, there are challenges too but can be overcome with time and with friends around, we dine together and enjoy our BBQ evenings. What is positive about Riyadh is that they have recently opened a “skiing facility” and is well patronized by all.

Tell us more about your family life.

If one has a family in Riyadh, one can enjoy all the comforts of life in your own house. Thanks to God, we have a comfortable accommodation with indoor activities that keeps us entertained and well!

I have now completed 11 years of my life in Saudi since 1996. We had children with us first, as they are now settled in life, we are just the two of us now.



MEET THE KANOO BIKERS

Mr. Freddy Sherman
EGM - Business Development

It was in 1977 that I got a job on the construction site of the Dubai Dry Dock – a gap year between leaving school and starting University. Being very junior in the organization, I was given an official company Honda motorcycle, as I needed transport to get around the large construction site. Since then, I have had 11 more bikes and over the years I took a liking in restoring and repairing as well as riding my bikes.

When I owned my first car, I didn't need a motorcycle for transport but remained interested to develop my skills to be able to ride "anything". I gradually bought bikes with bigger and bigger engines that were heavier and heavier. The bigger bikes provided a real challenge to handle initially but with practice became second nature to operate.

At one point I bought a sidecar from India and fitted it on my Royal Enfield Bullet. This is a whole new riding experience - no need to balance on two wheels but going round corners (left and right are very different) provided some very strange sensations. It is particularly difficult



Freddy Sherman



when you switch from 3 wheels to 2 wheels and forget that you have to remember to put your foot down when you stop - or you will fall over!

Since the brakes on the Bullet were not very good, I had to rely on engine brakes. Sadly whilst in Isa Town, I had to change down quickly to leave space for a truck entering a roundabout ("did not see me") and broke the conrod which came through the engine housing. Following that, we had an interesting experience towing a motorcycle and sidecar to get it home. I found a Bullet in a scrapyards

“ I FOUND AN ENFIELD BULLET IN A SCRAPYARD IN RIFFA AND BOUGHT IT FOR BD 50! ”



Freddy in Action

in Riffa, bought it for BD 50, took the engine out and replaced the blown engine. It ran beautifully first time. That bike is now running around New Zealand.

In the last 10 years, my interest in safety on the road has grown and have spent a lot of time studying books and training videos on the subject - and have put into practice techniques that I had learned to avoid dangerous situations.

I believe it is dangerous to ride a motorcycle on the road (in any country), as many car drivers don't seem to be able to see anything with only two wheels, and the way some motorcyclists drive encourage an aggressive response from car drivers. There are plenty of things we can do to stay safe and I would encourage everybody to improve their skills so that they can continue to enjoy this wonderful pastime.



“ I’M ADDICTED TO MOTORBIKES! ”



Hassan Al Maskati

Mr. Hassan Al Maskati

Legal Manager - Bahrain

It all started in the late ‘90s after I tried my hand on a bike ride with a friend of mine, the feeling was exhilarating and the adrenaline just pumped through my veins. It was a perfect combination of joy and freedom and ever since, I’m addicted to motorbikes.

To me being on a motorbike calms my senses and gives me a thrill at the same time. It’s a feeling that I can’t really explain but unless one tries out he will know how it’s like. It’s a mixture of feeling that contradicts but still leads to one good feeling.

The biking experience is something that runs in my family as my dad used to be a biker and now I’m into it. God-willing, I’m not planning to leave it any soon and now my son is my riding partner. He has the same interest in bikes too and he does enjoy the long rides.

About the bikes I own? I had a 170 Suzuki trail, Sportster XL1200, Fat Boy and currently Ultra Limited and a Yamaha 125 scooter...just for fun! I must admit that I had test-drives on a number of bikes upon the request of some of the dealers, such as the Moto Guzzi, Indian & Polaris.





Kevin Murphy

Mr. Kevin Murphy
Group Treasurer

I have been riding bikes ever since I was 18, initially because I could not afford a car while at university! I have owned multiple bikes over the years, and always rode them as a form of leisure, especially on days where the weather was great. My initial bike was a simple Yamaha, often referred to as the 'lawn mower' because it had a small noisy engine! I soon grew into larger bikes, getting a Honda 'Super Hawk' - as the name eludes to, this bike could fly!

Having had several accidents – one my fault and the other being side-swiped by a car, I changed my focus onto 'Cruisers' – bikes that are big, heavy, comfortable and LOUD, so other drivers can hear you well before they see you! My cruisers of choice are Harleys. I have two Soft Tail Deuces, the first a heavily customized show bike that has won many awards, and the second a mildly customized bike to enjoy longer road trips. Both have large engines (bigger than a small to mid-range car engine) and are loud, so you may hear me coming to, or leaving work from Kanoo Tower, Bahrain on Thursdays!



“ MY CRUISERS OF CHOICE ARE HARLEYS ”



Mr. Vivek Joseph

Senior Leal Consultant - UAE & Oman

I have always been a fan of two wheels, first learning to ride a bicycle at an early age without training wheels and breaking many things in the process! Throughout my high school I loved the daily 18-km hilly ride to and from school.

Once in college, I scrounged up enough money to buy an used Yamaha motorcycle. It was the cool bike to have in India those days. It guzzled petrol, rattled and gave me constant mechanical trouble but I thoroughly enjoyed it for many years – first love effect, I guess.

When I finished college and started working, I could afford to move up to a Royal Enfield while most of my peers got themselves their first car. Delhi isn't the friendliest city for pretty much anything, least of all a motorcycle, but I wouldn't budge despite receiving loads of sage advice to 'change my ways'.

Upon arriving in the UAE in September 2005, I enrolled simultaneously for 4 and 2-wheeler classes and as luck would have it, got both licenses at pretty much the same time. A few loaner bikes later, came my gargantuan BMW R1200GS. Unfortunately, the previous owner didn't seem to have loved it enough and the engine gave up on me after three 3 years.

I now ride a 2013 Suzuki GSXR 750 (heavily modified, naturally!) and my rides are now largely by way of daily commuting to work. If it weren't for the scorching summer heat in the Gulf, I would ride all year. I still ride in 500 C heat...call it an undying commitment!

There is something very liberating about riding a motorcycle that you just cannot get in driving a car. Your narrow profile lets you squeeze into the tightest of spaces

“ IF IT WEREN'T FOR THE SCORCHING SUMMER HEAT IN THE GULF, I WOULD RIDE ALL YEAR! ”



Vivek Joseph



and you can make short work of the most clogged streets. Cornering efficiently on a motorcycle (it is an entire science in itself – ask Keith Code) takes years to master and is a very fulfilling experience once you get the hang of it. I love riding and while I might choose a more comfortable ride in the years to come (a sports bike does things to your connective tissues, and bones, if you aren't careful), I will never give up riding as long as my body agrees.



Willy Chaudhari

“I FEEL THE BEST WAY TO SEE A PLACE IS ON A MOTORCYCLE”

Mr. Partha (Willy) Chaudhari

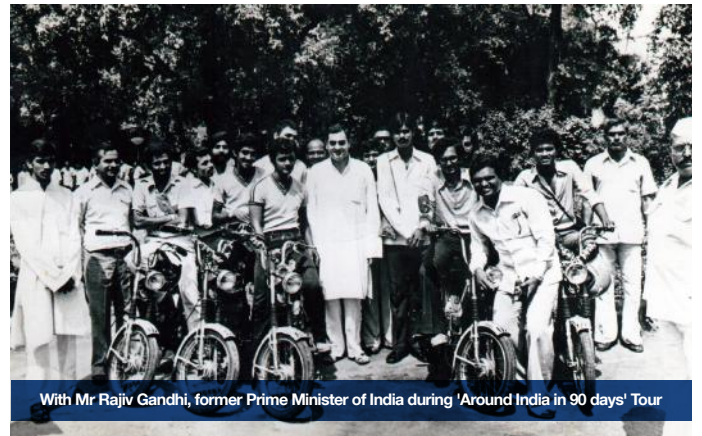
Rental Manager - KSA & Bahrain

My passion for motorcycles started way back in the 80's, during my college days, when I, along with 4 friends, went around India on 50cc mopeds. On a trip covering 18,000kms, advertised as “Around India in 90 days” by the manufacturer of the mopeds who had sponsored our trip, we travelled through almost all the states of India. Riding through the deserts of Rajasthan, the mountains of Kashmir, the forests of Bengal and the coastal areas of South India, we spent an amazing 90 days – meeting people from all walks of life. We also had the privilege of meeting the then Prime Minister of India, Mrs. Indira Gandhi, when we reached Delhi. She was keen to hear from 5 college students riding around India on 50cc mopeds, a very rare event in those days.

This ride ignited a passion, which has lasted to this day.

The two-wheeler connection has seen me ride all types of motorcycles, on all types of terrain. Though I have participated in some forms of motorcycle racing in the past, my main pleasure comes from touring on motorcycles. I feel the best way to see a place is on a motorcycle because of a feeling of being one with the surroundings. Whether it is through a city, or roads through deserts, mountains or forests, the wind the view & the freedom – is a feeling that cannot be described easily.

The 4 years that I lived in Bahrain, I rode all over the island on the Suzuki Bandit 1200 that I owned during my stay there. A 20-minute ride in the evening, after a



With Mr Rajiv Gandhi, former Prime Minister of India during 'Around India in 90 days' Tour



long day's work would completely get rid of my work-related stress that I may have had. Riding a bike is a best stress buster that I could ever have access to!

Currently, I have a Triumph Street Triple in Dammam. I enjoy riding this bike on weekends. There is quite a healthy crowd of two-wheeler enthusiasts here, and it appears the tribe is growing every day.



Steve Blackney

Mr. Steve Blackney

Regional Operations Manager & Regional Manager - Military

I was originally inspired to take up bike racing by that fact that my father and grandfather were keen bikers, and when we moved to Dubai in the early 1980s, it was the perfect place for dirt bikes with so much free desert to ride in. I fell in love with the desert and that is a passion that continues today over 30 years later.

Once my brother and I learned to ride in the sand, it soon turned to racing in the local Dubai Motocross championships. This passion developed over the years in to more serious International motocross racing in the Gulf Countries and even included an appearance in the World Championships as far away as India.

Following on from Motocross racing, I was inspired by the UAE Desert Challenge Rally to start competing in longer distance endurance races, which eventually led to competing in events such as the 9-day Australian Safari Rally as part of the World off road Championship.

A parallel ambition of mine was also to take up racing Road Bikes, with the main inspiration coming from watching the famous street races that take place annually on the Isle of Man. I started racing locally in Dubai and in Qatar from 2007 with the help of Kanoo sponsorship, which eventually led to racing in endurance events in the UK to gain experience in the rain and on a variety of tracks. My ambition was to qualify to race at the Isle of Man myself, and that was finally realized in 2010, followed by a repeat in 2012.





“ I FELLED IN LOVE WITH THE DESERT AND THAT IS A PASSION THAT CONTINUES TO DATE ”

Unfortunately, 30 years of racing has eventually taken its toll on me and I was forced to finally retire this year following a severe back injury during the Abu Dhabi Desert Challenge Rally, but I have no regrets about what I have achieved during my racing career.

In terms of bikes that I own; I had to sell most of my race bikes to help pay for medical bills, but I still have all of my old bikes which I will keep as souvenirs of my racing career. Right now I have:

- Honda Xr 650R, CR500, CR250, CBR 1000.
- Yamaha R6, PW50
- Kawasaki KX500
- Suzuki DS80

I also own several mini-bikes which my son will hopefully learn to ride and compete on when he is old enough! So the legacy of racing may continue to a third generation of Blackneys.



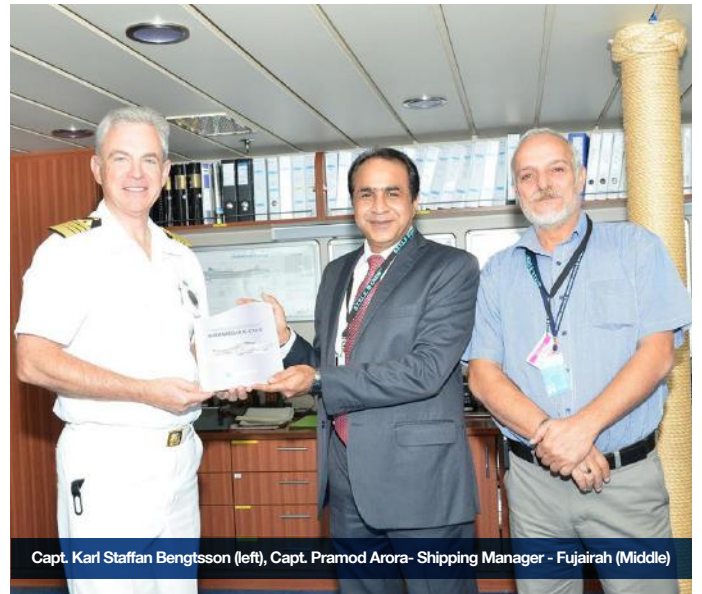


Norwegian Star

'NORWEGIAN STAR' ON MAIDEN VOYAGE TO UAE & OMAN

'Norwegian Star' marked her maiden voyage to the GCC region by making her first call in Salalah, Oman, followed by Muscat on 18th November. She then continued her cruise within the UAE by calling at Dubai and Abu Dhabi, then back to Oman (Khasab) before finally completing her cruise in UAE at Fujairah Port.

Attended by dignitaries from Immigration, Customs, and Security, the arrival of 'Norwegian Star' at each Port commenced with a traditional plaque ceremony held aboard the luxury cruise liner, in which an honorary plaque was exchanged between government dignitaries, Kanoo Group management and the ship's captain.



Capt. Karl Staffan Bengtsson (left), Capt. Pramod Arora- Shipping Manager - Fujairah (Middle)



Port Officials Fujairah along with Captain Pramod & Ship Captain



Kanoo Shipping Dubai team along with Jebel Ali Port officials

Event attendees were then invited on a tour of the vessel, to experience the entertainment, culinary and wellness offerings available on board. Receptions were held in Muscat, Dubai, Abu Dhabi and Fujairah Cruise Terminals with Kanoo Shipping management, John Drinkwater - Country Manager (UAE & Oman), Janaka Hewage - Shipping Manager (Oman), Capt. Pramod Arora - Shipping Manager (Fujairah) and Aloka Mendis - Shipping Manager (Abu Dhabi) attending on Kanoo's behalf.

The ship boasts of 11 restaurants, including venues serving Tex-Mex, Japanese and French cuisines, and 8 bars and lounges (try the open-air Bier Garten). In line with the Freestyle mantra, public spaces range from intimate to exuberant, providing a variety of sports for activities and entertainment day and night. There are also tons of accommodation options, from standard inside cabins to the enormous 6,694-square-ft., three-bedroom Garden Villas.

'Norwegian Star' designed for discerning cruisers with sophisticated environments, impeccable service, inspiring on-board programmes and world-class cuisine, is one of the latest premium cruise ship to visit the GCC region. Launched in 2001, the 2,348-passenger 'Norwegian Star' was the first Norwegian ship custom-built for Freestyle Cruising.

Norwegian operates under two brands: Norwegian Cruise Line and NCL America. As ships that predated Star Cruises' ownership are being pruned from the fleet, Norwegian Cruise Line is focusing efforts on its designed-for-Freestyle models. These include 'Norwegian Sun', 'Norwegian Star' and 'Norwegian Dawn', which launched in 2001 and 2002.

The cruise ship is scheduled to call back in GCC region on March 25, 2017. GCC has experienced more new cruises this season contributing towards the record number of tourists expected to visit the region in the 2016/2017 cruise season.



John Drinkwater-Kanoo Shipping Country Manager-UAE & Oman (right) with Ship Captain



Janaka Hewage-Kanoo Shipping Manager Oman along with Kanoo personnel & the Ship Captain



Backstreets of Seoul

Globetrotters is where YBA Kanoo staff can contribute their stories, adventures, travels from around the world (accompanied with hi-resolution pictures) and we would love to hear from those travel enthusiasts so we can share your stories with the team.

Here's a debut article from Mr Hussain Rasool, Group Corporate Communications Manager sharing his Korean adventure.

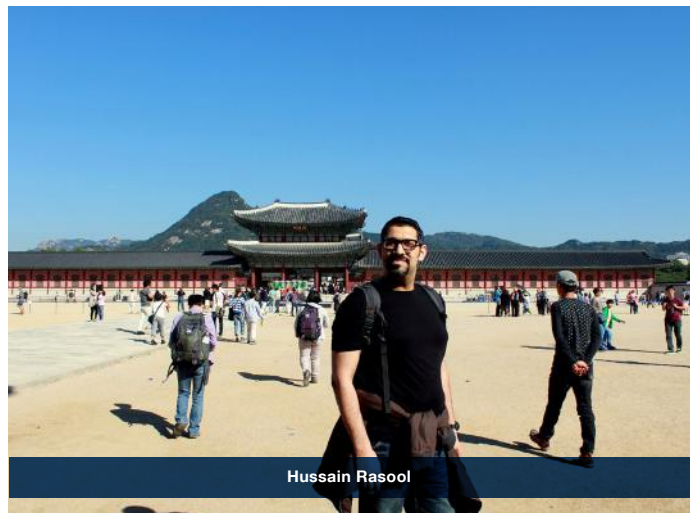
GLOBAL TROTTERS..... SEOUL SEARCHING – MY TRIP TO SOUTH KOREA

I've always wanted to visit South Korea as it's been sitting on my Travel list for a long time now.

When I was still very young we had a South Korean neighbour who always wanted to share some of his culture and gave us books and brochures about his country and even taught us a few Korean words. South Korea has now become a cultural destination not only for its rich past cultures but also for a new generation that has taken the world by a storm with their K-Pop music superstars, who can forget PSY and his Gangnam-style smash hit. It is not only about music as they are even well-known for their Korean Drama shows that are even dubbed in Arabic on some channels now. The opportunity for me to visit.

Stay:

I stayed at two locations within Seoul, the capital of South Korea and home to over 10 million inhabitants, 25 million if you add the outskirts of the city where new cities and population centers are being developed.



Hussain Rasool

This was a solo trip, so I was traveling alone. Solo travel has a taste of its own and allows you to discover more on your own and get to meet and talk to more people, which will eventually make you understand the culture, people and much more.

Food:

The first barrier many people would have when considering traveling to South Korea is food, if you search online, you will find many travelers complaining about food in South Korea. Yes, you will not find your favorite international



Seoul Forest

cuisine wherever you go. There may be a few but mostly you will find local food outlets. Korean food is quite colorful, and savoury. I think the challenge is finding what would suit your taste. The best way is to explain your taste to the hotel staff and they can recommend and write names of dishes on a piece of paper that you could utilize whenever you need.

Another challenge you will find with Korean food is that they use pork extensively in most dishes unless you ask them not to, especially when you are a Muslim. So my advice to you would be, to do your research on Korean food. You can browse through many articles and YouTube videos that can help you find food to your liking. If that's not your cuppa tea, then just head to the international district called 'Itawon', -- this could be the place for you if you are looking for an interesting melting pot, where you will find signs in all languages – one being Arabic, and all kinds of Middle Eastern and Indian/Pakistani cuisines as well as Seoul's only Large Mosque and Islamic cultural center.

Costs:

When I started doing my research on the trip, I wanted to know if South Korea is really very expensive as many reviews would suggest. In the traditional sense, it is. Seoul is an international city just like New York, Hong Kong and Dubai – however, I eventually found out, with the right research that Seoul is cheaper than Dubai for around 10 days stay in a 4-star accommodation including guided tours and transportation, as well as economy airfares, you will still spend under BD1,000, if you do the right research and make conscious choices.

People:

I met many friendly people there; who were kind and very interested to know where I came from. To my surprise, I realized that many are now learning Arabic in their universities aside from the traditional popular languages like, Japanese, Chinese and English. The surprise was ebbed away when I learned that the Arab World is becoming one of the top three trading regions with South Korea. I literally had people conversing with me in some Arabic throughout my stay. One gentleman told me he learned Arabic, some 40 years ago and another retired senior executive at Korean Air, told me that he was once stationed in Bahrain many years ago.

Away from my astonishment on their knowledge, I was also amazed with how well-mannered everyone was, even in a crowded underground metro, people were quiet and pre-occupied with books, gaming or watching Korean drama on their mobile phones (where Wi-Fi connection is available on trains other means of transportation, including buses and taxis). The younger segment of the population always makes sure to accommodate the senior citizens. I later learned from someone I met there that men always keep their hands up so they do not inadvertently touch any female passengers on the train, and when I saw with my own eyes, it was so very true.

Places to Visit:

I visited many places during my short stay but yet to cover half the list I had as there were many things to do. Below are the most memorable places in my opinion:



Gyeongbokgung Palace

- **Bongeunsa Temple:** I was so surprised to find this large and ancient Buddhist temple in the middle of the busy Gangnam Gu area. This is a beautiful and peaceful place that is visited by people from around the world. It is free to enter and also offers a very popular temple stay where you can learn many techniques to achieve peace and serenity. It also has a very interesting history for those interested – a quick google search will give you tons of information (as the pages here will not be enough).

- **Gyeongbokgung Palace:** This is the crown jewel of Seoul palaces and the largest. During the Joseon Dynasty, the palace not only has a long history of being served as the King's and government palace but is also one of the most beautiful palaces having its own gardens and ponds. The palace has daily displays of Guard Changing ceremonies and if you're lucky going there on a weekend, as I did to see the guard inspection ceremony, it is a full re-enactment of the Royal ceremony that has amazing outfits and martial arts display.

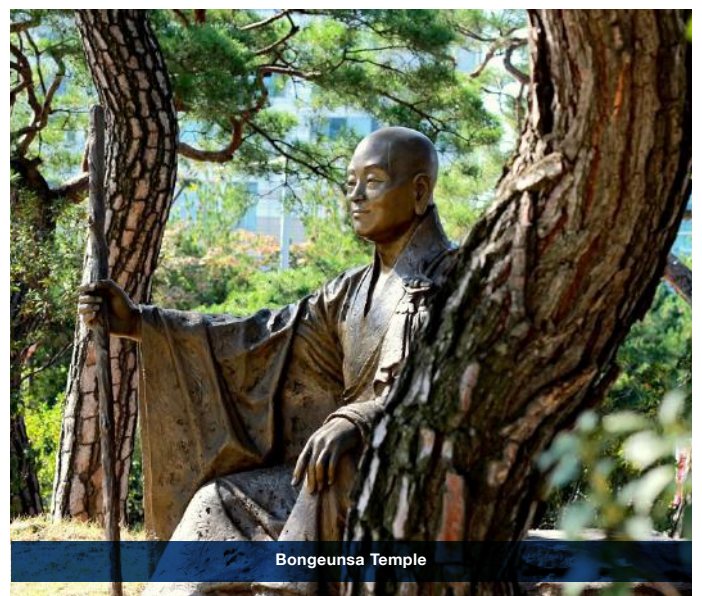
- **World Trade Centre Seoul (WTC Seoul) better known as COEX there:** an amazing complex of all things in one, this place is not only a mega Convention and Exhibition center but it also has the largest underground shopping center, a big aquarium, a few hotels, a duty-free complex, casino and much more. If you go there make sure to get a map!

- **Cat Café:** Seoul is one of the cities that caught the Cat Café fever. These are theme cafes that builds on people who can't have pets for any reason, be it building regulations or having someone with allergies in the household or just not having the time to take care of your own pet. People young and old, flock to these cafes to play with the amazing collection of lazy cats, feed them and have a drink while at it. All this in a highly hygienic

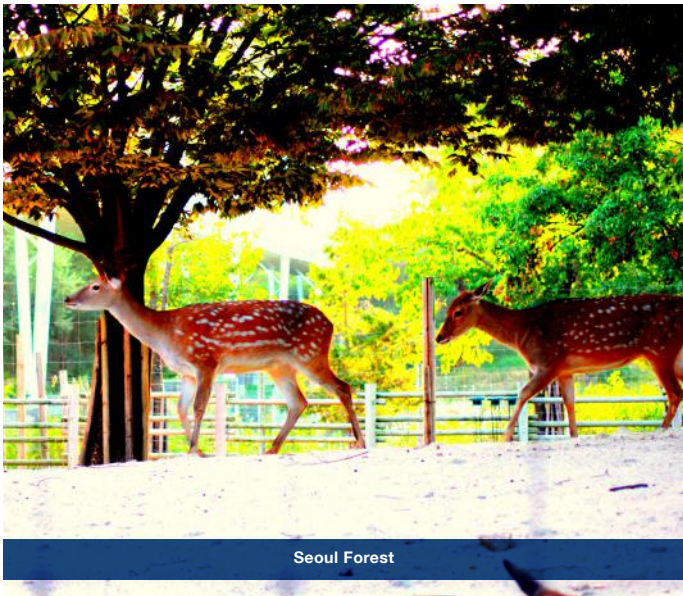
and controlled environment, the staff there will make sure you have cleaned your hands and well sanitized before engaging with the cats, and also make sure you clean up when you leave.

- **Deoksugung Palace:** another beautiful palace smack in the center of the bustling city. What makes this palace so special is that it has both the historic factor and a more modern building structure that acts as a gallery and Art exhibition centre.

- **Seoul Forest:** I didn't find this place from my initial research on Seoul and it wasn't on my "to go to" list. However, I was fortunate to have made a new friend there who told me about this place. This is a very large park to



Bongeunsa Temple



Seoul Forest

the extent that calling it a park, is an understatement. It is a forest within the city hence the name Seoul Forest. This makes Seoul as one of the greenest large cities on the planet boasting five surrounding mountains that gives it an amazing scape and scenery, as well as scattered green spaces all over the city. The aptly named forest also has free Wi-Fi which I found to be incredible. It's so big that it has multiple zones from horse-back riding to a deer park, butterfly park, flower gardens, children's play area, cycling routes and a small mall, as well. People there enjoy the weather and go for picnics or walks to take time-off the busy city life.

- **The traditional Markets:** WOW is the word! I am not a big shopper but to see so many cool things in Seoul's markets and the variety and liveliness of these markets is just great. These markets are well organized and usually you will find maps and guides happy to help you find your way. The most important ones I visited are as follows:

- **Dongdaemun Market:** This is the center of the fashion industry in Korea. This market opens all day, as in 24 hours. It's got everything from textiles and clothes to accessories and makeup.



COEX Exhibition Centre

- **Namdaemun Market:** This is how I would have hoped Manama Souq would grow up to be, even though it is a spiral of stalls and shops. It is organized and has its own map distributed for free with guides to assist. The place sells everything you would want in a traditional market. A small tip for those hungry for Middle Eastern food. There's a small Iraqi shawarma place on the outskirts of this market, really good food and a great conversation in Arabic for a change (since I was travelling alone).

- **Noryangjin Fisheries Wholesale Market:** This is simply Korea's largest fish market – for all you who love sea food – prepare to be amazed.

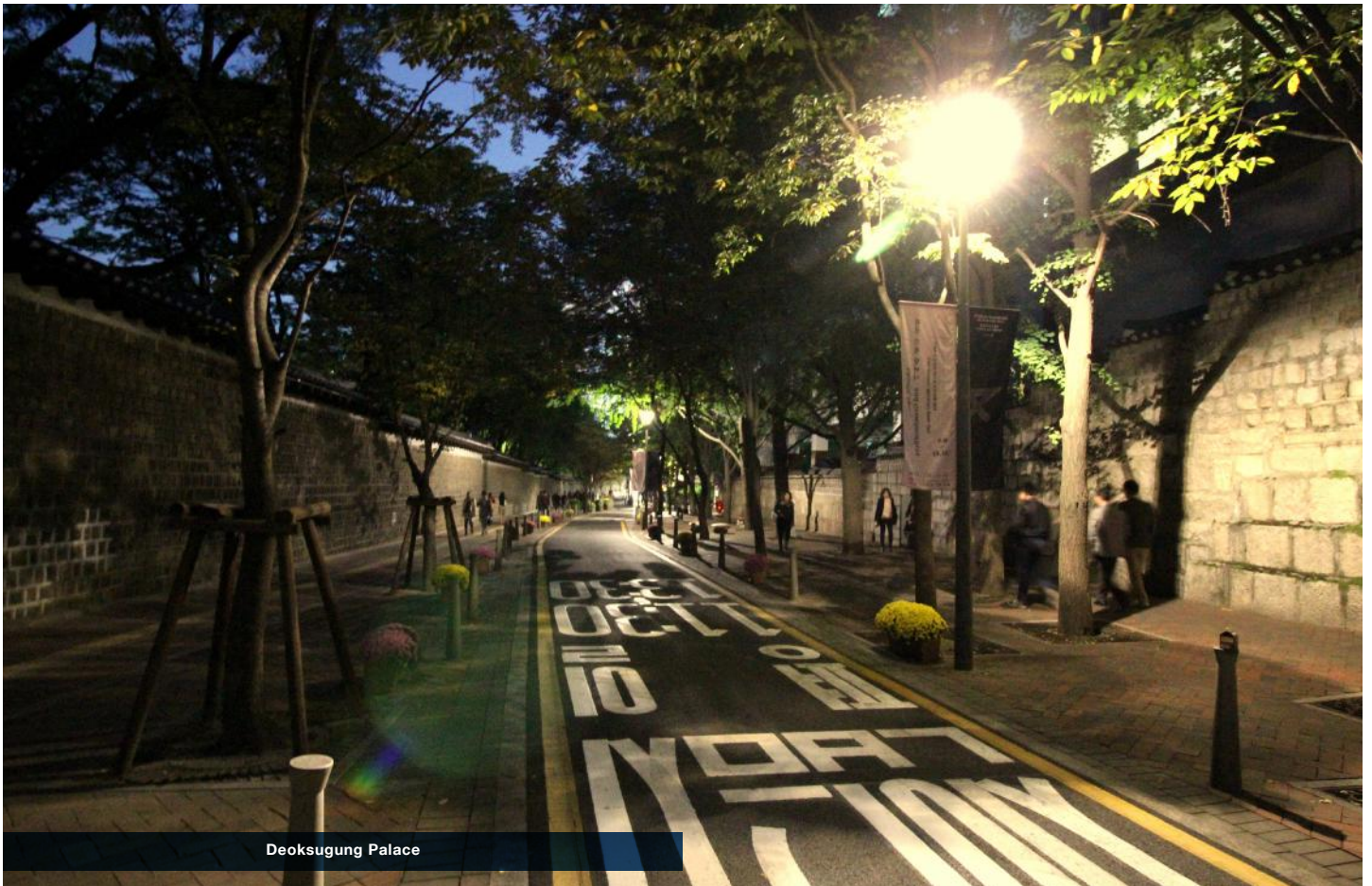
- **Insa-Dong Street Market:** I simply loved this market. It's not as big as the others but is the liveliest with college folk arts groups and guitar players strumming, young street fashion, as well as amazing memorabilia. This is my kind of street. It's so young and hip. I also found the most amazing tea house – the tea I got from that street was just incredible (Yes, I am a big tea buff).

- **Gangnam Street:** Only one of the trendiest streets in the country and you can imagine its new found fame through the smash hit Gangnam-style by PSY. A must visit – this street is so hip and young it has such an electrifying vibe. The crowd there is young and stylish, fast and on the go, you can find beautiful cafes and tasty upscale food both local and international

- **N Seoul Tower and Namsan Mountain:** This amazing tower is on top of the Namsan Mountain – going there on the cable car to see the whole city is the highlight of any trip to Seoul. Then you can have a hike going down with the amazing scenery. If you are with a loved one, you can put your love locks at a special area – cute – you will see many couples in that area.



Insa-Dong Street Market



Deoksugung Palace

- **Itawon:** One of the liveliest streets in Seoul and the international centre where you can find everything international from brands to food to party and street festivals and concerts. This street has the Seoul Mosque and endless middle eastern food outlets and Halal places as well as other international food outlets.

- **Cheonggyecheon Stream:** It is a 10.9 km long, modern public recreational space in downtown Seoul, South Korea. The massive urban renewal project is on the site of a stream that flowed before the rapid post-war economic development required it to be covered by transportation infrastructure. A whopping \$900 million was spent to make it become the popular attraction. It is now among city residents and tourists. I have been told that it drastically adds to the green spots in the middle of the city.

Noting that those are not all the places I went to, these are the most notable. I also missed visiting a number of attractions in Seoul, mainly the DMZ (Demilitarized Zone) which is the area between North and South Korea, as well as going to the mountains for a hikes and adventures. For Korean Drama lovers, there are special tours that take you to the shooting locations of the various series, one of the most famous is Nami Island of the series Winter Sonata and many others including a list of historic locations. I would also recommend Hongdae for the younger visitors. This is the Universities district where you can find handicrafts and street musicians. Away from that, Seoul has some of the most amazing theme parks in the world, I wish I had more time to visit them all.

In conclusion:

My visit was one of much learning and I wish I will have the chance to visit again with more time to spend, not only in Seoul but also a broader trip throughout S Korea!



Cheonggyecheon Stream



Deoksugung Palace

We hope you enjoyed this Travel feature, give it a try and send in your contributions to: corpcomms@kanoo.com accompanied with lovely, beautiful and scenic pictures!

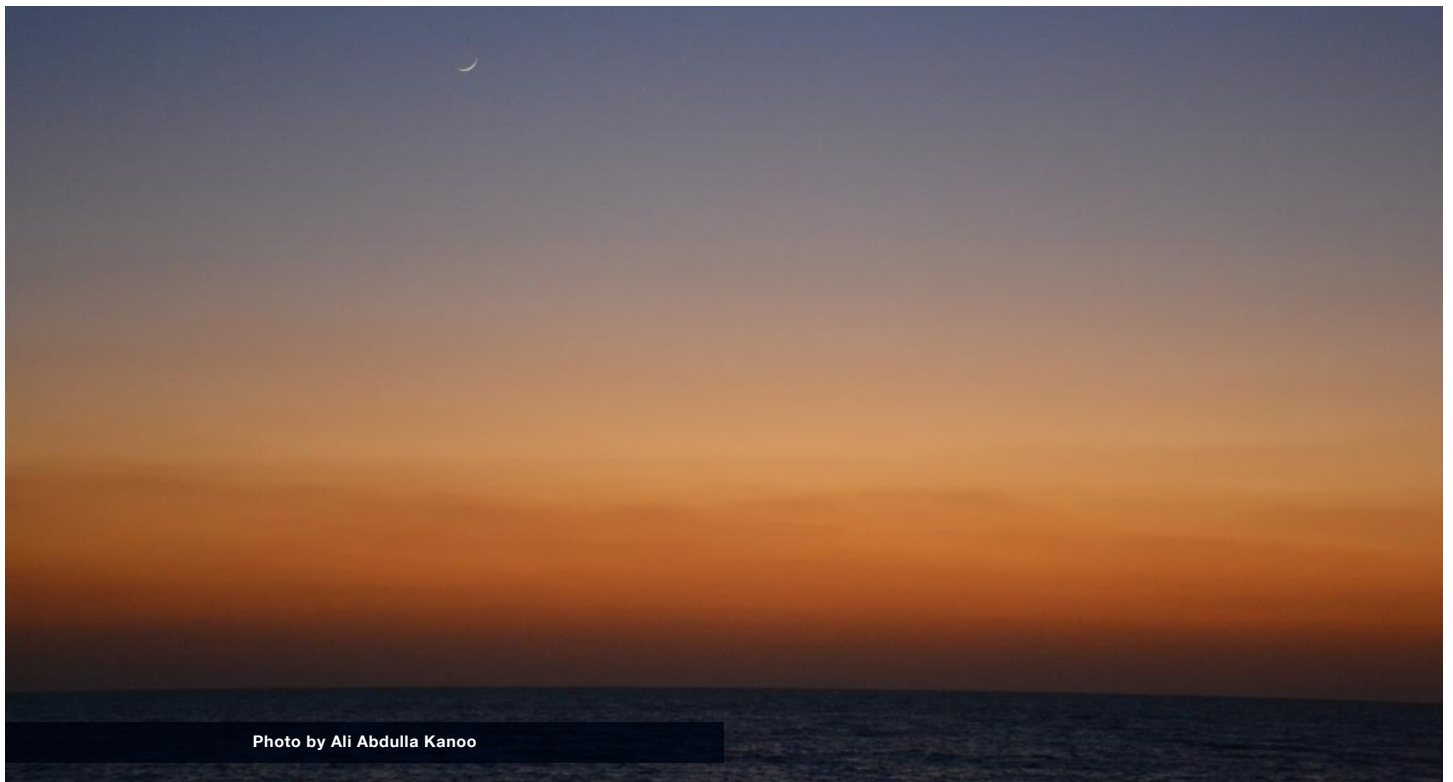


Photo by Ali Abdulla Kanoo

A BIG THANK YOU!

We would like to thank all our contributors for your interest in taking part in the 2017 Desk Calendar Photography competition. However, due to low response and sometimes non-conformance of the theme specified for the pictures we received, we had to regrettably disregard the idea. Nonetheless, all is not lost; it gives us great pleasure to showcase selective pictures from what we have received as a “Thank You” gesture to all those who have participated.

Do look forward to more competition announcements soon. All the best!



Photo by Philip Kuty



Photo by Arjun Sasi

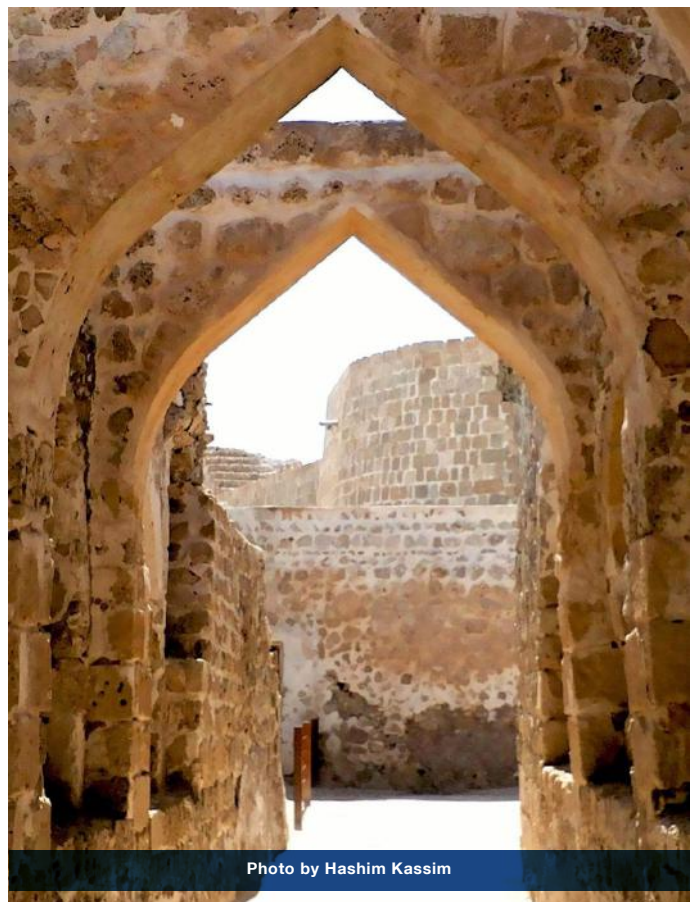


Photo by Hashim Kassim



Photo by Yasser Al Qattan



Photo by Syed Rafiqullah



Photo by Simmi Chodankar



Photo by Arjun Sasi



Photo by Gulrez Khan



Photo by Dave Joseph



Photo by Philip Kutty



Photo by Yasser Al Qattan



Photo by Mohammed Atef Hosny



Photo by Arjun Sasi



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Photo by Mohammed Atef Hosny



Photo by Simmi Chodankar



Photo by Gulrez Khan



Photo by Mohammed Atef Hosny



Photo by Imteyaz Khan



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Photo by Mohammed Atef Hosny



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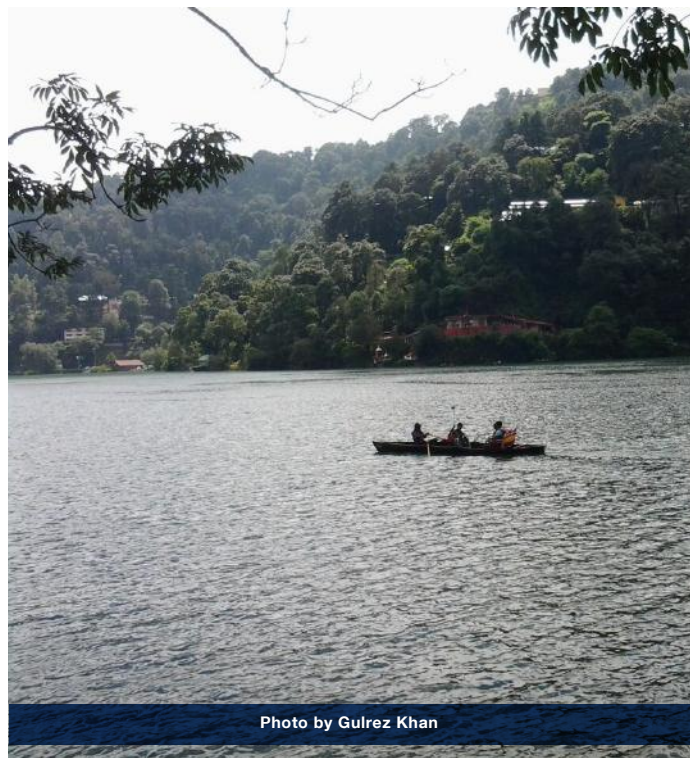
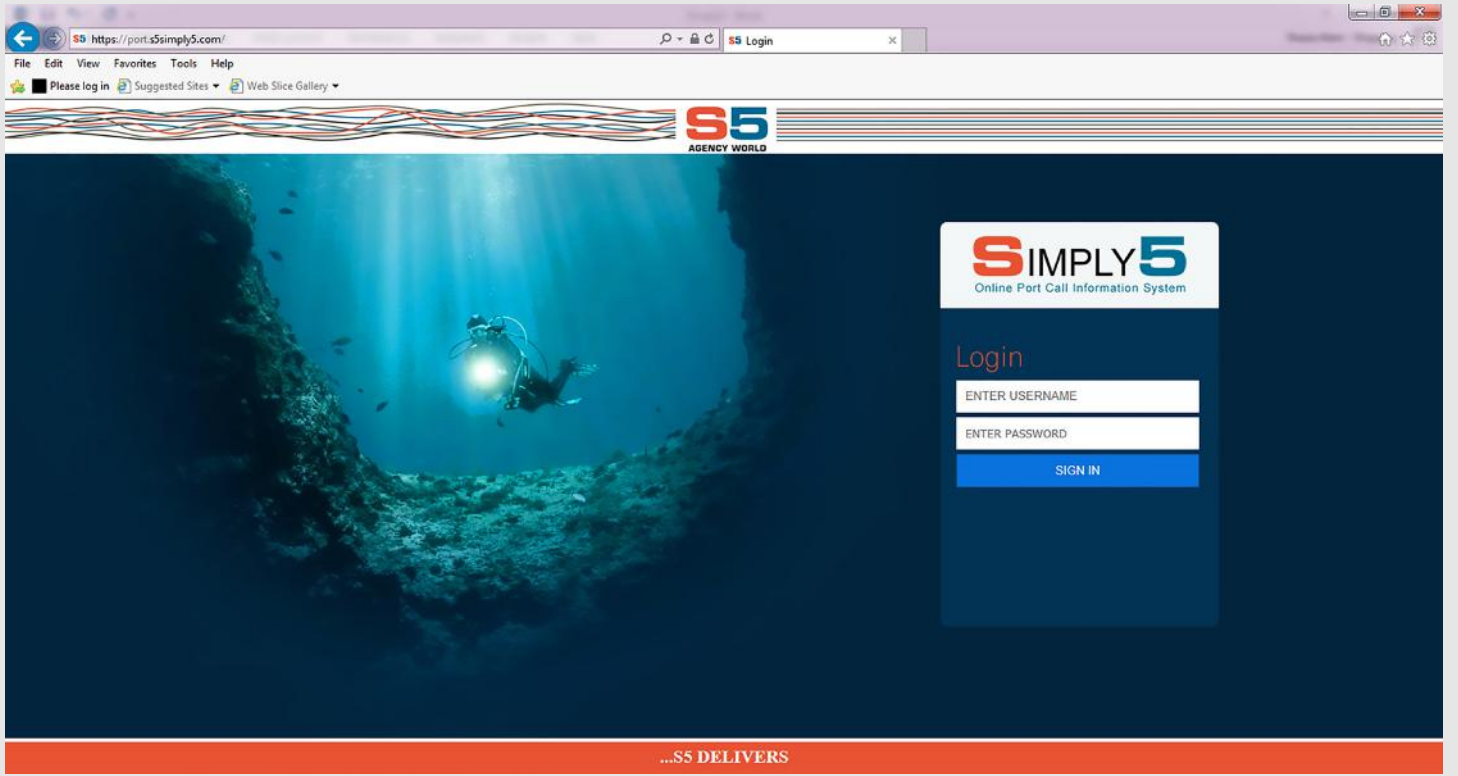


Photo by Gulrez Khan



LAUNCH OF SIMPLY5

Simply5 – the web-based online system was successfully launched on 28th Nov 2016 replacing the Agency- Now system, following the workshop which was held in May 2016 in Bahrain.

It is developed on a web-based platform hence the port users have the flexibility of accessing the system from anywhere, without the requirement of VPN access.

This system is a real-time application where the data

entered by the port user is immediately synchronized with Simply5 Client Interface and is visible to the client instantly.

In this system, many new features have been incorporated which are useful to the clients as well as the port users. A few examples are:

- Automatic port call file creation for the online nominations.
- Introduction of work flow for users and clients.
- Client requests for PDA enquiries can be furnished through the system, which can eventually be converted into a call.

Simply 5 application for supporting the smartphones, tabs, and other hand held devices is being developed and will be available soon.



تحقيق التميز
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Attendees at the UOB Partners Day

YBA KANOO PARTICIPATES IN UOB PARTNERS DAY



President of the University of Bahrain Prof. Riyadh Hamza with Hussain Rasool



Lunch at the Event

As is well-known, YBA Kanoo has been a long-term partner with the University of Bahrain (UOB). The company recognizes that to be successful, it has to innovate and rely on external partners too as well as its management. The company collaborates with the University and has access to knowledge which offers high promise and global pool of talent and skills.

Recently, Mr Hussain Rasool, Group Corporate Communications Manager attended the first University of Bahrain Partner's Day on behalf of YBA Kanoo, where companies from across the country received a briefing about the University's accomplishments and plans, this event coincides with the University's 30th Anniversary. There was a great turnout of industry leaders and local companies supporting the cause of the University and its future plans.

The key to success of such a partnership depends largely on developing a shared vision that clearly identifies the purpose and goals. Thus a shared vision is enhanced and a long-term relationship is developed between YBA Kanoo and University of Bahrain, which reaps great results and a foundation of mutual trust is built.

It may be noted that YBA Kanoo participates in the annual Career Day event hosted by the University of Bahrain and trains between 5 – 8 graduates every year in different departments.



KANOO TOWER BUILDING WRAP-UP

On the auspicious occasion of the National day of the Kingdom of Bahrain and the joyous anniversary of His Majesty the King's accession to the throne – YBA Kanoo group wanted to give a fitting tribute on these two occasions by adding a beautiful element to its new Kanoo Tower – Bahrain by wrapping up the building with a congratulatory message.



Mr Tawfiq Taqi with Mr Fawzi Kanoo

IN THE SPOTLIGHT WITH MR. TAWFIQ TAQI

Interview:

Mr. Tawfiq Taqi

Ex-Consultant to the Group Chairman

Mr Tawfiq Taqi, the ex-consultant to the Group Chairman has spent over four decades of his life and career at YBA Kanoo – one of the most experienced and knowledgeable people in the company. He gives us a tour through his career and shares with us Kanoo tales published for the first time through his perspective.

What did you do before joining YBA Kanoo?

After I completed my secondary education, I got a job with the Ministry of Interior's branch at the Police Fort, as a clerk in 1969 and served them for one-and-a-half years. The late Mohamed Kanoo was a very good friend of Shaikh Mohamed bin Salman (uncle of His Majesty King Hamad bin Isa Al Khalifa, who used to frequent the Police Fort regularly). Mr Mohamed Kanoo noticed me typing in the office and asked me, "Tawfiq, what are you doing here?" After some days, in 1969, he sent his son, Mr Khalid Kanoo (who was the Administration Manager then) to convince me to join the Shipping department. Without much ado, I agreed.

What roles did you serve in over the years?

In 1969, YBA Kanoo had break-shift timings. I joined the Shipping department and was sent to Holland & Amsterdam for training with Nedlloyd for six months. Nedlloyd handled large containers of loose cargoes. I got extensive training in documentation on-site and was very glad.

When I returned back from Holland, for about four years from 1970, I worked as Shipping department's clearing agent with the largest cargo servicing companies like Europe Nedlloyd (Dutch Line), Maersk Norwich (container ship) and United Arab Shipping. The Shipping Managers then were Captain Pitet, Captain Evans and Golden Merry. I was the Board representative for the Shipping department and at that time, we had a very good relationship with Bahrain Ship Repair and Engineering Company (BASREC). At that point in time, there was no Arab Shipbuilding and Repair Yard (ASRY). All ships repair jobs were coming to BASREC.

In 1974, I was appointed as a supervisor and was simultaneously working with Shipping department and Bahrain International Cargo Services (BICS). I served in this position for 10 years. I worked closely with Mr Roos and Mr Simon Davies who worked as Managers and left the company. I was later promoted to general manager of BICS in 1984 and was there until 2002.

Mr Mubarak Al Atwi and the late Ms Deena Kanoo were working in Human Resources department then. Mr Mubarak Al Atwi left the company in 2002 to join the Ministry of Information & Tourism. At that time, I was suggested by the late Mr Abdulrahman Kanoo to leave the Shipping & BICS and come and join the HR department as the deputy Human Resources manager to assist the late Deena Kanoo who worked as the deputy manager. I worked in HR until 2012. I am currently working as a consultant to the group chairman, Mr Mubarak Kanoo and will be retiring at the end of November 2016.

What attracted you to YBA Kanoo originally and how has the company changed since?

I was very fortunate to join YBA Kanoo because I was very close to the Kanoo family. The Kanoo family is known to be very generous, kind and show respect to all. I was always there whenever they had family gatherings, parties and I even used to visit them frequently without any appointments. Since we were young then, I used to play with young Kanoo boys at Zallaq Gardens, especially the late Mr Yusuf Kanoo and Mr Fawzi Kanoo. Mr Ahmed Kanoo, Mr Mohamed Kanoo and Mr



The Late Mr Ahmed Kanoo & Mr Tawfiq Taqi



Mr Tawfiq Taqi and Mr Fawzi Kanoo with colleagues from Kanoo Shipping

Abdulrahman Kanoo who are no more, and Mr Mubarak Kanoo treated me as their own son.

The Kanoo family is creative and have a lot of ideas to redevelop the company further. I have witnessed the company changing along with the times...every 3-4 years, and that's how it has sustained them for over 126 years now. The family has a good relationship with the Ruling Family too and they occasionally used to visit each other.

How has this organisation helped you in your career development?

The initial training that I have received has helped me tremendously throughout my career. The training has showed me how to deal in all situations, especially when I was a Board representative of the Shipping department. I used to rub shoulders with the likes of shipping captains, tourists of all nationalities, and these people wanted to know more about our company. The training had helped me to cater to their demands.

During those days, life was simple and easy. When the chairman wanted to know something, I used to go to his house; as he welcomed me like one of his family members.

What do you find most challenging and what do you like most about YBA Kanoo?

The working members of the Kanoo family followed a strict discipline when it came to professional career. They never took shortcut but worked hard, and this is what I appreciate about them. When the children graduate

from their universities, the head of the respective Kanoo family would send their children to outside companies to work rather than employing them in family business directly. After gaining business exposure in the outside world, they would then be trained and get employed to work in-house (YBA Kanoo).

What have you gained from working for YBA Kanoo?

I have acquired a wealth of experience working with YBA Kanoo over the years. I came across a lot of rich and famous – businessmen, partners and associates, travelled around the world; and I am highly indebted to the company for giving me the opportunity to attend important personnel training & development courses within and outside the company. This definitely has struck a chord with the family, both professionally and personally.

What is the most important thing you have learned in the last 47 years?

The Kanoo family is selfless in their dealing with anyone, possess a nature of giving, reaching out to all sections of the community. They are not only concerned with staff's welfare alone but also look after people outside the company as well. The family's name is synonymous to charitable acts especially when it comes to building mosques, community halls, sponsoring marriages and other philanthropic activities. Mr Mubarak Kanoo and other family members play an integral role in charitable events, which has inculcated in me a desire to emulate him. I have witnessed both – their art of giving and how God has blessed their family.

Describe a time when you led or motivated others?

I don't want to boast about myself, but I will boast about the Kanoo family. I want to bring an untold story to the fore.

Most of the time, the late Mr Ahmed Kanoo was based in London and he used to visit Bahrain during Ramadan for about a month. Just 2-3 days before Ramadan, he used to call me to his office and hand over envelopes containing cash. He used to say, "Tawfiq, distribute these envelopes not to the Bahrainis but to needy expats. And please make sure that you should not mention my name". He trusted me for my honesty and loyalty.

I wish to share with you all a kind gesture from the late Mr Ahmed Kanoo, which is indelibly etched in my mind. He noticed a local newspaper announcement that the Bahrain Friendship Society for the Blind, East Riffa was inviting a specific Dr Daimler, an ophthalmic surgeon, from Germany twice a year to Bahrain. The reason for his arrival was to perform eye surgeries and it was open to all GCC nationals. Many people got treated here but only the rich could afford it.

One day, the late Mr Ahmed Kanoo requested me to go and visit this Society for the Blind and enquire from the head of the Society as to how many people were yet awaiting treatment owing to lack of funds. I went to the hospital and was told that six people could not afford. Mr Ahmed Kanoo told me to inform the doctor that he will bear the cost of the eye surgeries for those six people on the condition that they shouldn't publish his name in the newspaper, as he wanted to remain anonymous. He did this mighty deed and no one knew about it. Now that he is no more, I wish to highlight this kind gesture of his. It is important for me to give such examples of anonymous generosity unseen from the public eyes as it is a testament of my pride to have been working with this kind family for so many years.

What is your proudest moment at YBA Kanoo?

Again, I have nothing to tell about me. I am proud to have been able to be close to the late Ahmed Kanoo, as I used to often seek help from him about poor people who deserved help. Some of them were blind and handicapped, and whenever I sought his help, he never said, "No". Not only for me, but others too who knocked at his door. He was a generous man and many people prayed to Allah to bless him and Allah did bless him! I can go on and on about him. The moral here is that we all should learn from such great personalities

What is it that most people don't know about you?

I have nothing to draw other people's attention towards me, as I was like an open book, and I have no uncertainties about anything.

What did you want to be when you grew up? What do you always want to try and never did?

My ambition was to become an Arabic writer but I spend most of my time reading.

What kinds of hobbies and interests do you have outside your work?

I love to hear classical music, watch football and basketball matches.

Where would you like to go on your dream vacation?

I would love to be in the company of my family on a dream vacation in Sydney, Australia.

Tell us about your family.

My family comprises of my wife, two twin sons (Ahmed & Mohamed), a daughter (Lulwa) and a youngest son (Abdulla). My sons are working and happy, and my daughter is married.

What advice would you give to your colleagues?

I am very glad that I have worked with YBA Kanoo, as I always felt that it was my home. Though I worked for long hours some years ago, I never really paid attention



Mr Tawfiq Taqi receiving the 25 years of service completion award



to the time. Time used to just fly away. I have never asked for overtime, but was given what was due to me. I wish to also mention that many of my ex-colleagues are still in touch with me as we exchange Eid/Christmas cards and even make phone calls.

My advice to all YBA Kanoo staff is that the Kanoo family loves hardworking and honest people. So do your best, and the company will bear much fruit with your support and cooperation.

MINISTRY OF LABOUR HONOURS YBA KANOO

Under the patronage of His Excellency the Minister of Labour and Social Development, Chairman of the National Committee for the Elderly and in collaboration with the National Committee for the Elderly, marked the occasion of the “Arab Day for the Elderly,” as well as “International Day of Older Persons” recently at the Golden Tulip Hotel and in the presence of the President of the Islamic Society, Sheikh Dr Abdul Latif Al Mahmoud Al-Mahmoud, HE the first Deputy Speaker of Parliament, Mr A. Ali Al-Aradi, the governor of the northern province, Ali Abdul-Hussein, along with a number of MPs, members of the National Committee for the Elderly, and the heads of the NGOs and a number of invitees.

In his speech at the ceremony, His Excellency the Minister Mr Humaidan stated, “The two annual events coincidentally renews the gratitude and is given back to the parents and grandparents, and each hand contributes for many years in building the nation. It has become extremely important for those who extend a helping hand to them so they continue affording a decent life. This is because the elderly are experiencing physical and psychological changes, social and economic impact , their families and society in general, pointing out that the wise leadership of Bahrain and its people bear in mind the dignity and quality of life and the future.



At the conclusion of the ceremony, His Excellency the Minister of Labour and Social Development, honored the supporting institutes who have contributed by way of construction of clubs for the elderly , companies and organisations, namely: the Royal Charity Organisation, Zamil Group Holding, Abdullah bin Yousuf Fakhro Group, Yoko Navigation Company, Abdul Rahman bin Jassim Kanoo family, Yusuf bin Ahmed Kanoo, National Bank of Bahrain, Bahrain Commercial Facilities Company, Behzad Medical Corporation, etc. In addition, he honoured the sponsors for arranging the celebration parties, namely the world of perfumes Syed Junaid company, Seef Properties, and visual artist Abbas Musawi.

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KANOO LOGISTICS BRANDED VEHICLES

Kanoo Logistics Bahrain have recently undertaken a vehicle branding exercise where they have made sure the entire fleet is branded with the company's branding.

Vehicle branding is one of the most effective forms of advertising and an investment for the company. Some of the benefits for wrapping the vehicles are:

- Vehicle branding can reach a large audience and can produce infinite number of impressions in a day.
- Such a medium of advertising lasts years rather than placing an advertisement in the newspaper or air time on television/radio.
- The general awareness with the audience is that the company is more successful when this form of advertising is involved.
- It creates a positive awareness towards a brand in the minds of the viewers as they feel the products and services are being delivered.
- There are lots of restrictions when a company wants to advertise through other forms, whereas vehicle graphics do not have to go through such process.





The Award recipients with Mr Khalid Kanoo & Mr Fawzi Kanoo

TIME TO SAY ADIEUS

The YBA Kanoo management and colleagues bid adieu to its Long Serving Managers – who will be retiring shortly – at a glittering ceremony held at its Guest House in Mahooz recently in the presence of the company's board members, joint venture partners and a large number of senior employees of the company.

At the beginning of the ceremony, the group managing director, Mr Khalid Mohammed Kanoo, thanked the retirees for their outstanding contribution and dedication in achieving the company's vision and mission. He stated that, “their contributions would not have been possible without the grace of God, coming together and cooperating with the company.”

The deputy chairman, Mr Fawzi Ahmed Kanoo expressed that these loyal staff have given their energy, shared their expertise and knowledge over the years to serve the company until its 125th year of establishment.

YBA Kanoo offers training & development programs to enhance skills, knowledge and team-buidling.

For his part, the former group general manager, Mr. Akber Sa'ati delivered a speech on behalf of the honourees, expressing deep pride in working with YBA Kanoo. He stated that all felt honoured working with the Kanoo family, as the company respected every individual's earnestness, sincerity and honesty and were regarded as the real treasures of the company. He also expressed his sincere appreciation and gratitude to the management for providing good working conditions, training and personnel development.

During the ceremony, certificates and souvenirs for retirees were distributed followed by a gala dinner which created a family ambience of love and the spirit of “One Kanoo”.

The list of retirees: Mr Akber Sa'ati, Mr Habib Shehab, Mr John Skinner, Mr K R Shetty, Mr K K Menon, Mr K H Ibrahim, Mr Iain Reid, Mr Tawfiq Taqi, Mr Irshad Ahmed, Mr Issa Mohd Sager Al-Bin Ali and Mr K S Salian.



Mr Fawzi Kanoo speaking at the event



Mr Akber Sa'ati & Mr Khalid Kanoo



Mr Habib Shehab & Mr Khalid Kanoo



Mr John Skinner & Mr Khalid Kanoo



Mr Tawfiq Taqi & Mr Khalid Kanoo



Mr K R Shetty & Mr Fawzi Kanoo



Mr K K Menon & Mr Ali Kanoo



Mr K H Ibrahim (Pashe) & Mr Saud Kanoo



Mr Iain Reid & Mr Bader Kanoo



(L to R) Mr Nabeel Kanoo, Mr Isa Al Bin Ali & Mr Ali Abdulla Kanoo



Mr Mubarak Kanoo & Mr Irshad Ahmed



(L to R) Mr Fawzi, Mr Khalid & Mr Nabeel



Invitees at the Event



The Awardees & Guests



As part of the collaboration between Yusuf Bin Ahmed Kanoo & The Domain Hotel & Spa, we are pleased to announce that The Domain – a social club inhabited by a luxury boutique design hotel – is offering YBA Kanoo special corporate rates for the rooms with exclusive benefits as given below:

Rates 2016/2017

Room Categories	Room with Breakfast	
	Single	Double
Deluxe Room: 30 SQM, interconnected, Panoramic view wall windows, free WI-FI, laptop size safe box, LED TV, bath with walk in shower & mirror TV.	55	55
Premier Room: 45 SQM, interconnected, Panoramic view wall windows view, free WI-FI, laptop size safe box, LED TV, corner bath with walk in shower, bathtub & mirror TV.	65	65
Executive Suite: 45 SQM, interconnected, Panoramic view wall windows, free WI-FI, laptop size safe box, 2 LED TV's, 2 bathrooms with walk in shower, bathtub & mirror TV.	75	75
Deluxe Suite: 61 SQM Size, Panoramic view wall windows, free WI-FI, laptop size safe box, 2 LED TV's & 2 bathrooms with walk in shower, bathtub & mirror TV.	85	85
Luxury Suite: 72 SQM, Panoramic view wall windows, free WI-FI, laptop size safe box, dressing room, 2 LED TV's, 2 bathrooms with walk in shower, Jacuzzi & mirror TV.	105	105

Long Stay Rates 2016/2017

Room Categories	Room with Breakfast	
	Single	Double
Deluxe Room	45	50
Premier Room	55	60
Executive Suite	65	70

- Above rates are in Bahraini Dinar (BHD), subject to 10% service charge and 10% Government Levy.
- Group rate for a minimum of 10 rooms and above is available upon request.
- Above long stay rates are based on minimum length of stay of 12 nights.

- Above rates are in Bahraini Dinar (BHD), subject to 10% service charge and 10% Government Levy.
- Group rate for a minimum of 10 rooms and above is available upon request.

Special Discounts for YBA Kanoo:

- 5% discount applies for any food and beverage consumption inside The Domain Hotel & Spa
- 15% discount at level [36] Txoko for Yusuf Bin Ahmed Kanoo employees
- 10% discount on VIE health club treatment sessions & VIE Spa
- The special discount will be received only when Yusuf Bin Ahmed Kanoo ID card is shown.
- 10% discount on any Domain Membership package purchase
- The above discount does not apply in conjunction with any current membership or promotions in The Domain Hotel & Spa



For more details, contact the Hotel

For Bahrain Employees Only



Colleagues gathered at the assembly point

EMERGENCY EVACUATION DRILL

Recently a planned Fire Drill Exercise was organized by the Health, Safety & Environment (HSE) department for all YBA Kanoo staff and other tenants of the Kanoo Tower in its premises. Those in control of trainees and visitors, were instructed to vacate the premises in an orderly manner, and were directed to the nearest assembly point, using the nearest escape route.

Following were the guidelines:

EVACUATION PROCEDURES

When the Alarm sounds, all staff members should do the following:

	LEAVE THE BUILDING IMMEDIATELY BY THE NEAREST EXIT
	CLOSE THE DOOR OF THE ROOM YOU VACATE
	DO NOT USE THE LIFT
	DO NOT RE-ENTER THE PREMISES FOR ANY REASON
	GO TO THE NEAREST ASSEMBLY POINT
	DO NOT LEAVE THE ASSEMBLY POINT UNTIL THE ALL-CLEAR HAS BEEN GIVEN BY THE SAFETY WARDENS OR THE HSE MANAGER

www.kanoo.com

يوسف بن أحمد كانو
Yusuf Bin Ahmed Kanoo

- Familiarize yourself with the green evacuation signs in the corridors and with the location of the assembly point(s).
- Ensure that you are familiar with fire exits.
- Ensure that you are familiar with the assembly point(s) as shown in the drawing to be circulated soon.
- Keep the roadways around the building clear.
- Do not attempt to leave the grounds during the course of a drill/evacuation.

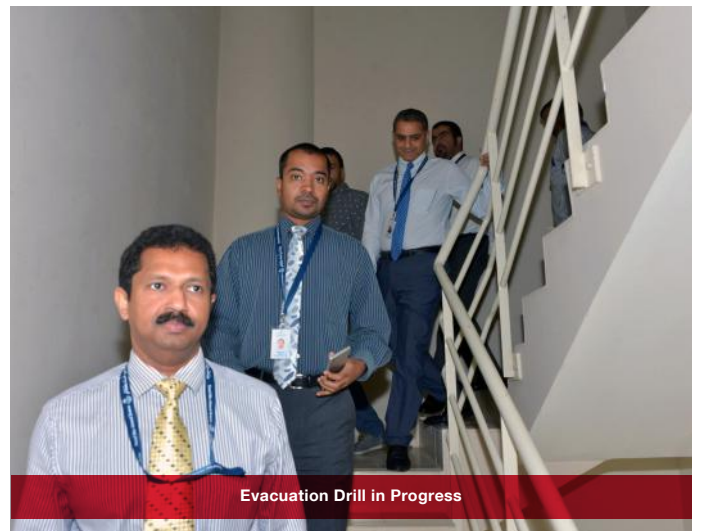
Fire warden were appointed for each floor.

A controller was appointed to operate outside the building. The person to activate the alarm reported directly to the controller. The controller was to ensure that the emergency services (Civil Defence) was contacted.

The controller is the person responsible to fill the Emergency evacuation report. The evacuation report is to be subsequently completed by the incident controller.

The silencing of the alarm does not indicate the all-clear to re-enter the building.

The all-clear is signaled by (sound of the all-clear siren).



Evacuation Drill in Progress

EMERGENCY EVACUATION PROCEDURES - FOR EVENING AND OTHER NON-STANDARD TIMES.

In the event of an emergency evacuation is required in the evening, e.g. after the close of day-time working hours, or other such times when the safety wardens and controller are not normally on duty, following are the procedures to be followed in addition/substitution to day time procedures:

The security guard on desk, on hearing the alarm ring, will immediately inform the security supervisor and in case of fire, inform the Civil Defence. The second security guard (afternoon shift) will be responsible for vacating the floors in an orderly manner in case there were staff in the building.

!

EVACUATION PROCEDURES

(AFTER HOURS)

When the Alarm sounds, all staff members should do the following:

LEAVE THE BUILDING IMMEDIATELY BY THE NEAREST EXIT

TAKE YOUR IMMEDIATE BELONGINGS

CLOSE THE DOOR OF THE ROOM YOU VACATE

DO NOT USE THE LIFT

**ASSIST ANYONE WHO MAY BE DISABLED, BUT WHEELCHAIR USERS SHOULD BE PARKED NEAR THE ESCAPE STAIRWAY
A FELLOW COLLEAGUE MAY STAY WITH THEM AND THEY WILL BE ASSISTED OUT OF THE BUILDING**

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يوسف بن أحمد كانو

Yusuf Bin Ahmed Kanoo

DUTIES OF THE INCIDENT CONTROLLER

1. Ensure the Civil Defence is called giving the exact location of the building and any details of the incident which are available at that time. Then leave the building and take up the position outside the premises.
2. Advise security guards to ensure that the roadways and access to incident are clear.
3. Do not permit any unauthorized person to enter the building.
4. The controller will be advised by the safety wardens of the floors of the status of their offices/sections etc. and the controller must record this information.
5. The controller will assist the security guards in maintaining the emergency exits clear for evacuation

6. The controller will remain on duty until the fire officer-in-charge (Government) takes command and give him any information available. Follow any instructions he might issue.

7. Controllers must know the locations of the fire hydrants and hose reels in order to advise the fire officer-in-charge.

8. The fire alarm may only be switched off on the instructions of the HSE Manager, or in his absence Security Manager, Property Manager, etc. If all are absent the controller may silence the alarm. Silencing the alarm does not indicate that it is safe to re-enter the building.

9. The all-clear signal to re-enter the building will consist of (all-clear blast) and will be sounded by the incident controller.



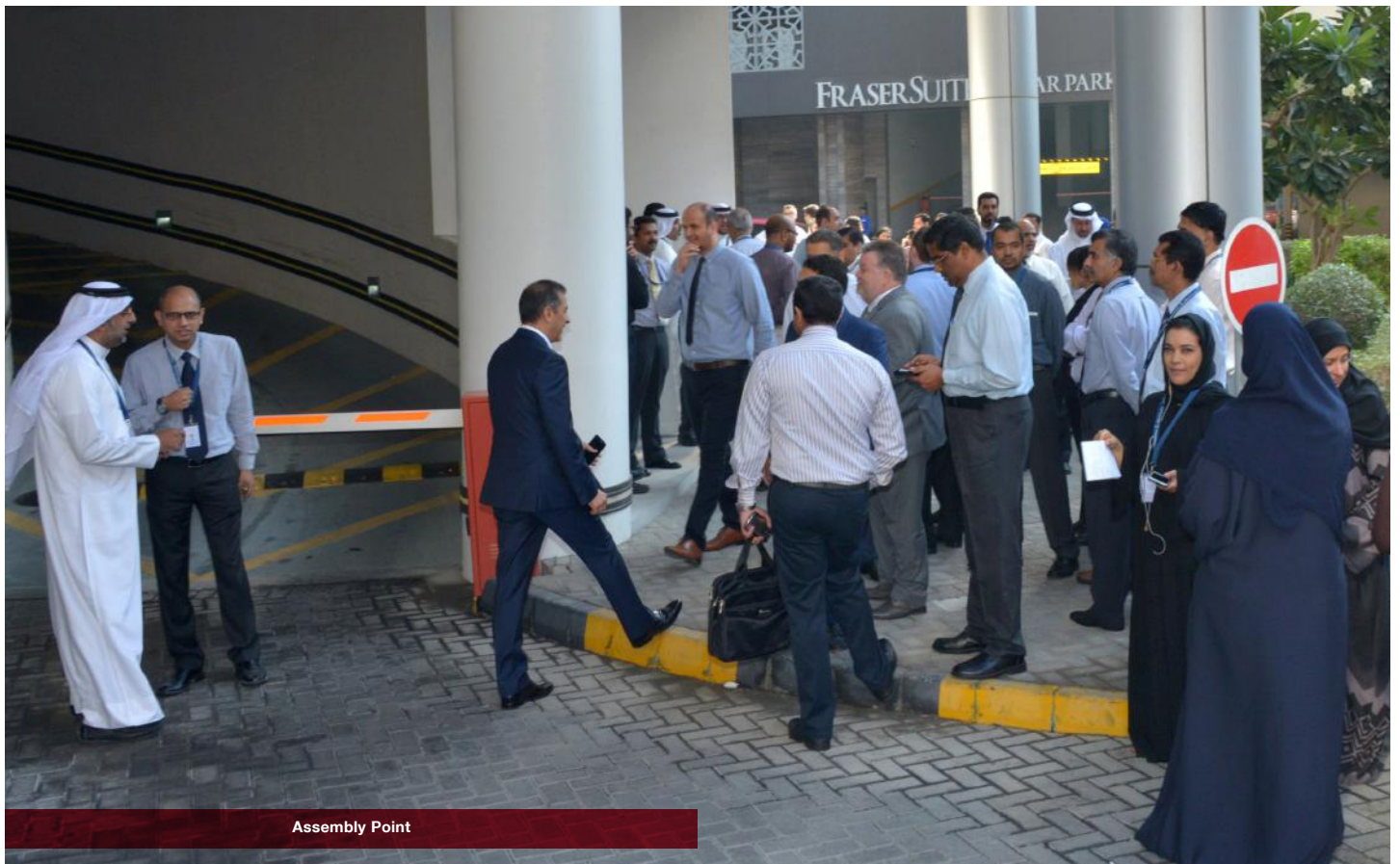
(L to R) Mohamed, Anand, Jameel & Pascal



(L to R) Abdulrahman, Khalid, Hakem, Ismail



(L to R) Abeer, Durrah, Fatima & Susan



Assembly Point

DUTIES OF THE SAFETY WARDENS

1. On hearing the alarm, they take charge of their offices/sections, ensuring the efficient escape of all persons. Fire wardens should direct people within their designated areas to the assembly point.
2. Check that all persons have left, close all doors and windows, switch off equipment if safe to do so (and if time permits) and leave all lights on.
3. Report to the "Incident Controller", who will be located outside the building, that the office/section is cleared.
4. If they know of anyone who is injured or trapped, they should inform the incident controller with maximum haste, giving all relevant information.
5. Wardens should be aware of any person who is a wheelchair user or has impaired hearing, in order to assist them to safe place. Wheelchair users should be

should be brought to the landings of the fire escape staircases. They may have one person stay with them until they are assisted out from the building.

6. During fire drills, the wardens should check that the alarm is heard throughout their office/section, noticing any deficiencies in toilets, inner offices, etc.
7. Make note of any problems/ observations for later discussions.
8. On evacuating their areas, the wardens will assist with the elderly and safe movement of personnel through the corridors, down the stairs and out of the building to the assembly point.
9. Wardens should be familiar with the names and areas of responsibility of their fellow wardens on the same floor as indicated on the list. They should take over the responsibility of another area if it is apparent that the warden for that area is absent.



HR colleagues



Ganesh, Rajesh & Vinoth



Attendees at the event



Talal Kanoo with colleagues



Talal Kanoo & Mohammed Hassan with colleagues



Zahra & Hakem

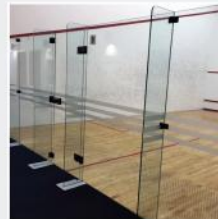
YBA KANOO HONOURS WOMEN

YBA Kanoo in its 126 years of activity assigns critical importance to fostering growth and career progression of all women in the organization. As is held annually, the Directors & Management of YBA Kanoo had organized a special function recently to mark the Bahraini Women's Day at its Kanoo Tower premises.

Mr Talal Fawzi Kanoo was the guest of honour and he awarded each woman a gift to express the management's gratitude and recognized their contribution and hard work. He said, "On behalf of the Directors & Management of YBA Kanoo, I take this opportunity to congratulate and thank all the women of YBA Kanoo on the occasion of Bahraini Women's Day. Women have the ability to succeed, wherever they work and their commitment and dedication ensures their rights and the company will continue to support them to accomplish their duties with confidence and competence."



Colleagues at the event



YBA Kanoo wishes to introduce you to bFit @ Crowne Plaza Hotel Bahrain – a Health Club located opposite the Kanoo Tower, Diplomatic Area. The Company has agreed a set of corporate rates for our staff with bFit and they will offer a new concept of wellness experience and fitness services. Below are some of their offers and facilities:

For Health Club Members:

- Fully equipped Gymnasium: Strength and Cardio (Precore – USA Equipment)
- 1 Aerobics Studio
- 2 Swimming Pools (Adult/ Kids)
- 2 Squash Courts
- 2 Tennis Courts
- Basket-ball court
- Male/ Female lockers (Health Club/ Pool)
- Sauna & Steam rooms
- Massage (Charged Separately)
- Wellness consultant services
- Open from 5 am – 11pm, 7 days a week
- International certified wellness specialist available to assist you

12-month corporate membership benefits:

- 1 Complimentary room night stay for two to be consumed within membership period.
Non-refundable, non-transferable. Booking is subject to availability
- 25% discount on food and beverages outlets (except Harvesters only)

Membership Type	Published Rates (In BHD)			YBA Kanoo Corporate Rates (In BHD)		
	Single	Couple	Family	Single	Couple	Family
12 Month	450	575	695	300	350	400
06 Month	295	375	450	200	250	300

Should you be interested, attached is the membership application and some samples of wellness & fitness profiles. All you need to say is that you are from YBA Kanoo and they will do a quick verification through your ID or a business card and you can start making use of the fitness facility immediately.

Wishing you a healthy lifestyle and a balanced work/life experience.

For Bahrain Employees Only

Kanoo Oil & Gas's Chemicals Department organized an On-Site Training on Ion Exchange Resins for the Utility Operations team of SIPCHEM. This training program was arranged in association with their principal Thermax Limited.

Over 25 end-users from Operations and Process engineering had attended this event at SIPCHEM's International Utility Company (IUC). To enable better coverage for the end-users, this program was arranged in two sessions last August. Mr. Narendra Waykole, Head - Product Management Group (Resin) of our principal Thermax Limited (India) conducted this program. Mr. Hrishikesh Dani, Area Manager Chemicals and Nilesh Belsare, Sales Manager Chemicals actively arranged this event in coordination with SIPCHEM Process Engineering department and Utility Operations department.

The training concluded with SIPCHEM awarding Certificates of recognition to participants.

CHEMICALS' ON-SITE TRAINING



Nilesh Balasare, with Narendra Waykole receiving the certificate of recognition from SIPCHEM



MACHINERY BAGS ORDER FOR GENERATOR SETS

Kanoo Machinery has recently executed an order for 12 units of Kanoo Perkins-powered Generator sets that were being deployed to power the facility of Yamama Cement factory in Al-Kharj. The combined power being rendered stands at 4.5 MW with the deal being valued at SR 2.6 Million.

This deal wouldn't have been possible without the collective efforts of Mr. Sufiyan Merchant (Product Manager – GenSets – KSA), Mr. Abdullah Barari (Branch Manager – Jubail) & Mr. Mahmood UI Hasan (Sr. Sales Engineer - Jubail).

This, truly, is a tremendous feat achieved by Kanoo Machinery and this will pave the way for positioning itself amongst the elite list of Perkins Generator suppliers in the Kingdom.



YBA KANOO AWARDED ELITE DEALER STATUS BY MANITOWOC CRANES

Kanoo Machinery – part of the YBA Kanoo Group -- is a leading player in the Gulf machinery and equipment industry with more than 15 branches across the region. It has recently been awarded Elite Dealer status by Manitowoc for its Saudi Arabian operations for the first time ever in the Middle East.

Aside from the prestigious award, Kanoo Machinery now gets up to 10% extra discount on Grove spare parts. Considering that Grove told us in May 2015 that the Kanoo-Grove relationship was ‘at a crossroads’ this is a major win for Kanoo Machinery, KSA. It underlines the progress that has been made by implementing the Grove Roadmap and is testament to the hard work and efforts that the machinery team has made, particularly in aftermarket support and market awareness.

Kanoo Machinery’s Saudi Arabian location is one of only four dealerships to receive this designation in the Middle East. The Elite Dealer award recognizes dealers who raise those standards that excel in their parts and services standards at an international level.

Many factors contributed to YBA Kanoo winning the award, in particular the company’s technical support team and crane sales team. Having worked closely with Manitowoc over the past two years, YBA Kanoo has developed a structured training program to improve the skills and knowledge of its engineers. As a result, the company now has two master technicians that have been trained by Manitowoc to the highest level. The company hopes to have two additional engineers certified to this level by the end of 2016.

“Winning Elite Dealer status is a great recognition for the hard work that the Kanoo Machinery team has put in,” said Brian O’Sullivan, executive general manager at Kanoo Machinery. “The entire organization has made tremendous efforts to deliver exceptional field service, and to improve after-sales support and market reach. This award not only demonstrates the strength of our

company and its customer service, but also underlines the successful partnership we enjoy with Manitowoc Cranes.”

YBA Kanoo continues to be a key contributor to the region’s economic growth and development with extensive operations across several dynamic regional markets and industry segments.

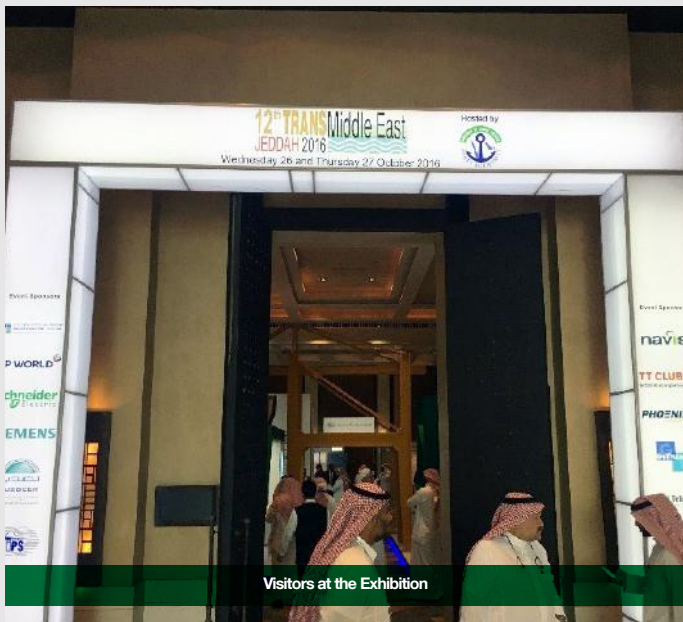
YBA Kanoo was evaluated on a number of criteria relating to various levels of staff training, service facilities, technical proficiency and stock availability. The ultimate benefit of winning the award is that customers are assured that Kanoo Machinery is committed to providing them with the latest Grove products, combined with exceptional after-sales services.

“Awarding YBA Kanoo’s Saudi Arabian operations Elite Dealer status was an easy decision for Manitowoc, given the company’s efforts to elevate the technical level of its aftersales engineers and technicians over the past year,” explains Yannick Richaud, Manitowoc’s Middle East Crane Care director. “It has both a first-class facility and team that has worked hard to achieve the various criteria for the award. We are confident that YBA Kanoo will continue to drive and maintain these high standards.”

Waleed Raouf, Manitowoc’s regional sales manager for the Middle East, agreed and also noted the importance of a strong after-sales operation to overall market success. “It’s no coincidence that in Saudi Arabia, YBA Kanoo is one of the leading suppliers of mobile cranes and also has one of the country’s most advanced customer support programs,” he said. “The strength of the sales operation is always linked to the investment in the customer support set up. At Manitowoc, the strength of our distribution network – and the service capacity of that network – is something that differentiates us from others.”

Established in 1890, Bahrain-based YBA Kanoo is one of the largest, family-owned companies in the Middle East, with a wide network of offices and operations spread across the region. The machinery division of YBA Kanoo has been selling and supporting the Grove mobile crane range in Saudi Arabia, United Arab Emirates and the Kingdom of Bahrain for almost 50 years, providing equipment to some of the Middle East’s largest companies.

In addition to Grove mobile cranes, Kanoo Machinery represents many leading international brands that cater to diverse industry segments, including lifting, materials handling, construction equipment and power generation.



12TH TRANS MIDDLE EAST 2016 EXHIBITION

The Machinery Division, Jeddah and Hyster-Yale Group participated in the 12th Trans Middle East 2016 Exhibition, which was held in Jeddah recently. The Hyster brand was represented by Mr. Christian Schuster - Territory Manager and from Kanoo Machinery's side, Mr. Yasser Al Qattan - KSA Sales Manager and Mr. Mohammed Al Tahla Sales Manager -Western Province.

YBA Kanoo's participation in the exhibition was successful by all standards which helped Kanoo Machinery finalize numerous deals with some of the biggest Seaport operators. It may be noted that this exhibition continues to be the biggest annual Container Ports and Terminal Operations Exhibition and Conference in the Middle East.

KANOO SHIPPING SECURES AGENCY CONTRACT



Kanoo Shipping successfully bagged the Shipping Agency business from EMAS CHIYODA Subsea -- a prominent global offshore player -- amid very stiff competition. By securing this new contract from EMAS, Kanoo shipping has been able to continue its leading position in Saudi Arabia's offshore business. Along with presenting smart commercial proposal, it took about a year of intense involvement with the main contractor, Larsen & Toubro (L&T), and hard work during trial runs with EMAS to ensure our positions got cemented. All these actions were very important, more so since competition was extremely stiff.

L&T Hydrocarbon Engineering (LTHE), in consortium with EMAS CHIYODA Subsea (ECS) was awarded the contract worth USD 1.60 Bn for the development of the second phase of the Hasbah Offshore gas field. The project is expected to commence in the second quarter of 2017 and shall be completing by 2020.



Mr Ahmed Fawzi Kanoo and H.E. Nakyoung Oh

VISIT OF H.E. THE KOREAN CONSUL GENERAL TO YBA KANOO

H.E. Nakyoung Oh, the Korean Consul General visited YBA Kanoo - Western Province recently. Deputy Managing Director of YBA Kanoo, Mr. Ahmed Fawzi Kanoo along with the key office bearers of Kanoo Commercial and other divisions held discussions on developing new business relationships with leading Korean companies and also help them to generate market share in the Kingdom.



Attendees at the Training Event

FIRE FIGHTING AND SAFETY TRAINING

In continuation of the efforts towards organizing Safety programs across Saudi Arabia, Health & Safety Training on two important subjects of Basic First Aid and Fire Fighting was conducted in Jeddah recently and attended by 27 individuals from YBA Kanoo divisions and tenants. All of which passed the test and were qualified as trained First Aiders and Fire Wardens.

The objective for training the individuals were to learn about Fire Safety on how to first prevent Fire by eliminating Fire Hazards and carrying out routine Fire Safety checks in their respective offices. The trained team will perform the role of Fire Wardens at their workplaces and will participate in Emergency Response & Evacuation Drills. They learned how to use various types of Fire Extinguishers and how to operate them with ease. They organized a practical test to extinguish small fire and performed demonstration of evacuation leading to the Assembly Point.

Basic First Aid and CPR training was also done to get individuals qualified as FIRST AIDERS. They learned how to administer basic first aid for choking, bleeding, burns, shocks, heat exhaustion, etc. In case of heart attacks,

they learnt how to administer CPR (Cardio-Pulmonary Resuscitation). Practical demonstration was done on dummy and all attendees passed the test after performing CPR correctly.

Participants gave positive feedback that the courses were highly interactive, very enlightening and most of them attended the class with great interest all along. The practical exercises were beneficial and made them confident to give CPR and extinguish Fire.

The training was organized by Nadeem-ul-Haque, Corporate HSE Manager, executed well by Fire & Safety Officers who actively participated and demonstrated practical tests and arranged well by Jay, Property Manager - WP, to make it successful. The program was widely covered by Marketing Executive, Sultan Alyazeedi.



Fire Extinguishing Exercise



CPR Training in Progress



Training Lecture in Progress



Amin Bashir, Site Engineer, Mutasim H. Diyab, Plant Manager, Al Ula

KANOO ENERGY PROJECT RATED A FOUR-STAR SAFETY COMPLIANCE FACILITY

Kanoo Energy -- a unit of Kanoo Power & Industrial Projects (P&IP) -- has been awarded with “4 Stars” for excellence in operations and safety records in its operations at the Power Plant in Al Ula, KSA. The audit was conducted by Industrial Safety Department (ISD).

This is the first time in Saudi Electric Company’s history that a Power Plant in Western Province has been awarded FOUR STARS for Health & Safety Compliance. The best achieved earlier was an award of 3-star. This is a result of Kanoo P&IP’s continuous improvement program.

The 5-Star Audit process (the rating standard) involved an in-depth examination of the organization’s entire health and safety management systems and associated arrangements, focusing on the key aspects of their approach to managing occupational health



G Rengaswamy



Syed Aftab Ahmed

and safety at the workplace with a structured path for continuous improvements towards best practices.

YBA Kanoo’s Management support, effective teamwork and focused supervision led to this achievement of a Four Stars rating in Al Ula Power plant which demonstrates our commitment to Health & Safety at all levels.

The active team members who supported the compliance were: Syed Aftab Ahmed, Divisional Management Representative and Legal Liaison, G Rengaswamy, O & M Manager and Amin Basheer, Site Engineer.



Safety Compliance Team Members



Manoj Tripathy with the Kanoo Team

REPORT:

SABIC TECHNICAL CONFERENCE (STC) 2016

Kanoo Oil & Gas and Kanoo Power & Industrial Projects recently participated in the 12th Sabic Technical Conference (STC) 2016 in Jubail, Kingdom of Saudi Arabia by putting up a stand. STC is one of the largest events in the Middle East organized by Saudi Arabian Basic Industries Corporation once every 2 years. More than 700 companies from all over the world including the Kingdom participated in the event. There were a total of more than 10,000 registered visitors to the event including the staff of the SABIC affiliates. Some of the participating companies were ABB, Microsoft, Abdul Kareem, Naizak, Khusheim, Philips and Byrne.

Takeaways from the Event:

- Positioned ourselves as one of the leading vendors for SABIC.
- Launched the acquisition of Technical Contracting Company as it is based in Jubail and SABIC happens to be potentially a large customer.
- It opened up a platform for our principals to participate and strengthened our relationship with them.
- It created a positive opinion about Kanoo in the market and especially with SABIC.
- Principals were able to come directly in contact with the customers.
- Principals were generally pleased with the conduct of the event.



Launch of Technical Contracting Company



View of the booth with Peco Facet and Kairi Chemicals

Participating Principals and Products:

SI No	Display - Product	Principal	Country
1	Bulk Fluid Handling and Safety Solutions	Gayathri Woodfield	India/USA
2	Pressure Valves & Heat Exchangers	ISGEC	India
3	Column Internal, Process Technology Licensing	GTC	Korea/USA
4	Chemicals	Kairui	China
5	Chemicals	Vikas Organics	India
6	Safety Relief Valves	Curtis Wright	USA
7	Plug Valves	BRDR Kristiansen	Denmark
8	Process Filtration Solutions	Peco Facet	USA
9	Personal Protection Equipment	UVEX	Germany
10	Electrical Testing Equipment	Omicron	Austria

Apart from the above, we showcased the following in the form of posters:

1. Kanoo Corporate poster with brief history and different activities.
2. Poster on the In Kingdom Manufacturing (IKM) undertaken by Kanoo Oil & Gas.
3. Oil and Gas products and services.
4. Chemicals.
5. Engineering supplies and services from P&IP.
6. Diagnostics services from P&IP.
7. Industrial Consumables.
8. 4 Cs of Kanoo Oil & Gas- consistency, competency, communication and commitment.



Manoj Tripathy receiving the award from the Governor of Eastern Province



Sameer Khan & Mohammed Asif



Kanoo Booth

Launch of the acquisition of Technical Contracting Company (TCC) by Kanoo Oil & Gas

The event saw the launch of TCC as a part of Oil & Gas. A separate poster, a booth and an advertisement in Oil Review Middle East was published to mark the acquisition.

Kanoo was presented with a special outstanding award for the success of STC 12, 2106 by the governor of the Eastern Province, Saud bin Nayef. Manoj Kumar Tripathy, General Manager, Oil & Gas received the award on behalf of Kanoo.

EMPLOYEES OF THE MONTH



Mr Ahmed F Kanoo awards Mr Mishal Al Amri

Recently, two “Employee of the Month” were presented with awards by Mr Ahmed Fawzi Kanoo, Deputy Managing Director. They were:

1. Mr. Mishal Al Amri from Logistics - October 2016
2. Mr. Mohd Safraz from Chemicals - September 2016

We wish them both all the very best!



Mr Ahmed F Kanoo awards Mr Mohd Safraz



(L to R) Mr Hamid Rana, Mr Mohamed Iqbal & Mr Ahmed Fawzi Kanoo

KANOO PREMIER LEAGUE

YBA Kanoo and the Jeddah Cricket Association (JCA) have finalized the agreement for the sponsorship of the Kanoo Premier League 2016-17.

Seen in the picture are Mr. Mohamed Iqbal, CEO and Mr. Hamid Rana, Vice-President of JCA receiving the sponsorship cheque from Mr. Ahmed Fawzi Kanoo, Deputy Managing Director of YBA Kanoo.



Mr Ibrahim Mahir & Mr Ahmed Fawzi Kanoo

KANOO SHIPPING BID ADIEUS

Mr. Ibrahim Mahir of Kanoo Shipping, Jeddah was honoured for his 27 years long service with YBA Kanoo. His hard work was duly appreciated as he was presented by with a gift by Mr. Ahmed Fawzi Kanoo in appreciation of his work.

KANOO TRAVEL STAFF AWARD



Award winners with Mr Ahmed Fawzi Kanoo

The Western Province – Kanoo Travel Division held their quarterly staff award ceremony recently. Mr Ahmed Fawzi Kanoo presented the staff with awards and congratulated them for their hard work.



Mr Ahmed F Kanoo with H.E. Barrie Peach

VISIT OF H.E. THE BRITISH CONSUL GENERAL TO YBA KANOO

The British Consul-General H.E. Barrie Peach made an official visit to the Area Management office of YBA Kanoo in Jeddah recently at the invitation of the Deputy Managing Director, Mr. Ahmed Fawzi Kanoo to discuss initiatives required to strengthen the bilateral and commercial relationship between the two countries. The meeting – was attended by key divisional and commercial heads from YBA Kanoo – constructive discussions were held on avenues for developing further business relationship between YBA Kanoo and key UK companies in the field of tourism, power, oil & gas and energy services.



Aqeel Al-Laith



Dani Hrishikesh

HONOURED

We are pleased to acknowledge that Dani Hrishikesh and Aqeel Abdullah Jafar Al Laith have been awarded certificates of appreciation by Petrokemya, a SABIC affiliate for their efforts in speeding up the logistics process and deliveries of the required chemicals to the PVC plant which helped in the smooth operation.

PROMOTED

The Western Province is pleased to announce that Mr. Sagily Panner Selvam has been promoted as Accounts Manager for Kanoo Cargo Services.

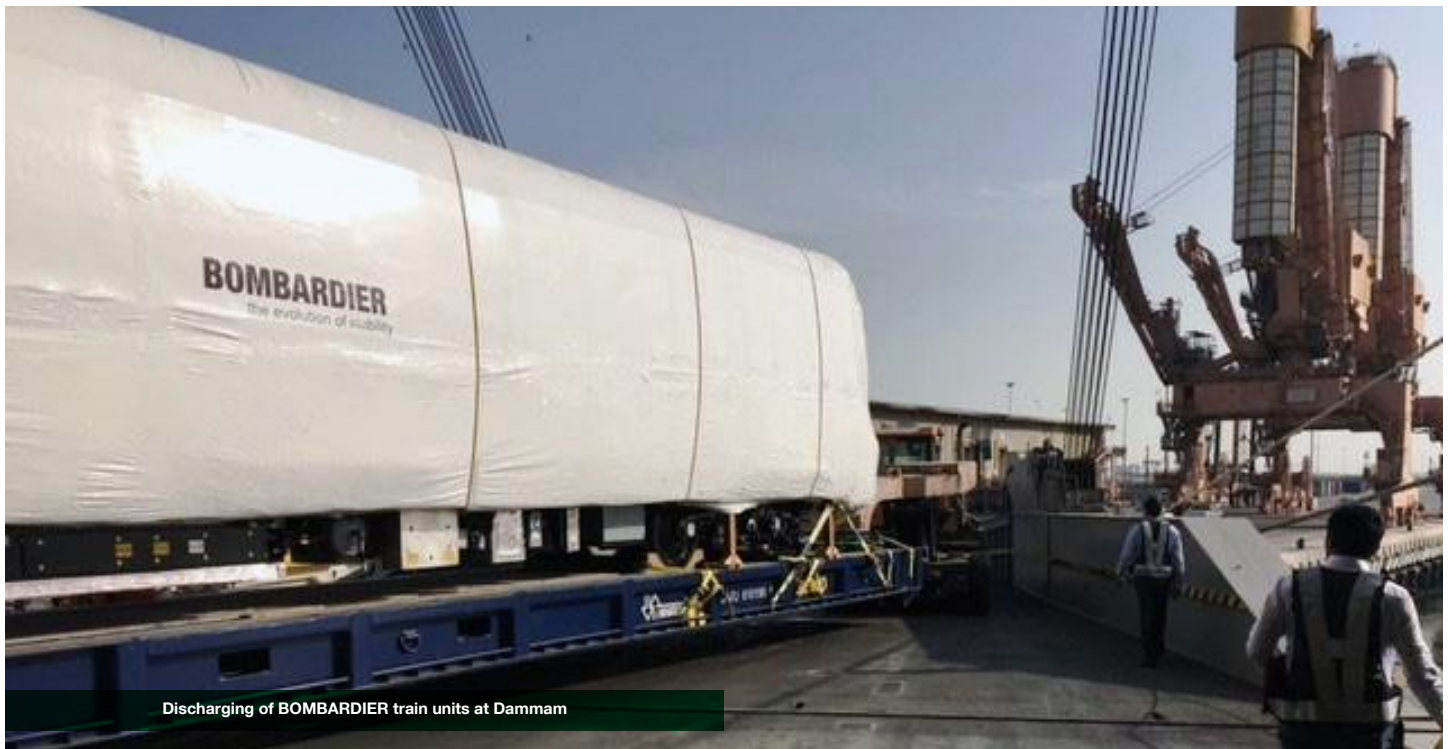


Sagily Panner Selvam



THE 86TH SAUDI NATIONAL DAY

On the occasion of Saudi National Day, the Yusuf Bin Ahmed Kanoo building #1 on Al-Madina Road was lit up with green lights and Saudi flags were hoisted to mark this event.



Discharging of BOMBARDIER train units at Dammam

MILESTONE FOR SHIPPING

Kanoo Shipping represents different carriers/operators/charterers in various GCC countries for a variety of cargo vessels like break-bulk, bulk, project, offshore, Auto liners, etc. Kanoo Shipping is an exclusive agent for Hoegh Autoliners-Norway along with representing many other vessel owners.

Founded in 1912, Kanoo Shipping was the first Arabian shipping agency in the Gulf region. It challenged long-established western monopolies of the day. And is today the largest shipping entity in the Middle East specializing in Ships Agency Services.

In November 2016, two significant heavy train units of about 18 meters in length and weighing about 30.0 Mega Tons each, manufactured by Bombardier Company Argentina, discharged at Dammam port from motor vessel "Alliance St. Louis". After completion of custom clearance



formalities both the units stripped and transferred onto rail fitted trailers through special rail bridge equipment arranged by Hoegh Autoliners. Units were safely delivered at consignee's premises located outside the Port.

Kanoo Shipping Dammam arranged the unloading of these heavy units with assistance from our principal's port Captain and coordinated in advance with all the team members for its discharging and transportation.



FORKLIFT OPERATOR SAFETY TRAINING

Forklift Operators at YBA Kanoo in Western Province successfully attended a one-day training and practical test to be qualified as “Certified Forklift Operator” which was held at the Kanoo Commercial Complex in Hamdania recently. The training was conducted by Arabian Safety Training Institute and the participants were from Machinery - Parts, P&IP Warehouse, P&IP Energy Services and Logistics divisions.

Mr. Ahmed Fawzi Kanoo extended his full support to get this training done and provided his full commitment to SAFETY expressing that, “this shall keep our Operators safe and achieve our goal of zero-accidents.

Safety training is an essential part of our SAFETY program and it enhances the skills of our employees in each area of their operations, and Forklift operations is one of the high risk areas. Customers also insist on SAFETY training.



Forklift Training



Safety Training Lecture in Progress

The participants gave positive feedback and expressed satisfaction by thanking the Management for providing the much needed training wherein they were made aware of safety forklifts operations.

Nadeem-ul-Haque, Corporate Quality & HSE Manager organized the training and similar programs will be conducted for staff in future for Eastern and Central Provinces. The team of Syed Aftab, Nawaz Khan Swati, Habibur Rehman, Anwar provided good arrangements for the training. The programme was widely covered by Marketing Executive, Sultan Alyazeedi.



Participants at the Training

WELCOME ON BOARD

Please join us in welcoming our new members of staff.

We are very excited that these professional individuals are now part of our organization and their abilities are going to be put to good use to reach our organizational goals.

YBA Kanoo offers training & development programs to enhance skills, knowledge and team-building. The company assigns critical importance to fostering growth and career progression for all its employees.

Join us in welcoming them to the team and offering them support.

Best wishes to all!

BAHRAIN

ABDULRAHMAN HASAN BUCHERY KANOO FOUNDATION MGR KANOO GROUP	FATEMA MOHAMED ALBULUSHI HUB TEAM LEADER KANOO SHIPPING	MOHAMMED SAEED ALKHANAIZI CUSTOMS CLEARING AGENT KANOO CARGO	EUNA KRIZIA GONZAGA MENDOZA SR TRAVEL CONSULTANT KANOO TRAVEL	NUSAIBAH KHALED ALMADANI ADMINISTRATIVE ASSISTANT KANOO SERVICES DIVISION	CHERRY BAE PACANO SR TRAVEL CONSULTANT KANOO TRAVEL
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KSA

MOHAMED AMEER JAN SHIPPING MANAGER KANOO SHIPPING	RUBEN CANEJA NATALIO JR. TECHNICIAN KANOO MACHINERY	MOHAMMED SUBHI AL TAHLA PRODUCT MANAGER KANOO MACHINERY	MISHARI HASAN ALGHAMDI PERSONNEL & PR MGR KANOO SERVICES	CRISPIN JR BALBUENA MECHANIC KANOO MACHINERY	BILAL HAIDER GHULAM HAIDER CLERK KANOO SERVICES
GREGORY JAMES IMLAH LEGAL ADVISOR KANOO GROUP	IMALKA SANDUN ARACHCHIGE HOUSE BOY KANOO GROUP	KANTHARUBAN SIVAGNANASUNTHARAM HOUSE BOY KANOO GROUP	MUHAMMED SAMEER KHAN SHIPPING ASSISTANT KANOO SHIPPING	ABDUL RAZZAQ AL ANAIZI BOARDING CLERK KANOO SHIPPING	MACBIRGHT RAJAN NESMN CAPTAIN KANOO SHIPPING
ERWIN TAYONE ABADINGO FOREMAN KANOO MACHINERY	RONNIE JACLA SANTOS TECHNICIAN KANOO MACHINERY	ELMER LAYDEROS ESTRADA TECHNICIAN KANOO RENTAL	FERDINAND MARAMBA PLATA TECHNICIAN KANOO RENTAL	MANSOOR OLIYAN AL SALOMY EXPORT CO-ORDINATOR KANOO OIL & GAS	ABDUL LATEEF AL HUSSAIN BROKER KANOO SERVICES
MAZEN SAEED ABDULLAH TRANSLATOR KANOO SERVICES					