



# YBA KANOO NEWSLETTER

2015 | ISSUE NO. 3



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## GROUP MANAGING DIRECTOR'S MESSAGE

I would like to welcome you all to the third quarter edition of the YBA Kanoo Corporate Newsletter!

I hope that over the summer months each of you has managed to take time away from work and enjoyed a good summer break to recharge your batteries and renew your resolve.

I would like to make a special mention to thank those who have remained behind to provide operational cover and keep the business running during times when, quite often, we have had less than a full team of staff in the office. Business continuity of these times is most important for high levels of customer service and satisfaction.

As we have now returned, we are faced with planning for next year and most of us are involved in the budget process, analysing the economic challenges that we expect to face and making plans accordingly. It is an opportunity to realign ourselves with our corporate strategy and I look forward to seeing the results of your deliberations.

This issue of the newsletter reports on some very interesting articles and activities. We have fond memories of our Ramadan Majlis and the Fatour that took place during the Holy Month at each of the locations across the region. We also have a special feature in which our Group Head of Information Technology, Mr Jameel AlSharaf, discusses the progress we have made in implementing some exciting new technologies and the company during 2015.

I'm sure you'll enjoy reading this issue and reflect on the activities of the recent past.

**Khalid Mohamed Kanoo**  
Group Managing Director

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Mr Jameel Al Sharaf

## IN THE SPOTLIGHT WITH MR. JAMEEL AL SHARAF

Interview:

**Mr. Jameel Al Sharaf**  
Head of Group IT

**He launched his career from a Systems Engineer to the current role of Head of Group IT with YBA Kanoo, Bahrain. Jameel Al Sharaf has the passion and determination to take YBA Kanoo to greater heights, as IT succeeds in implementing one program after another for the organisation. Here, he talks to us about how he started his career and his rise to the ladder of success.**

**Can you share with us your story on how you began your career? What made you choose Information Technology as a profession amongst others?**

My career in IT started back in 1991 at IBM in Bahrain as a Systems Engineer right after my graduation from university with a degree in Engineering Systems, Computing and Control. I have always been fascinated about technology even during my school days, where I participated in various school projects involving the use of electronics and circuitry. Throughout my university years, I built stronger interest in digital technology and how it was applied in various industries. When I joined IBM in Bahrain, my focus shifted to business IT, where I was involved in various projects around the GCC. Those initial years helped me shape my future career in IT, as I found technology to be so dynamic and constantly evolving.

**Which are the big names you have worked with so far?**

As I said, I started my career in 1991 with IBM as a Systems Engineer. In 1995, I joined Investcorp Bank as IT Support Specialist and developed my career to become IT Support Manager. In 2007, I decided to move to BMI Bank as the Head of IT where I led a transformation initiative across various banking systems and technologies. In 2008, I joined Mumtalakat, the Sovereign Wealth Fund of the Kingdom of Bahrain as VP Information Technology, where I was able to implement Oracle technology in various business units. In March 2013, I join YBA Kanoo as Deputy Group IT Manager – Planning before I assumed my current role as the Head of Group IT.

**When you joined Kanoo, was it easy for you to take over the reins?**

Throughout my career, I have been exposed to various organisational cultures and enjoyed working with diverse nationalities and backgrounds. Such experiences enabled me to settle well into Kanoo with the help of my team and other colleagues who have introduced me to the unique culture and way of operation.

**Do you have the necessary resources to run your job efficiently?**

Kanoo IT team carries tremendous level of business and technical knowledge across our business operations. There is no shortage of expertise in various technologies, which are unique to Kanoo.

**What's the biggest change Kanoo has gone through over the past few years?**

I believe, the realization of technology as a strategic tool for “Delivering Sustainable Excellence” has been one of the biggest changes in direction. Such change helped us plan and execute game-changing technology projects needed to modernize our technology infrastructure and radically change the manner in which we deliver our services.





Mr. Al Sharaf attending to one of the servers

**With the advancement of technology and IT forced to take rapid strides, where do you see YBA Kanoo standing? And, how will that affect Kanoo?**

Having deployed state-of-the-art technologies across the board, YBA Kanoo has become a leader in the adoption of such technologies with several media announcements and press coverages. More recently, YBA Kanoo has also been nominated for a prestigious award for one of our chosen network and security platforms competing against major players in our region.

Technology has now become the differentiating factor in any business. There are many examples of global organizations who are no longer present today because they did not adopt the right technology at the right time. Today, we see a rise in business analytics and intelligence supported by the concept of big data. We can also see a rise in cloud computing and mobility. On the spot access to information such as inventory, prices, and rapid decisions are changing the market dynamics. Understanding our customers, their buying behaviors as well as cross-selling can all add to the bottom line. In light of these technological advancements, we need to ensure that, at Kanoo, we are on par with such trends across the globe. IT departments focus has now shifted from “keeping the lights on” to an active business enabler, creating tangible value through innovation, efficiency and high productivity.

**What benefits do you see with the implementation of Office 365?**

With the implementation of Office 365, there would be increased productivity, efficiency and information availability across all regions. This operation provides rich features to facilitate the collaboration and inter-office communication in a cost-effective manner.

**We understand that you are in the process of implementing a new ERP system; can you tell us more about it?**

Epicor Enterprise Resource Planning (EERP) is a collection of software modules such as Financial Management, HR & Payroll, Supply Chain and Project Management that allow seamless flow of information between them without the need for any interfaces. Currently, we are actively engaged with our finance team to implement the Financial Management module, which will replace our current financial system (GemFin), as well as its related sub-systems, eg. Wallet, MIS and Fixed Asset. The new systems is due to go live during the second quarter of 2016.

**How smooth was the integration of the systems and what was the overall impression of the employees about this new system?**

We have received positive feedback from all stakeholders about the powerful capabilities and features of Epicor during our initial demonstration sessions. Our goal is to introduce out-of-the-box functionalities, which follow best practices being followed across various industries globally. However, we will continue to depend on our existing sub-systems, which are supporting our business operations to provide accounting transactions for financial processing and reporting.

**How is information shared to the employees within the Group? How do employees get access to the in-house information?**

We have recently launched our corporate portal (intranet), which will become a vehicle for information sharing and cross-office team collaboration. Currently, most information is being exchanged via emails and stored locally on laptops and PCs. With the recent introduction of Office 365 and OneDrive, Kanoo staff will have the right tools to easily share and exchange information internally and externally.

# KANOO INTRANET

The success of any enterprise organization relies in part on systems and processes that allow people to communicate and collaborate effectively. Today, corporate intranets are an integral part of doing business in large organizations. These intranets help with the distribution of news and documents, support around-the-clock collaboration across physical and temporal boundaries, and enable new communication channels with partners, suppliers, and customers.

SharePoint Online, part of the Microsoft Office 365 suite for online productivity solutions, provides a platform for large organizations to enhance and extend the functionality of existing "on-premises" SharePoint deployments using a cloud-based service. SharePoint Online provides a single, integrated location where people can:

- \* Collaborate with team members and external parties
- \* Find organizational resources
- \* Look up corporate information
- \* Glean business insights for better-informed decisions

Its intuitive interface simplifies tasks such as creating portals and collaboration sites, setting up users and establishing permissions, implementing powerful search tools, and building business processes and forms workflows.

**Kanoo Intranet is hosted on SharePoint Online which is currently having the below features:**

## 1) Document Library:

Document libraries are historically the most used element of a SharePoint site. A document library is a SharePoint app that is used to save and store documents in a shared location. Document libraries are similar to network file shares, allowing team members to contribute, edit and collaborate on documents. However, document libraries can go far beyond this basic functionality by using some of the other SharePoint features such as workflows,

versioning, and content types. The document library can specifically contain certain file types and allow the management of permissions.

## 2) My Services:

It includes the below features:

### a) Directory:

It lists the contact details of corporate offices of Kanoo across the world.

### b) Training Calendar:

It is a list of calendar items commonly used to track appointments and events.

### c) IT Helpdesk:

Email service to raise tickets against applications or other IT related issues.

### d) How to Guides:

Guidelines and helpful instructions on various corporate activities.

### e) Suggestion box:

It's an email service provided to the users for suggestions to improve the corporate services.

### f) Update contact:

Update the personal contact information of the user.

## 3) Announcements:

This list is the common company bulletin board showing news and short bits of information with greater functionality, like expiring content controls.

## 4) Events:

The latest company events are displayed on the landing page.

Kanoo Intranet will be continuously updated with information and other useful services. In future, we will be introducing workflows and newsfeeds to improve the

user experience. Following is the list of forms which will be associated with workflows:

- 1) New Staff Request
- 2) Staff Action Form
- 3) Administrative Services Request
- 4) Local Purchase Requisition
- 5) Stationer Requisition and Issue Voucher

As organizations look at becoming more social, it's crucial to think beyond a set of features and start to understand how social can help them achieve some of their key business needs; such as keeping employees up-to-date, breaking down silos, increasing re-use of information, documenting tacit knowledge, making collaborative decisions and getting work done.

- A) Get connected
- B) Share knowledge
- C) Work together

Social isn't just about features, it's about the ability for

users to stay up-to-date with information that they care about, helping people to get to know each other, and sharing information that's important. Just getting this right, would save a huge number of unneeded duplicate interactions and allow people to spend time getting their work done.

### Conclusion

Kanoo Portal is based on Microsoft SharePoint online platform, which is part of our Office 365 Suite of services. The portal will host a number of useful employee services including e-Forms, training calendar, contact update, employee directory and more importantly a shared document library. The portal will be continuously updated in the near future to introduce even more interesting services such as employee leave management and electronic payslips. For further information, inquiries or feedback about our new corporate portal, please contact Andrew Rodrigues (andrew.rodrigues@kanoo.com)/ Manayel Al-Ameer (manayel.alameer@kanoo.com) or Faheem Dar (faheem.dar@kanoo.com).

You can visit our portal from anywhere by typing [intranet.kanoo.com](http://intranet.kanoo.com) in your internet browser. For first visit, you will be asked to enter your Kanoo email ID and password to gain access.



## KANOO TRAVEL'S GETTHERE TRAINING PROGRAM



Kanoo Travel IT & Sabre had jointly conducted a 2-day Travel Tool Training Program recently for its new product "GetThere" for Travel staff.

GetThere has SaaS-based architecture and is a global travel booking tool available in 15 languages including Arabic. GetThere offers more than 3,000 configurable site options. GetThere serves thousands of large multinational and mid-sized corporations. Kanoo Travel is working on 10+ GetThere implementation for GCC clients during 2015.

A brief outline on GetThere:

- Web and Mobile solutions for corporate travel management. It includes corporate travel booking and reporting.
- GetThere Mobile for smartphones: Mobile web application to check itinerary, book hotels, & book airfare.



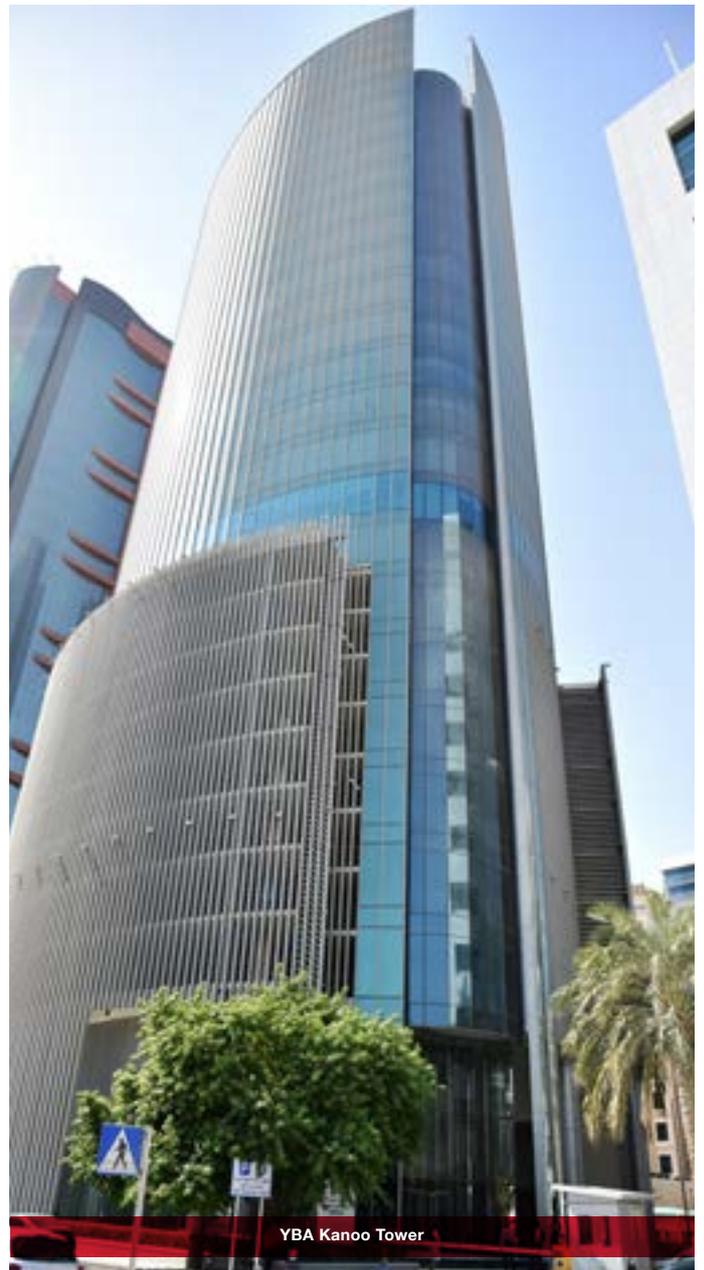
Mr. Fawzi Kanoo & Mr. Jalal M. Jalal with officials from Kanoo & Kontra

## KANOO TOWER BAHRAIN INKS OFFICE FIT-OUTS AGREEMENT WITH KONTRA

Yusuf bin Ahmed Kanoo has signed an agreement with Kontra Interior Design & Contractors for its Kanoo Tower office fit-outs and furniture in Diplomatic Area, Manama. The agreement was formally signed between both parties by Mr Fawzi Ahmed Kanoo and Mr Jalal Mohammed Jalal owing to Kanoo's preparation to move soon to the Diplomatic Area offices. Others present at the ceremony were Mr Mohamed Abdul Khaliq, Executive General Manager of Kanoo Property Division, Mr Khalid Abdulla, Kanoo Country Manager, Mr Sami Mohammed Jalal of Kontra & Mr Philip Gouel Kontras Contracts Manager.

The YBA Kanoo's six months' agreement with Kontra aims to provide complete turnkey services of design, fabrication and installation of high-quality finishes to the Tower. YBA Kanoo will move its headquarters to the new Kanoo Tower building and will occupy six floors of office spaces from 19 to 24 floors. Kanoo Tower is a dedicated commercial project in Bahrain's business hub which offers world-class environment for customers across diverse economic sectors.

On this occasion, Mr. Fawzi Kanoo, said: "We congratulate Kanoo on this occasion which will transit from its current location in Manama to the new headquarters in Diplomatic Area. It is a landmark for the business community, and we are pleased to partner with Kontra company and wishing them every success for the processing and furnishing the Tower according to international standards."



YBA Kanoo Tower

For his part, Mr. Jalal Mohammed Jalal mentioned, "We are proud to have signed this cooperation with Yusuf Bin Ahmed Kanoo, which is considered as one of the largest leading companies in the Middle East. Signing with them demonstrates their confidence in the services provided by the Kontra company, as a modern and world-class services."

The new Tower features a perfect blend of contemporary style complete with offices, which reflects the growth of Kanoo's growing presence in the region as one of the leading brands. Customers can rent space typical floors of 1062 square meters, and the offices of 112 square meters, with breathtaking views of the city's sights and the sea.

The Tower occupies a strategic position in the Diplomatic Area, Manama, and has excellent access to King Faisal Road, as well as other areas within Manama city, which is a 10-minute drive from the Bahrain International Airport and 15 minutes away from King Fahd Causeway.

The 24-storey prestigious development features nine floors of parking with a 375-car capacity, 3 passenger lifts and 2 VIP lifts, as well as a lavish and spacious reception hall and lobby, lounge area and restaurant on the ground floor, cleaning services, plus 24-hour building security and CCTV cameras.

As one of the largest property owners in the Kingdom of Bahrain for more than 100 years, the Kanoo Property Division ensures provision of the best services by a dedicated team of property managers equipped with a high degree of skill and experience, engineers and craftsmen. It aims to provide the highest level of facilities and amenities for customers and real estate development programs which are constantly evolving with market trends.



YBA Kanoo Tower

## THREE-YEAR AGREEMENT



Mohamed Al Tarrah with BAPCO &amp; GE Water officials

GE Power & Water (a principal of Oil & Gas Division -Bahrain) has secured a contract from M/s. Bahrain Petroleum Company (Bapco) worth USD 4.5 million for supply of Process & Water Treatment Chemicals for a period of three years which can be extended to five years. If extended, the order value would then be USD 7.5 Million.

As part of the contract, GE have to station two Engineers in Bapco to provide service support. Kanoo is responsible to stock the chemicals, deliver on call basis and provide logistical & service support to GE to meet the client's expectations. GE and Kanoo Oil & Gas team have interacted closely with the client since one year before the announcement of the tender, which helped us to make an effective proposal and stay ahead of the competition to win this contract.

Bapco is the only oil refinery in Bahrain with refining capacity of 264,000 barrels per day and is fully owned by Government of Bahrain.



## FUJITSU CHOSEN BY YBA KANOO BAHRAIN



Yusuf Bin Ahmed Kanoo (YBA Kanoo) in Bahrain has selected Fujitsu to replace all their PCs and laptops and supply Fujitsu's CCDs across its business divisions spanning the GCC that include Kanoo Shipping, Kanoo Logistics, Kanoo Machinery, Power & Industrial Projects, Oil & Gas, Kanoo Travel & Holidays, Joint Ventures, Kanoo Properties and Kanoo Retail. This procurement, whilst offering the group outstanding production quality ensuring enterprise wide reliability, will also offer improved procurement lead time for the group enabling timely services offered by Fujitsu.

Fawzi Ahmed Kanoo, Interim Group CEO stated that "We chose Fujitsu based on its comprehensive portfolio of computing devices they had on offer which is tailor-made to meet the needs of everyone in our group, from a sales team to top management. With our Group's growing portfolio across the Gulf, we were on a lookout for an IT partner who comprehends our business thoroughly and offers the right technology with the right commitment. Having worked with Fujitsu for close to a decade, they proved to be the obvious choice".

For close to a decade, Fujitsu has supported the group by consolidating its Enterprise System. Standardising their ICT infrastructure with the procurement of Fujitsu hardware will help the YBA Kanoo to homogenize their purchasing process and receive faster technical support services, which will in turn ensure smooth business continuity for the group, as well as their customers.

Farid Al-Sabbagh, Vice President and Managing Director, Fujitsu Middle East mentioned "We have had a long-standing, successful relationship with YBA Kanoo that has allowed us to demonstrate first-hand the merits of our streamlined processes, centralized service desks and support. We truly understand their vision and through our IT support we can help ensure smooth business continuity and gain a better life-cycle management driving in cost efficiencies, so the group can continue to focus on its mission of "Delivering Sustainable Excellence" to the region."

The new Fujitsu CCDs will help more than 4,000 employees working across the group as Fujitsu offers a bespoke range of computing devices to suit the needs of employees at all levels. Fujitsu's award winning helpdesk will ensure that Kanoo employees across the GCC receive prompt and seamless onsite support ensuring maximum customer satisfaction.

The Fujitsu CCDs will deliver the highest reliability, driven by a unique combination of German precision engineering and Japanese quality. Extensive configuration options for the Fujitsu Notebooks and Desktops will provide YBA Kanoo with the flexibility and convenience to run applications dependably. Every three months, the Group's need for new computing devices will be calculated and state-of-the-art Fujitsu computing devices will be delivered with the best prices and services, ensuring improved lifecycle management of the workplace system.

Fujitsu Onsite certified partners, who are in direct contact with the Fujitsu help desk in the countries that the group operates in, will ensure a close relationship with Kanoo's IT team and warrant a smooth day-to-day operations and escalations, if any.

## YUSUF BIN AHMED KANOO CO. LTD AN IDEAL PARTNER TO IMPLEMENT ODOUR CONTROL SOLUTIONS

An article on Water Treatment by Oil & Gas Division was published in the Arab Water World Magazine (June 2015).

With headquarters located south of Brussels, Belgium, Amtrad Environmental is a privately-owned, ISO 9001 certified, providing the design, engineering and supply of environmental control technologies. The company is particularly active in the Middle East where it has supplied over 150 installations, primarily for the abatement of odors arising from the conveyance and treatment of domestic and industrial sewage. These systems use such diverse technologies as activated carbon adsorption, wet chemical scrubbing and biological filtration. Equally, the company has provided custom designed solutions for the separation and removal of oil from water and for the removal of organic compounds from underground water supplies. As a complimentary activity to the supply of odour control systems the company also sells vacuum sewerage systems and packaged sewage treatment



Odour Control System

plants. Both of these technologies are ideally suited for use in small communities such as labor camps, universities, holiday resorts and residential complexes. The vacuum sewerage systems use small diameter pipes to convey the sewage from the source to the vacuum station and this means that the pipes can be laid at depth of between 80 and 120cm – a big saving in installation time and cost. The packaged treatment plants are supplied ready mounted in sea containers. A typical 40' sea container will house a treatment system designed to handle up to 50,000 liters per day of sewage. With partner Yusuf Bin Ahmed Kanoo Co. Ltd, Amtrad Environmental takes LSTK job related with VOC removal, Odour Control System/ Scrubbers and Vacuum Sewerage systems.

## CONGRATULATIONS TO KANOO MACHINERY

Kanoo Machinery – Bahrain delivered an order of Grove Crane Model 5095 GMK last month to its customer, M/s AL Kobaisi Precast Concrete in Bahrain.

GROVE GMK 5095 is a five-axle crane rated at 100-tonne capacity. It has a 60m main boom, with up to 22m of fly

jib and can be fitted with 27 tonnes of counterweight. The crane has features such as the driving cab, carrier deck, operator's cab, etc. The main lift cylinder for the boom is plastic, and the seven section main boom is metal except at the collars which are plastic. The boom head sits a little short over the driving cab. The crane cab tilts to an angle of around 30°. The crane rotates nicely. The boom can be raised and the cylinder is stiff enough to hold a reasonable angle. This model looks really good in the Wiesbauer livery and the enhanced detailing makes it a high class piece of modelling.



Mohamed Tarrah with Kanoo Machinery, Grove & Al Kobaisi officials



H.R.H Prince Salman bin Hamad Al Khalifa with Mr. Mubarak Kanoo & guest

# KANOO ANNUAL RAMADAN MAJLIS

YBA Kanoo celebrated the annual Ramadan Majlis as a season for renewed devotion and strengthened relationship among Kanoo family members, relatives, friends, partners and employees during the Holy month, held at YBA Kanoo Guest House in Mahooz, Bahrain.

The precious and meaningful gathering was attended by special guests from Bahrain Royal Family.

For decades, friends, neighbours and families would gather in a Majlis during sunset as an integral part of the Kingdom's rich cultural heritage and traditions, and one of the major facets of social life in the Gulf countries.

Majlis is an Arabic term meaning "a place of sitting", used to describe a formal legislative assembly and also a place for social gathering. Traditionally, the head of the family will host the guests and would sit in the middle, inviting them to join him as they form a large circle. It's a place for them to chat about the daily life issues, religious topics and recollection about the past, over Arabic tea and coffee. Majlis is often separate from men and women due to religious and social rules.



Mr. Fahad Kanoo, Mr. Nabeel Kanoo, Mr. Ahmed Kanoo & Mr. Omar Kanoo



Dr. Abdullatif Kanoo, Mr. Mubarak Kanoo, Mr. Abdulaziz Kanoo, H.E. Sh. Khalid bin Ahmed Al Khalifa, Admiral Miller, Mr. Khalid Kanoo & guest



H.E. Sh. Khalid bin Abdulla Al Khalifa &amp; Mr. Khalid Kanoo



H.E. Sh. Salman bin Khalifa Al Khalifa &amp; Mr. Mubarak Kanoo



Mr. Yusuf Salahuddin, H.E. Sh. Abdulrahman &amp; Dr. Abdullatif Kanoo



Majlis Kanoo

Although Majlis is an essential feature of every household, it is a very significant gathering because hospitality is taken seriously in Arab homes. Many families take pride in making their guests comfortable when visiting.

The predominant practice during Ramadan is fasting from dawn to sunset where Muslims also engage in increased prayer and charity. Ramadan is also a month where Muslims try to practice increased self-discipline, a time of spiritual reflection, improvement and increased devotion and worship. When the sun sets, gatherings come to life as families and friends head to elaborately decorated Ramadan tents and so on, to break their fasts with an Iftar (sunset feast) or Suhoor (early morning feast).

Social gatherings, many times are in a buffet style. On the other hand, Majlis has consistently proven to be at the top of its game every year in Ramadan where it captures the true essence of Arabian custom with a warm ambience.

The sense of concept has been widely adopted throughout the Islamic world and beyond, but most importantly, it is a yearly time of the year where YBA Kanoo organises a get-together for all Kanoo family and associates, to celebrate the true meaning and spirit of the Holy season.



Mr. Fawzi Kanoo, Mr. Mohammed Ajoor, Mr. Abdulaziz Kanoo &amp; Mr. Saud Kanoo



Alstom's Slipform Machine

## KANOO LOGISTICS DELIVERS ALSTOM'S MACHINE FOR RIYADH METRO

As Kanoo Logistics is one of the few Logistics service providers for fast consortium constructing Riyadh Metro lines 4, 5 & 6, Alstom has trusted our services to clear and deliver their first Slipform machine.

The Team in Jeddah have done a great job and cleared the machine safely and delivered in time.

The P&IP-Energy Services Division has received its first major contract worth SAR 1.74 million from National Water Company - Makkah and Taif City Business Unit (MTCBU) for supplying, installation, testing and commissioning of two Diesel Generators of 1093KVA each with 12000 liters fuel tanks for Wadi Muahrem and Masara pumping stations.

This will provide emergency standby power to NWC pumping stations in case of main / SEC power failure to run the water pumps and other station loads. The pump supplies water to city of Taif and Makkah.

The scope of supply also includes civil works for the foundation and underground cable duct bank, power cables and Aux cables, fuel piping from fuel tank to DG sets. The services include engineering, drawing and layout, foundation designing, acceptance test, construction of foundation & cable duct bank, site performance & testing and training to NWC operators and supervisors.

This is the first major order for YBA Kanoo for supply of DG set to NWC in the Kingdom and it will pave the way for future orders from the same customer.

SDV – our French Logistics Partner and Alstom France – expressed their appreciation for the excellent service during Ramadan. SDV stated,

**“Thank you very much to all the KANOO team! We (SDV + we can also speak for Alstom France) highly appreciate your efforts in making this delivery happen, especially as we know it was an extra challenge for Kanoo Logistics to get the SP250 customs cleared during Ramadan period.”**

## P&IP BAGS CONTRACT FROM NATIONAL WATER COMPANY



Emergency Standby Power to NWC

# JOTUN PAINTS SELECTS KANOO RENTAL

**Jotun – the Kingdom’s No. 1 Paint manufacturer - with a network of branches all over the Kingdom of Saudi Arabia, and a high quality product on offer, is a very well-known brand in the region.**

Kanoo Rental have been chosen by Jotun as the main supplier of their material handling equipment. With an initial order for rental of 4 x HYSTER R2.0 Reach Trucks, they have now expanded their fleet, on hire from Kanoo Rental, to 24 units of Hyster Warehousing forklifts.

The high productivity offered by HYSTER forklifts, backed by a highly reputed company like Kanoo, helped to win the initial order from Jotun Paints.

With 24/7 backup support for the forklifts on the initial Jotun site in Jeddah, Kanoo Rental was the preferred supplier for subsequent requirements in Dammam, Riyadh & Jeddah.

With large numbers of forklifts currently on hire by Jotun from us, our focus is to ensure we meet the productivity levels required by Jotun on all their sites.



Some of the steps taken by us to meet these high standards set by our prestigious customer are:

- 1) Constant monitoring of forklifts
- 2) Planned Preventative Maintenance
- 3) Quick response to breakdowns
- 4) Spare Parts availability with the Rental Team
- 5) Skilled Technicians with the right tooling
- 6) Constant training for the technicians
- 7) Focus on Safety

**At Kanoo Rental – we like to be a step ahead -- to make sure the path towards productivity is guaranteed.**



Kanoo Rental: Handling Jotun Paints





## KANOO SECURITY SUPPLIES SCREENING DEVICES

Jabal Omar Development Company - Jabal Omar project is a development project, which is currently being held in Mecca. This project is located on Mount Omar, west of the Grand Mosque and covers 230,000 square meters. It limits the site to the east Ibrahim Khalil Street, which wraps the north to become the street or villages, and as far west as Hafayer. The Jabal Omar Development Company is a joint stock company that develops the region (buildings and infrastructure), including management, investment & leasing, implementation of all business architectural necessary survey, construction, maintenance and demolition, provision of appropriate housing and commercial space with the requirements of facilities and services, service to the pilgrims of Umrah performers, visitors and residents.

First Phase Project is for Hotels which includes Hayat, Marriott, and Hilton Suites. The hotels requested that their items be shipped via air, whereas Hilton Conrad and Hilton Convention via sea freight. There will be a total of 32 Towers next to Haram and it will be the largest Hotel compound in the world.

In this prestigious project, Kanoo Security Systems' scope is to provide, supply & installation of Screening Devices to Jabal Omar Project Makkah – Phase One.

Screening Devices contains:

- 1) X-Ray Machines
- 2) Walkthrough Metal Detectors
- 3) Hand Held Metal Detectors
- 4) Explosive Detectors
- 5) Accessories

The Supplier is ASTROPHYSICS from USA.



Mr. Imad Wanley - Security System Manager inspecting the latest Hi-tech machines & detectors

# WESTERN PROVINCE STAFF FELICITATION

The Western Province offices felicitated its staff Mr. Padman Abhan, Travel Accounts for his long and dedicated service. Mr Ahmed Fawzi Kanoo, Area Manager handed over the award to him and praised him for his hard work, loyalty and meritorious service.

Kanoo Travel awarded five of its staff for specific categories for the month of April and Mr Ahmed Fawzi Kanoo presented the awards. They were: Mr Saleem Aziz and Mr Syed Zulfikhar Ahmed under Corporate category; Mr Hussain Hassan Juwaid Al Nakhli of KTA Medina for Retail Star category; Mr Zubair Khan of Sri Lankan Airlines for GSA Star category and Mr Omar Abdullah Hassan AlShihry of Sales & Marketing under Support Star category.

Awards were also presented to four other staff as "Employee of the Month". They were: Mr Gasim Abdullah Ibrahim – Assistant Manager, Services Division for May; Mr Muhammed Sajid Ambattu for June; Mr Fahad Saud Al Juhani – Cargo Services Division for July and Mr Anecito Jr. Orillo – GLRC Division for August.

They were all praised for their dedication and sincerity in their work and this gesture will motivate them to do even better.



Mr Ahmed F Kanoo & Mr Gasim A Ibrahim



Mr Muhammed S Ambattu & Mr Ahmed F Kanoo



Mr Fahad S Al Juhani & Mr Ahmed F Kanoo



Mr Padman Abhan & Mr Ahmed F Kanoo



Mr Anecito Jr Orillo & Mr Ahmed F Kanoo



Mr Ahmed F Kanoo with Western Province Travel Staff



## RAMADAN ANNUAL IFTAR CELEBRATION

Yusuf Bin Ahmed Kanoo hosted its annual Iftar for its employees surrounded by the atmosphere of Ramadan, at the Movenpick Al Nawras resort in Jeddah.

The Area Manager, Mr. Ahmed Fawzi Kanoo and directors of departments attended the Iftar event. He congratulated the staff on the occasion of Ramadan, and also thanked the employees for the invitation. He appreciated and recognized the sincere efforts and dedication to work put in by staff.

Mr. Ahmed further pointed out that the Ramadan Iftar is part of the annual tradition for Yusuf Bin Ahmed Kanoo Company which shares values of communication and strengthens the relationship of colleagues thus making it a stimulating work environment for all. This event fosters a strong bonding amongst all the employees of the company during the Holy month.



Mr T Kiritharan, J Shetty & Rami Al Jedaani



Mr Faisal Al Ghamdi, Omar Al Ghamdi, Sultan Alyazeedi, Sameer Qadi & Wanley Imad



Mr Khalid Bin Huraib, Dr Bakr H Khoshaim, Fuad Al Nazzawi & Ahmed Salahilmad



Mr. Ahmed Kanoo greeting Dr. Bakr H Khoshaim



Mr. Ahmed Kanoo & Mr. Nawaz Swati



Mr. Ahmed Kanoo (center) with YBA Kanoo staff



Mr. Ahmed Kanoo with YBA Kanoo staff



Mr. Ahmed Kanoo with YBA Kanoo Staff



Fatoor in progress



Mr. Ahmed Fawzi Kanoo



Ausa Training in progress

## TRAINING SESSION WITH KANOO MACHINERY SALES GROUP

A group of highly motivated team joined an AUSA Product Training in Kanoo Machinery Division's facilities recently. This group of professionals successfully promoted AUSA brand in the UAE market.

As part of the training they had the opportunity to operate the smallest tele-handler T144H in the market. This is part of the TAURULIFT LINE which reached from 4 up to 7 meters height.



Kanoo Thunders: The Champions' Team

## KANOO THUNDERS 2015 AJV AGENTS LEAGUE CHAMPIONS

**Kanoo Thunders, Kanoo Travel's Cricket team once again won the top award in the recent Atlantic Joint Venture Agents League 2015 which was held at the United Pro Sports, Dubai.**

The cricket match, The Atlantic Joint Venture Agents League 2015 was sponsored by Munich Airport, in conjunction with Star Alliance Members: Air Canada, Austrian Airlines, Lufthansa Airlines, Swiss Airlines and United Airlines, and participated by industry partners in the UAE with Kanoo Travel.

Team players Abdul Karim, Ankit Desai, Asim Fawaz, Tabrez Shaikh, Liston Olivera, Rafaz Mulla, Rizwan Alambath and Rijeesh Parambath consistently gave their best throughout the tournament.

One of the game highlights involved the first match between Kanoo Thunders and its old rivalry, Dnata Travel, with Kanoo Thunders' stunning lead, scoring 86 runs in 8 overs against its opponent, scoring only 26 runs on board.

After series of play-offs, Kanoo Thunders overthrew its main contenders Dnata Travel, Sharaf Travel and BCD Travel in the final round; taking home the main trophy with pride and cheerfulness.

Captain Kaish Mujawar & Vice-Captain Asim commended the players for their outstanding performances and for defending their top title in the previous tournaments. Equally, Team Mentor Mohammad Imran also congratulated the entire group for their collaboration and admired the athletes for their team spirit, sportsmanship and courage in the games.

Naseer Khan and Irfan Zaka witnessed the event and showed their support and admiration to the team especially for winning in the finals. Recently, Kanoo Thunders as well ranked 1st in the Sabre EmQuest Indoor Cricket Tournament which was held at Inpsportz Indoor Cricket facility in Dubai last January, beating Sharaf Travels in the finals.



Mr Fahad F Kanoo with Mr Richard Morrison & Mr Bob Curtis

AXA Insurance recently rolled out a great discount scheme to benefit all Kanoo and joint ventures employees on their personal insurances. The new initiative was officially signed in Dubai by Mr. Fahad Kanoo (Executive Director-UAE, The Kanoo Group) and Mr. Richard Morrison (Regional Head of Intermediaries, AXA Insurance), with the presence of Mr. Bob Curtis (CEO of The Kanoo Group - UAE & Oman).

Fahad Kanoo advised that all staff should take the opportunity to insure with a trusted partner that has a proven track record in paying claims and has a strong reputation for wider cover and services.

Also, Richard Morrison commented that as significant corporate insurance partners, it is important and relevant to offer the best insurance products and prices to employees and spouses of the Kanoo Group and its JV companies.

AXA Insurance offers the most comprehensive insurance in the market that includes a 10% discount for Motor Insurance with added features such as free registration service, free pick-up and delivery following a claim, online claims service/24-hour claims handling, off-roading cover, plus many more.

On the other hand, a 15% discount is offered for Home Insurance that includes features such as: fire, theft and accidental damage, personal belongings worldwide and liability covers for tenants and owners.

Moreover, exclusive prices starting from AED 299 are also available for Personal Accident cover to protect loved ones in the event of accidental death or injury. Interested applicants are encouraged to log on to: [www.axa-gulf.com](http://www.axa-gulf.com) to get a quote which couldn't be simpler and to comprehensively access all of AXA Insurance products online.

Alternately, customers can call the Customer Helpline 800 4845 for further inquiries regarding the products, using the promotional code - KANOO15, to avail of this excellent offer which runs till end of the year.

## AXA OFFERS GREAT SAVINGS FOR ALL KANOO AND JV STAFF

### Special offers for all Kanoo employees:

- AXA is happy to extend a special offer to all employee of the Kanoo Group & its related Joint Venture companies
- AXA is offering 10% discount on Car Insurance and 15% discount on Home Insurance as well as a promotion on personal accident

### Home Insurance for tenants & landlords – 15% off on your home insurance:

### Wherever you stay in the Gulf, AXA has a solution to make you feel at home:

- Personal Liability up to AED 2M
- Financial Protection against accidental damage to your landlord's property for up to AED 1M.
- Worldwide cover for personal liability, personal belongings, valuables and portable equipment
- Cover against theft, fire and flood (alternative accommodation provided if necessary)
- 24/7 hotline number for emergencies e.g. burst water heater

### Car Insurance – 10% off on your car insurance

### Quick and affordable comprehensive car insurance allowing you to drive with peace of mind.

- 24-hour extensive breakdown and accident recovery service
- Roadside assistance in 1 hour otherwise AXA pays you AED 150\*
- Personal Accident cover for you and your family
- Extensive Third Party Liability
- Extension of cover to Oman
- Hire Car Benefit

### Personal Accident – starting from 299 AED per annum

*\*Covering Accidental Death and Disablement*

To avail this offer

800 4845

[www.axa-gulf.com](http://www.axa-gulf.com)

and use Promo Code: KAN0015



Mr. Mishal Kanoo with Kanoo Group family and friends

## RAMADAN ANNUAL IFTAR CELEBRATION

Year after year, The Kanoo Group -- as a tradition -- has been celebrating the corporate Iftar as a significant gathering during the holy month of Ramadan. This 2015, the Group invited all its employees from diverse religious and ethnic background, that is over a thousand of staff in the UAE, in various divisions to join the special get-together.

Around 350 employees and top management showed up at the Iftar dinner, which was hosted by JW Marriott Hotel - Dubai on 2nd July 2015 that brought unmatched hospitality and premium lifestyle experience to all Kanoo guests. The exquisite Ramadan buffet showcased a diverse range of authentic Arabic, in fusion with international cuisine of a truly enjoyable taste, with the surroundings, inspired by the Hotel's elegant setting.

Mishal Kanoo stressed the topmost essence of Ramadan celebration, which is a season for renewed and strengthened relationships and solidarity, a time to hasten prayers and a way of enriching cultural values in the Arab world. During the event, he also led the solemn prayer with the Kanoo employees and few family members in its tradition of breaking the fast.

Iftar is an Arabic term which literally means the breaking of fast. It is the evening meal when Muslims end their daily Ramadan fast at sunset. Traditionally, they break the fast by water and dates and join together for the holy prayer, then come back to share a delightful meal to end the period of abstinence.

The highlights of the corporate gathering was organized by the Marketing Team: Sundar Liwang, Michelle Laylo, and spearheaded by Ali Islim; that always brings



Mr. Mishal Kanoo greeting guests

value-added and spectacular corporate planning and exclusive get-togethers that are tailor-made for The Kanoo Group by impressive banners, stands, PR strategies, and so on, in displaying the Group's name and logo.

The event generally gathers a positive feedback from majority of the guests, from food, superior customer services, to structured preparation by the Marketing Team. Some employees expressed their gladness over Iftar party, which was open for Muslims and non-Muslims alike. They said that they felt a sense of belonging as one-family, one-Kanoo, referring to the recently rolled out 'Itqan Program'. Some were also impressed on how the host and presenter handled the occasion so well, with all the considerations of Islamic values and a precisely inspiring Ramadan experience.

Ramadan is the most sacred month of the Islamic calendar. It is a time of spiritual reflection, improvement and increased devotion and worship. Muslims are expected to put more effort into following the teachings of Islam. Fasting is also being observed during the holy month. It is intended to help teach Muslims self-discipline, self-restraint and generosity. The fast begins



Kanoo Group staff and their families



Maghrib prayer in progress



Kanoo Group colleagues



Kanoo Group staff & families



Post-Fatoor drinks



Kanoo Group annual fatoor

at dawn and ends at sunset. Each day before dawn, many Muslims observe pre-fast meal called Suhoor. At sunset, families hasten for the fast-breaking meal known as Iftar.

Over time, Iftar has grown into banquet festivals and very much of a social event with religious significance and meaning. It is a time of fellowship with families, friends and surrounding communities. This spirit of celebration has always been practiced by the House of Kanoo throughout the years and has always been a time for goodwill and charity.



Kanoo Group Staff



Mohammed Sager with UAE athletes

For the second year in a row, Mohd Sagher Mubarak Mohammed Mubarak of Kanoo Machinery demonstrated his support for UAE athletes with intellectual disabilities as one of the volunteers for the national team and also a coach for the Equestrian delegates in the 2015 Special Olympics World Games held on July 25 - August 2, 2015 in Los Angeles, California, USA.

55 UAE Athletes brought out their courage, strength, determination and spirit of sportsmanship in competing for different sport categories in aquatics, athletics, badminton, basketball, bocce, bowling, cycling, equestrian, football, handball, powerlifting and table tennis during the Special Olympics.

US First Lady Michelle Obama, with the presence of former Special Olympic athlete Tim Harris, declared the 2015 Special Olympics World Games open, at the Los Angeles Memorial Coliseum on July 25, 2015 with her heartfelt message to millions of people watching the event live and on television.

Uniting the world through sports in a celebration of the abilities and accomplishments of people with intellectual disabilities and forming a new global vision of acceptance, the 2015 Special Olympics World Games is the largest sports and humanitarian event in the world capital for media and entertainment in 2015, and the single biggest event in Los Angeles since the 1984 Olympic Games.

Concurrently, the UAE has been participating in the Special Olympic World Games since 1999. Earlier, Shaikh Hamdan Bin Mohammad Bin Rashid Al Maktoum, Crown Prince of Dubai and Chairman, Dubai Sports Council (DSC) announced a Dh1 million grant to the UAE national team to express his support for the athletes who constantly make presence felt in international stage as major runners for World Games.

After more than a week of play-offs, The UAE in addition to MENA Participants bid adieu to the 2015 Special Olympics World Games with pride and joy after they managed to rake numerous awards in various categories and also pulled-off First Prize wins from among 6,500

## EMPLOYEE SUPPORTS UAE TEAM FOR 2015 SPECIAL OLYMPICS WORLD GAMES

athletes with intellectual disabilities competing in 25 Olympic-type sports from 165 nations; along with 2,000 coaches, 30,000 volunteers and 500,000 spectators around the world. As a representative of The Kanoo Group, Mr. Mubarak said, "I am honored to be a part of such international sporting event that gives renewed encouragement and empowerment for athletes with special needs to positively contribute to the welfare of our society through their talents and capabilities. It certainly impacts the way people perceive and break down social barriers in the mainstream community irrespective of racial, ethnic, educational, social and economic background."

He added: "We would like to thank and congratulate the UAE team on behalf of The Kanoo Group for this significant journey and milestone achievement. We are so proud of the collaboration that each has contributed to the general success, most especially the athletes for bringing home top medals/honours to our country."



Mohammed Sager

# WELCOME ON BOARD

We are pleased to welcome on board the following new recruits to the YBA Kanoo family.

Moving forward, Kanoo builds on strong family values combined with modern business practices. It has implemented its new strategy Change Program – ITQAN. You all are part of this ITQAN driving force that will take our organization into a bright and prosperous future.

All the very best!

## BAHRAIN

FATEMA HASAN MAIKO QUALITY & HSE OFFICER KANOO GROUP	SWAMINATHAN ANAND EXECUTIVE SECRETARY KANOO GROUP	EMAN ALAWADHI EXECUTIVE SECRETARY KANOO GROUP	AJITH VASUDEVAN ASST. MGR. - OPERATIONS KANOO SHIPPING	PRABHALA ACHARI CUSTOMS CLEARING AGENT KANOO SERVICES	MANJU MANNAKARA TRAVEL CONSULTANT KANOO TRAVEL
MOHAMED EA MOHAMED BUSINESS CONTROLLER KANOO MACHINERY					

## KSA

FAISAL AL YAMI BOARDING CLERK KANOO SHIPPING	BANDER AL HARBI WAREHOUSE MANAGER KANOO CARGO	IAN IBBOTSON LEARNING & DEV. MANAGER KANOO SERVICES	ABDUL HAKIM AL TAMIMI SERVICE CLERK ZAINA INTERNATIONAL	ABDULGHAFFOOR RAMLY ACCOUNTS OFFICER KANOO TRAVEL	ABDULMALIK AL KAABI TRAFFIC COORDINATOR KANOO TRAVEL
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## UAE

ABDUL HADI AL JAZZAR REGIONAL SYSTEMS MGR KANOO LOGISTICS	DHIVIA PRASHANAM REGIONAL COMMERCIAL EXEC. KANOO LOGISTICS	MICHAEL ESTRELLA LOPEZ SENIOR SALES ENGINEER KANOO MACHINERY	ARUN KUMAR MANIGANDAN SENIOR TRAVEL CONSULTANT KANOO TRAVEL	ABDULKADIR BANDUKWALA SENIOR TRAVEL CONSULTANT KANOO TRAVEL	AYYANAAR NIRAIKULATHAN STIRRUP MACHINE OPERATOR BRC
CHINTHAKA ACHARIGE TECHNICIAN KANRENT	MAHESH MOHOTILAGE GENERAL TECHNICIAN WORKSHOP	TABRAIZ GULFAM OPERATIONS COORDINATOR KANOO SHIPPING	SYED MOINUDDIN ASIFI SENIOR TRAVEL CONSULTANT KANOO TRAVEL	FAHAD KUTTIKKODEN OPERATIONS EXECUTIVE KANOO SHIPPING	JANAKA ILLEPERUMA GENERAL TECHNICIAN KANOO MACHINERY
HARSHA KOTTAGODA GENERAL TECHNICIAN KANOO MACHINERY	ABDUL MAJEED AHAMED PRODUCT SPECIALIST STORMAT	JOSEPH RAJASINGHE REGIONAL WAREHOUSE MGR KANOO LOGISTICS	CALVIN JOHN DSOUZA SENIOR TRAVEL CONSULTANT KANOO TRAVEL	CHANDRASHEKHAR DIWADKAR SR. SALES & ESTIMATION ENGR. KANOO ENGINEERING	FIROG ANSARI MESH LINE OPERATOR BRC ARABIA
ADEEL SAGHIR KHAN DY. REGIONAL COMMERCIAL MGR KANOO LOGISTICS	NARAYANAN PARASURAM CO-ORDINATOR KANOO LOGISTICS	AHMED ABULSOOD DETAILING ENGINEER BRC ARABIA	EVON ABHISHEK SACHDEVA SR. TRAVEL CONSULTANT KANOO TRAVEL	LINA NOZAD AHMED AHMED KEY ACCTS. & BUS. DEVP. MGR KANOO MACHINERY	ABU-BAKR MUKHTAR ABDELKHALQ GENERAL TECHNICIAN WORKSHOP
UDAYA SRI DIGO TECHNICIAN KANRENT	DEVAPRIYAN RAMACHANDRAN SR. TRAVEL CONSULTANT KANOO TRAVEL	VALENCIA FERNANDES SR. TRAVEL CONSULTANT KANOO TRAVEL	NISHANTHA ELVITIGALA WORKSHOP SUPERVISOR KANOO MACHINERY	MOHAMED MINSAR MAKEEN TECHNICIAN KANRENT	MOHAMED ABDELHALIM OPRS. CO-OD & BOARDING REP KANOO SHIPPING
JANARDAN PARAS STRAIGHTENING & CUTTING MACHINE OPR. BRC ARABIA	MOHIUDDIN QUADRI SYED TRAVEL CONSULTANT- ETS KANOO TRAVEL	KURIAKOSE ALOYSIOUS SALES EXEC. - EXHIBITION KANOO EXHIBITION SERVICES	DORRICK BRUNO COUTINHO FORKLIFT OPERATOR BRC ARABIA	MAJID RAEES ALDA SR TRAVEL CONSULTANT KANOO TRAVEL	BIJU SEBASTIAN SALES COORDINATOR KANOO MACHINERY
SATHISHKUMAR GNANASEKARAN SENIOR DRAFTSMAN STORMAT	AKSHAY MANOHAR ARAV ASSISTANT MANAGER KANOO P&IP	TARIQ RASHEED QUADRI BUSINESS DEV. EXECUTIVE KANOO LOGISTICS	ARCHANA LALAN GUPTA TECHNICAL COORDINATOR KANOO LOGISTICS		