



Volume 01 | Issue 8 | December 2018

# MANAPPAT TOGETHER

MANAPPAT  
CORPORATE MAGAZINE

December 2018  
Volume 1, Issue 8



## “The Art of Surviving in a Tough Market”



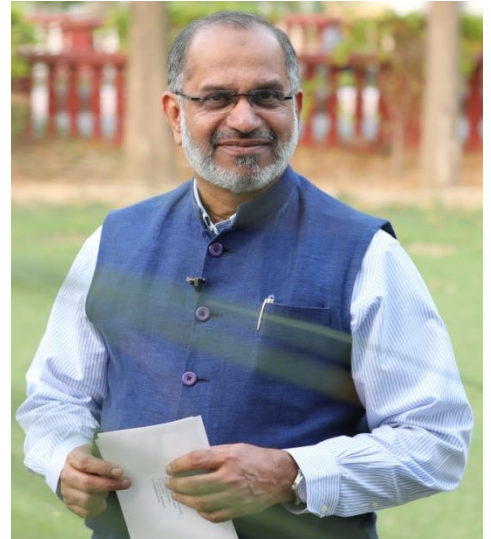
**MANAPPAT**  
Further. Together.





# Chairman & Group MD Message

**Ameer Ahamed Manappat**  
Group Managing Director  
Manappat Group of Companies



When Kishan told me about the tag line of this edition of “Manappat Together” being “The Art of Surviving in a Tough Market”, I was very happy! To my mind, when the market becomes tough, the tough has to become tougher. It is a rare chance for those who have the courage to face the challenges which every business is facing irrespective of the region they operate from, the nature of industry, the type of products/services etc.

The current market trends will continue up to next year and beyond given that oil prices are dropping, the U.S dollar is strengthening, large developed countries are facing huge fiscal deficits, there are trade embargos between countries and policy matters like Brexit and the political scenario in the U.S.A is turbulent, to say the least. There are examples of many companies shining even in adverse conditions and even our own company did not retrench a single employee in 2008/09 when the recession was at its peak.

However to my mind, these adverse conditions should be taken as an opportunity and we should plan and address our business priorities in terms of costing structure, multitasking, greater accountability, higher productivity, a greater sense of discipline and commitment and a well thought of strategy without which we will be caught off guard and on the wrong foot.

We need to retain our competitive edge by creating differentiators and also think out of the box to address current and future business challenges.

We have the people with the right skills and we now just need the will to do it. I am sure Team Manappat will understand the challenges and rise to the occasion as we have done in the past.

My best wishes to all of you and your near and dear ones for a happy festive season and a happy new year 2019 !!

# Editorial



**Kishan Dutta**  
Commercial Director

Analysts have forecasted that the U.A.E economy will bounce back driven primarily by recovering oil prices, a growth stance taken at the Federal and Emirate level, buoyant trade & tourism environment and a pick up in investment ahead of Expo-2020 in Dubai.

It is key to the growth & sustenance of each business to make the right decisions today whether in terms of cutting costs and being lean or tracking your financial performance every hour-nay every minute. Productivity & Profitability has to be the key focus with the sole objective of achieving top and bottom line targets.

Most companies who have a track record of performing when the market is slow, always manage their costs, like reduction of inventories & overheads, using innovative methods to stay ahead of competition, training and cross training staff, making people accountable, creating pay and other differentials between performers and non performers, identifying weak performers and letting them go etc.. are other strategies adopted to overcome a turbulent period.

Many of our group companies have a legacy of resilience and grit to address not so favorable market conditions and actually sustain and grow by a team effort wherein all are heralded towards a common path for achieving business goals.

We are sure the coming year will change the fortunes of many group companies and we take this opportunity to wish all the team and their near & dear ones a very happy & prosperous festive season and a new year !

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## How a small Business can survive in a downtown market

There is an old saying – “*when the going get tough, the tough get going*” ! A recessionary market gives an opportunity to companies to test its robust process, survival instincts and its determination to succeed. I am collating some key points which most businesses do in a downtown market:-

- a) The primary focus should be to reduce monthly cash outflows.
- b) Lower your inventory costs to the minimum and adopt a “just in time approach” to align sales and delivery of products.
- c) Revamp your product line up linking it to established and researched market opportunities in the regions you operate.
- d) Never lower the prices, just because desperate competitors are doing. Rather establish “Value proposition” to the clients through a sustained marketing campaign with identified opinion leaders of your clients.
- e) Stay one step ahead of your competitors . This will entail knowing their current and future plans and strategy and tailoring your plans accordingly.
- f) Layoffs hurt culture, but where it is essential, specially by identifying weak performers, it is best to do now without delay.
- g) Communicate with your employees about the stiff competition and downtown market. They need to be in it 100% so that there is a combined synergy and efforts on higher productivity, determination and passion to wade through “troubled times”.
- h) Hold on to your “best customers”. Developing intensive communication channels at all levels with customers who give you repeat business and address proactively any concerns they may have.
- i) Ensure proper inflow of cash by micro managing receivables.
- j) Renegotiating terms with your Vendors/Suppliers/Sub-contractors on payables. Sometimes vendors may offer discounts for making payments if it is done within a short window.
- k) Lease rather than buy: this helps in your short term crunch on cash flow and many companies hold back on building assets during this downtown period.
- l) Cut wasteful discretionary spending.
- m) Team Productivity: People are the most key resource of any business and those businesses who manage labor cost and boost employee productivity are the ones who most likely will survive the recession.

The above may not be exhaustive but surely contain on a 80/20 rule, the most important aspects to manage a profitable business during a downturn.

**Kishan Dutta**

# Agnice Contracting LLC | U.A.E

## Business Overview



## Carrefour Hypermarket Complete Fit out & MEP Works at Masdar My City Center Mall Project at Masdar City, Abu Dhabi

Agnice has been awarded the Complete Fitout Civil and MEP works for Carrefour Hypermarket at Masdar My City Center Mall Project at Masdar City, Abu Dhabi for contract worth AED 12.4 Million. The store spans over an area of 6663 sqm and will meet the Estidama 3 Pearl and Leed Gold sustainability standards.

Established since 1992, Majid Al Futtaim (MAF) with turnover of \$8.7 Billion is the largest retail business firm in the UAE. MAF has footprints over 13 countries around the Globe. Carrefour, a French multinational retailer, is one of the largest hypermarket and supermarket chains in the world and operates in more than 30 countries in Europe, the Americas, Asia and Africa. Carrefour was launched by MAF in UAE in 1995, which is the exclusive franchisee to operate Carrefour in 38 countries across the Middle East, Africa, and Asia and currently operates more than 80 stores in UAE and 175 Carrefour stores in 15 countries across the region.

Award of this project follows our successful completion of Tiling Works at Deira City Center and stands testimonial to our Quality works and services executed in Deira City Center and Carrefour Stores in Oman.

The Project marks our entry to Fit-out Segment in the UAE which is forecasted to reach AED 3 Billion by 2022. Being a fast track project and to be completed in February 2019, the project will test our Project Management skills to the core. Prompt and Quality driven completion of the job will pave way to future fit out jobs from MAF and will elevate our profile in the UAE fit out Market.

# Agnice Contracting LLC | U.A.E

## Business Overview

### Ramky Group's First Waste Recycling Plant in the UAE.

Agnice appointed as MEP Contractor for India's **Ramky Group's First Waste Recycling Plant in the UAE. Ramky Group**, is a specialist multidisciplinary organization focused in the areas of Civil, Environmental & Waste Management (Hazardous, municipal, biomedical & e-waste; recycling – waste water, paper, plastic and integrated waste) infrastructure with a turnover of more than AED 2.3 Billion and has a pan-India presence with more than 500 project locations across India and footprints in U.S.A, Singapore, Saudi Arabia, UAE, Oman, Vietnam, China, West Africa, and Peru.

The project titled Emirates Material Recovery Facility is located in National Industries Park, Dubai and scheduled to be opened by February 2019. The Project is set up by a Joint Venture between Imdaad LLC and Ramky Enviro Engineers Middle East FZLLC and will recover the recyclables from solid waste collected by Imdaad. The contract awarded to Agnice worth AED 5.5 Million is to execute complete Electrical, Mechanical, HVAC, Plumbing, Drainage and Fire Protection Works for the Recycling Plant, Administration Building and other ancillary facilities.

With several upcoming investments expected in similar waste management projects in the UAE, executing this project will diversify our experience into Waste Management Sector and could turn as the key differentiator for Agnice.



# Agnice Contracting LLC | U.A.E

## Business Overview

## Welcome Aboard

### Ram Mohan - (CFO) Manappat Group



We are happy to announce the joining of Mr. Ram Mohan as Group CFO for the Manappat Group.

Ram has done his MBA from IIM Ahmedabad and is also a Mechanical Engineering Graduate from NIT Trichy. In addition, he has also acquired the Chartered Financial Analyst qualification from the CFA institute, USA.

Ram has more than 17 years of professional experience in the UAE and India. In his last role, he was leading the Transactions Advisory practice at a management consulting firm in Dubai. In that role, he was involved in all aspects of transactions including IPO advisory, debt restructuring, due diligence, information memorandum, deal negotiations and legal documentation. His prior positions include capital market roles at Abu Dhabi Investment Company, Standard Chartered Bank, Mashreq and ICICI Bank. He was a frequent media contributor and his views have been published in several regional and international publications including Bloomberg, Reuters, Wall Street Journal and The National.

### Syed Tahir Hussain - Engineering Manager



We are happy to announce the joining of Mr. Syed Tahir Hussain – Engineering Manager for Agnice U.A.E.

Tahir is an Engineering graduate in Electrical & Electronics from the University of Mysore and has an EHS accreditation for Yellow card and he is also a Dubai Municipality accredited Engineer.

Prior to joining us he was working with AMANA Steel contracting Dubai/Offset construction LLC, wherein he has handled multiple projects as an MEP Technical Manager for projects specific to our industry like warehouses, showrooms, staff accommodations, production facilities, distribution facilities, cold stores and which is almost similar to the projects which we undertake in our business.

With his joining we will be creating differentiators in our Engineering and Design capability leading to cost savings and staying ahead of the competition.

# Agnice Contracting LLC | U.A.E

## Business Overview

## Welcome Aboard

### Navas Abdul Hameed – Manager (Water Proofing)



We are happy to announce the joining of Mr. Navas Abdul Hameed – Manager- Water Proofing.

Navas is a Diploma in Civil Engineering and has a total of 19 + years post qualification experience in Qatar & UAE with various companies including Al Mughaiseab Contracting, Doha, David Ball Middle East LLC, Dubai, Monarch Insulation Materials LLC, Dubai etc.

Navas has in depth experience in the field of waterproofing and insulation works in UAE including projects planning & control, construction methodologies, design & engineering, marketing strategies, good rapport with Dubai water proofing market etc. He also was directly responsible for the profit & loss in his earlier roles.

Navas will be responsible for the growth and delivery of Rooftek business. We are sure that with his joining, our water proofing business will be strengthened further and the business will grow profitably.

We wish him all the best in his new career and request all to give him full support and cooperation to ensure, he is successful in his new role so as to enable him to contribute in achievement of the overall business goals of the company.

### Romiyo Thekkinedath Mercily- Project Manager(MEP)



We are happy to announce the joining of Mr. Romiyo Thekkinedath Mercily- Project Manager-MEP – Agnice Electromechanical

Romiyo is Bachelor of Science in Engineering Technology from the prestigious (BITS) – Pilani, India. He is having 26 plus years post qualification experience in construction especially MEP projects in India and overseas with various companies including Bahrain Motors Co, Bahrain, M & I Construction WLL,

Bahrain, BILT Middle East, Dubai, Zener Steward Electro Mechanical LLC, Dubai, Hadeed Emirates Contracting LLC, China State Construction and Engineering Corporation, UAE etc. During his career he has successfully managed 30+ MEP Projects ranging from AED 100k- 90 million and was leading a team of 10- 250 staff members in various projects.

Romiyo will have a direct reporting to Vinayan Peter – Sr. Manager (Operations) for his responsibilities

# Agnice Contracting LLC | U.A.E

## Business Overview

## Welcome Aboard

### Xavier Francis- Sr. HR & Admin Officer



We are happy to announce the joining of Mr. Xavier Francis- Sr. HR & Admin Officer – Agnice Electromechanical

Xavier is having MBA in Human Resources and bachelor degree in commerce. He is having 21 plus years post qualification experience in India and overseas with various companies including Mascon computer, Al Nabodah Laing o' Rourke, EMAL Abu Dhabi, Arup Gulf LTD, PALMERA-Landscaping, Qatar, MERCURY MENA, Qatar SOLB 26, Qatar, BTC- Qatar etc.

Xavier will have an administrative reporting to Anish Kasim-General Manager and functional reporting to Commercial Director and he will be responsible for the administration & HR function for the 3 businesses i.e. Agnice Contracting L.L.C, Agnice Electromechanical and Rooftek. We are sure that with his joining, the Admin & HR department will be strengthened & streamlined further.

### New Joiners in Agnice Contracting LLC – U.A.E



Sivakumar Elec.  
Foreman-  
Patchi



Mohan Giri  
Fire Foreman



Tej Pratap  
Civil Foreman –  
Aamro



Sekhar - Camp  
Assistant



Haris - Draughtsman  
Electrical



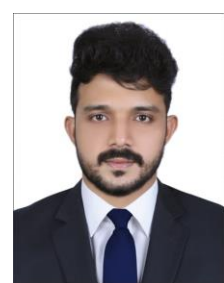
Sandeep - HR & Admin  
Coordinator



Sayed Asif –  
Document Controller-  
Jotun



Mohamed Arif -  
Document Controller



Muhammed  
Ramees Store  
Supervisor



# Agnice Contracting LLC | U.A.E

## Business Overview

### Inauguration of Jotun Facilities



Ameer Ahamed – (GMD - Manappat Group)  
with Mr Anwar, and Mr. Mirza Al Sayegh -  
Owner of JOTUN



The current facility will be utilized for accommodating blue collared workmen for JOTUN. It is a silver rated LEAD building and a shining example of how a company respects the dignity of their employees by providing them quality accommodation and which is simply the best in AL Quoz.

The project was delivered on schedule in spite of multifarious constraints.



Agnice Management at the inauguration of Jotun facilities

# Agnice Contracting LLC | U.A.E

## Business Overview

### Dubox Project Closing Ceremony



From Left to Right – Anish Kasim, Kishan Dutta, Motasem (Client PM), Aasim Ameer and Yasar



Our Workmen and Staff of Dubox

### Lunch at Jotun Project from Client



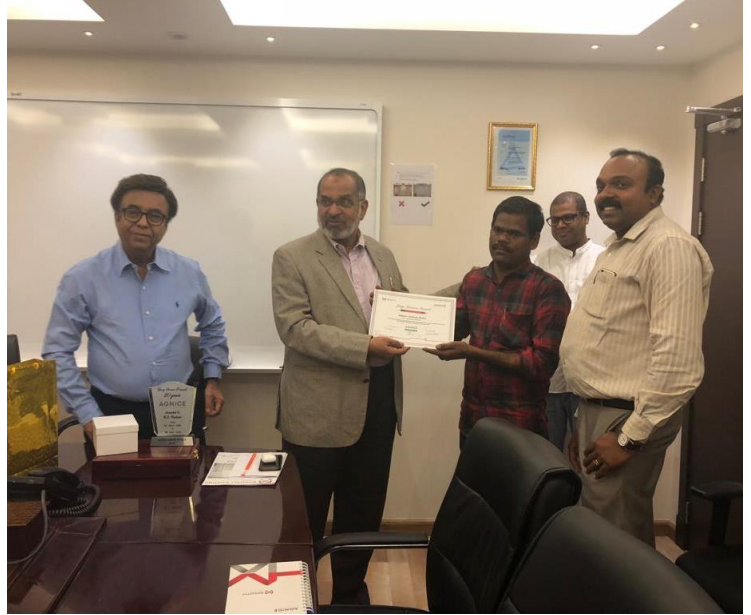
Client Arranged Lunch for Agnice Team at Jotun Site



# Agnice Contracting LLC | U.A.E

## Business Overview

### Long Service Award



*GMD along with ED, CD and GM Presenting Momentum and Long Service Award to Mr. Kalyana Sundaram Baskar*

GMD, and Agnice team congratulated Mr. Baskar for his long, exemplary and dedicated service to the company for a period of 20 years and more which reflects his passion, engagement and commitment





# Agnice Contracting LLC | U.A.E

## Business Overview

### Women Power in the Construction Industry



***Ms. Sisina Anish, Wife of Anish Kasim our General Manager, second from left***



#### Comfort zone

### 'They are girls! I cannot play with them'

After a certain age, children can choose their peers. Then we cannot make a choice for them, but till that happens I wouldn't force them to play with only boys or girls. In fact, I encourage my children to go out of their comfort zone, especially my son. When going out to play, he often says: "They are girls! I cannot play with them." I tell him that is not okay and that he needs to know how to play with girls as well. Similarly, I ask my daughter to also go outdoors and play with a mixed group. They have to understand from an early age how the other gender behaves.

Boys enjoy sports such as football or they just run around and play catch. Girls, on the other hand, are more interested in sitting indoors and playing dress-up or with cooking sets. But I have noticed that when the friends of my son and daughter aren't around, they play something together like solving puzzles. The issue can only be fixed when, from a young age, children are able to play with each other.

■ **FROM MS SISINA ANISH**  
Senior design engineer living in Dubai



***Excerpts from the Atricle Written by Ms. Sisina Anish wife of Anish Kasim published in Gulf News, Dubai on 15<sup>th</sup> Nov 18***

# Agnice Contracting LLC | U.A.E

## Business Overview

### Birthday Celebrations



**Birthday Celebration of Aasim Ameer Manappat**



**Birthday Celebration of GMD**



# Agnice Contracting LLC | U.A.E

## Business Overview

### Birthday Celebration



### Onam Celebration





# Agnice International & Partners LLC | Oman

## Business Overview

### NIMR/ BAHJA 40T ACCOMMODATION AND NIMR RECREATION CENTRE.



NIMR RECREATION

**These** three accommodation projects was completed by one of the EPC Contractor in Oman for Petroleum Development of Oman, and on later stage the PDO Fire & Rescue division recognized the necessity of a well-designed fire fighting system, inline with the safety regulations for occupying the property.

As the project construction and final finishes were all fully completed, we had to plan our part in such a way that our works has to be implemented within the schedule and with no construction damages to be impacted on these fully constructed buildings.

One of the main challenge that we faced was in the fire pump room which was too small to accommodate our UL listed Fire water pump and the fire water tank. Similar issue popped up in all the 3 projects and after various meetings and discussions, it was agreed to construct a new pump room at location, designed inline with the minimum requirements of nominal pump suction head.

The project delivery period was very short and really hard to even meet the production lead time of UL listed fire pumps. The slippage of milestones were to be penalized. In order to achieve the delivery and commissioning milestone Team Agnice once again extended their full effort and along with the utmost support of our core suppliers, we were able to achieve the milestones and the project is progressing towards the final completion stage.

# Agnice International & Partners LLC | Oman

## Business Overview

### Fat of Foam Proportioning Pumps for Marmul Main Production Station (MMPS)

Factory Acceptance Testing of six foam proportioning pumps was conducted at FireDos factory in Germany. Six numbers of proportioning pumps were successfully tested in their new state of the art test facility for the first time. Petroleum Development Oman (PDO), the client and DNV/GL the third party Inspection (TPI) agency witnessed the testing and appreciated the efforts made by FireDos and Agnice Team for conducting the FAT and completing it successfully on time. Mr.Senthilkumar, Manager – Engineering was also present during the FAT..



Foam Pumps has been tested and it is ready for shipping to Muscat to fabricate the foam skid for Marmul Main Production Station (MMPS), Oman.

# Agnice International & Partners LLC | Oman

## Business Overview

Excerpts from the Article Written by Mr. Anil K Paul, Oman Employee and published in *Deccan Chronicle* on *September 11, 2018*.



In the wake of the recent floods, dubbed the worst in a century, our objectives should be to restore confidence in the people, minimize instances of dam safety concerns like overflowing and breaches, prevent/reduce dam-induced effects of floods, redefine and put in place a revised flood warning system, dissociate dam safety from the utility concerns and empower dam safety organization.

The objectives can be achieved by a well-defined action plan for each dam. Agencies must revise Blue and Orange alert levels, which set the alarm for simultaneous inflow and safe water discharge (SWD) for optimum days to avoid water level reaching the Red alert level and return to the Orange alert level.

The need of the hour is to identify and fix an optimum reservoir level and a safe water discharge (SWD) rate to ensure quicker discharge of excess water during the periodical dry spell, after the peak periodical inflow of water.

Once the SWD is arrived at, we need to identify affected bridges, roads and villages downstream that can be temporarily affected during regulated discharges. A revised inundation map has to be developed marking the level and extent of submergence forecast. It will also necessitate rebuilding or relocating the key infrastructural facilities downstream and actions against encroachments, illegal constructions and urbanization near to the river banks.

The water level has to be maintained at lower levels for longer period of monsoon and towards the end of NE monsoon, the water level can be allowed to raise to the red alert level/FRL based on weather forecasts and disaster preparedness, thereby avoiding any revenue loss from power generation/ irrigation concerns.

This tragic deluge is being discarded by responsible state agencies as a flood situation that can happen in 100 or 50 years. Even if we accept this contention, India, being home to about 4,900 large dams and about 300 under construction would have seen on an average 50 to 100 dam breaches every year, which is not the case.

Due to fast growing impact of global warming, repeated instances of heavier rains, absence of better dam safety management and river management policies, floods and breaches of dams can't be ruled out in immediate proximity.

The reports on the Myanmar floods of August 29, 2018 also point to almost similar reasons wherein the incessant rains coupled with the breach of the dam at its full capacity caused huge calamities to the people and properties downstream.

Mr. Himanshu Thakkar, CEO of South Asia Network on Dams, Roads and People, has repeatedly expressed his concern over having dams full while the monsoon is half way. Hence, redefining and re-fixing the alert levels is a pertinent issue, as with an additional anticipated average inflow of 30 per cent to dams during the NE monsoon (Thula varsham), may lead to repeated instances when the water can quickly reach the highest levels bringing more emergency situations, dam safety concerns and panic to the people.



# Agnice International & Partners LLC | Oman

## Business Overview

### IMPLEMENTATION OF FIRE ALARM SYSTEM - FIRST TIME EXPERIENCE *by Arsath R, Instrumentation Engineer*

Further to the acquisition of knowledge on the Simplex 4100ES programming and commissioning techniques through the in house training held last year, I have got an opportunity to utilize the gained knowledge in our ongoing MOD (Ministry of Defense) project at Buraimi. I was really enthusiastic in handling this new role and task which was assigned to me and I would like to express my gratitude towards the management in assigning such a task to me, though it was my first live project in terms of fire alarm system commissioning.

Even though I have been trained, but as we all know the things are not similar when it comes to a live project rather than in paper. Of course initially I encountered several issues with the setting up of the software and building the program structures. And finally I succeeded in getting it done and the testing and troubleshooting was carried out with the support of our site supervisor Mr. Jagadish, who is well experienced in Simplex Fire Alarm System installation and testing.

Once the commissioning of the standalone system was accomplished, then came the next task of networking all the panels, which enables the fire watcher to control and monitor the system from a central station. Even though I am not been trained on the networking part, I was very much excited in learning and acquiring the knowledge on networking philosophy. Things were a bit tricky when it came to networking part and with the guidance from Mr. Suhail Sulaiman, our Commissioning Engineer, I completed the networking of fire panels at Al Rawadah site. The same was tested and found satisfactory.

The approach of the management and organization in developing such a learning culture is highly appreciated, which seems to be beneficial for both, the individuals as well as the organization and I feel glad to be a part of it.



Fire Alarm System

**"Coming together is a beginning, staying together is progress, and working together is success, that is MANAPPAT TOGETHER"**



# Agnice International & Partners LLC | Oman

## Business Overview

### Management's Vision of Modernizing



As part of the Benchmark International L.L.C-Oman, management's vision of modernizing the Sales Force and in-line with the Global standards of Principals like MAGNAFLUX(UK), RUSTOLEUM(UK) and AMBERSIL(UK), IPAD's loaded with product presentations, product catalogues and demonstration videos will be provided to Sales Executives and Sales Engineers of Benchmark International. The first IPAD was handed over by our ED & CEO Mr.Suhail Ameer to Mr.Nishant K, Sales Executive of Benchmark International L.L.C –Oman on October 8<sup>th</sup>, 2018 in the Corporate office of Manappat Group in Oman in the presence of Operations Director-Mr.Nazirudheen, Senior Mgr. Omanisation – Mr Salim Al-Harhi, PRO Manager - Mr. Samir Hussein Issa Al-Zadj Ali, IT Admin - Mr. Akhil Rajendran and other senior members of Staff.

# Agnice Fire Protection | India

## Business Overview

Design, Engineering, Supply, Installation, Testing & Commissioning of Fire Detection & Protection System-NTPC Dadri, Gautam Budh Nagar, Uttar Pradesh



**Scope of Work:** Design, Engineering, Supply, Installation, Testing & Commissioning of Fire Detection & Protection System

**Client:** NTPC Limited, Dadri.

**Systems:** Spray System, Fire Detection System.

**Status:**

Engineering & Supply, Installation completed. Testing & commissioning under progress – Target Date: October 2018

**Challenges:**

1. Being public sector client, we are facing to speed the work at site with so many procedures with various different departments.
2. It is a running plant, so work permit is top challenge.

# Agnice Fire Protection | India

## Business Overview

**Fire Alarm & Detection system & FM-200 Fire Suppression system for R & D Transient test cell (TB8 B12) at M/s. Lombardini India Private Limited, MIDC, Chikalthana, Aurangabad, Maharashtra.**



**Scope of Work:**

Design, Engineering, Supply, Erection, Testing, Commissioning of Fire Detection & Alarm system & FM 200 Fire Suppression system.

**Client:**

AVL India Private Limited, Gurgaon.

**Consultant**

AVL India Private Limited, Gurgaon

**Systems:**

Fire Detection & Alarm System, FM-200 Fire Suppression system.

**Status:**

- Design – Completed.
- Material Supply – Completed.
- Installation & Testing - In Progress.

**Challenges:**

We faced many challenges to complete the project in the stipulated time.

1. This is a fast track project involving long lead items.
2. We had to find a competent contractor without compromising on quality and safety as the quantum of work to be executed is less.
3. We had to adhere to the safety and quality norms levied by AVL and also complete the work within the stipulated time frame.

**Mitigative Measures:**

- Knowing that we need to supply long lead items within contractual period, we took the calculated risk and ordered the material before the design approval since the requirement are freezed by AVL at tender stage itself such as make, model etc.
- We narrowed on a contractor who had experience in working in fire fighting domain for AVL so that the contractor is aware of all the necessary norms to be followed at site for quality and safety.
- As we are to execute the work in a short time frame, daily engineering meeting were held to address any design related issues at site.
- Every day monitoring of erection activity for effective utilization of manpower and materials.
- Catch up plan in coordination with the contractor to address slipups.

# Agnice Fire Protection | India

## Business Overview

### Few Upcoming Projects

#### BGR Energy – NCTPS Stage-II, Tamil Nadu.

<b><u>Client:</u></b>	<b>BGR Energy Systems Limited, Chennai</b>
<b><u>Project:</u></b>	Inert Gas System Package for NCTPS, Tamil Nadu.
<b><u>Location</u></b>	Ennore, Tamil Nadu.
<b><u>Systems:</u></b>	Inert Gas Suppression System
<b><u>Scope:</u></b>	Design, Supply, Installation, Testing & Commissioning.
<b><u>Order Value:</u></b>	INR 1.99 Cr

#### BGR Energy – NCTPS Stage-II, Tamil Nadu.

<b><u>Client:</u></b>	<b>AVL India Pvt.Ltd.,Gurgaon.</b>
<b><u>Project:</u></b>	Fire & Gas detection, NOVEC & Foam Suppression System at SMG, Gujarat
<b><u>Location</u></b>	Gujarat.
<b><u>Systems:</u></b>	Fire detection,Gas detection, Novec Gas suppression & Foam suppression system.
<b><u>Scope:</u></b>	Supply, Installation, Testing & Commissioning.
<b><u>Order Value:</u></b>	INR 1.01 Cr

#### L&T – SAUNI Project

<b><u>Client:</u></b>	<b>L &amp; T Construction, Chennai.</b>
<b><u>Project:</u></b>	Fire Protection package for Sauni Yojana, Line-II Package-6 Project.
<b><u>Location</u></b>	Gujarat.
<b><u>Systems:</u></b>	Fire Pump House Equipment, Hydrant System, Spray System, FDA System & Fire Extinguishers.
<b><u>Scope:</u></b>	Design, Supply & Supervision for Installation & Commissioning.
<b><u>Order Value:</u></b>	INR 1.12 Cr.(Approx.)



# Agnice Fire Protection | India

## Business Overview

### Pooja Celebration



# Rooftek LLC | U.A.E

## Business Overview

### COSNTRUCTION OF 2B+G+5T+R STOREY BUILDING ON PLOT NO.123- 1101 & 123-1097, AL MUTEENA, DEIRA – DUBAI UAE



<b>Project: Consultant:</b>	M/s. Eng. Mohd. Al Shaikh Mubarak Architectural & Eng. Consultants
<b>Client:</b>	M/s. Al Ghurair Properties
<b>Contractor:</b>	M/s. AL Ashram Contracting LLC
<b>Scope of work:</b>	Substructure waterproofing works

This is a fast track job of 20,000 sqm areas (2 Plots) and the project commenced in the month of September and the deadline to complete the substructure work is in November 2018 however the overall completion is in December 2019.

The project calls for a very high specification with materials of European make. The scope of work covers the areas like, Substructure, Wet area ,landscaping and hardscaping. The time is very limited and the main contractor needs site clearance to start their civil job further.

This is a property of Al Ghurair properties in the Al Muteena, Deira Dubai.

The Team is on the job on a war footing basis to meet the deadline.



# Rooftek LLC | U.A.E

## Business Overview

**PROPOSED  
B+G+3P+14+R,  
OMEIR  
RESIDENTIAL  
BUILDING ON  
PLOT NO: 373-  
1385 AT AL  
BARSHA, DUBAI  
UAE**



<b>Project:</b>	Proposed B+G+3P+14+R, Omeir Residential Building on plot no: 373-1385 at Al Barsha, Dubai UAE
<b>Consultant:</b>	M/s. Erga Progress Engineering Consultants
<b>Client:</b>	M/s. Saeed Omeir Yousaf Al Mehiri
<b>Contractor:</b>	M/s. Gulf Asia Contracting L.L.C
<b>Scope of work:</b>	Substructure waterproofing works

This Job is of Residential Tower with an area of 4,000 SQM of pile head treatment. Our team have completed the pile head treatment in 25 days by working day and night shift to complete the job.

This was a challenging job for Rooftek since pile head works requires very long time with very large number of manpower which we have done it by squeezing the program and meticulous planning.

This is fast track job and it at the finalization stage of vertical and expected to complete by end of October 2018. The main contractor was very happy with our planning and execution process for the job.



# Rooftek LLC | U.A.E

## Business Overview

### Rooftek Recently Started the "Roof Water Proofing System (COMBO)"



Totally new approach towards waterproofing compared to the present systems. Its a hybrid system compiling of all the previous concepts.

#### **Benefits of Rooftek waterproofing system (Combo)**

- Joint free insulation & waterproofing with 25 years Manufacturers Guarantee.
- Load Bearing Capacity up to 2½ Tons per Sq.Mtr.
- Single submittal & approval for the entire system.
- Roof tiles not required.
- Fully mechanized time saving installation procedures.
- Ability & capacity to undertake fast track projects.
- Easy repair & maintenance.
- Lower electricity consumption due to better insulation
- 25 Years Guarantee
- 100% guaranteed water proofing
- Multilayer Waterproofing & Thermal shock resistance
- Superior fast curing & Perfect finish.
- Quick and timely execution and handing of projects
- Thermal shock resistant roof.

# Rooftek LLC | U.A.E

## Business Overview

### Rooftek Achieving ISO 9001:2015 Certification from TUV Rheinland.



This is an important milestone in our business as it reflects maturity of our business processes and which in turn makes business operations more predictable.

The key is in its application so that we “walk the talk” and “write what we do and do what we write” !!!

# Teejan General Trading LLC | U.A.E

## Business Overview

### GWD – Insulation Center

We Glasswool Division under The, **Teejan General Trading LLC**, a member of Manappat group is mainly into Thermal and Acoustic insulation . Apart from sourcing and supplying of Material we do undertake consulting for various application of Thermal and Acoustic insulation. Our expertise in this field is aged more than 40 years. So we enjoy a remarkable reputation among the construction industry. During these years we had developed a very strong business relation with globally reputed manufacturers of world class Insulation materials in the region. This relation was instrumental for TGTL to become the authorized distributor of **AFICO Fiberglass (Glasswool) Insulation** .and **Fujairah Rockwool Factory** leading Manufacturer of **ROCKWOOL insulation in UAE**.

**AFICO manufacture fiberglass insulation** in wide range commonly used in various applications in building industry . AFICO fiberglass insulation is manufactured by M/s. ARABIAN FIBERGLASS INSULATION COMPANY Ltd. (AFICO), in their new state of art factory in Dammam, Saudi Arabia, employing latest Glass technology from Owens Corning Corp. USA , under the Joint Venture of **Zamil Industries & Owens Corning Corp. USA. Owens Corning Corp.** is the leading glass manufacturers in the world and their high end process technology is being used by more than 60 factories throughout the world. The fiberglass insulation is being widely used in HVAC Duct and pipe insulation, used in Silencers and attenuator5s as acoustic liner, Sound transmission control element in dry wall partitions, Thermal lining of external wall internally and building envelopes. Fiberglass insulation is manufactured from natural minerals like Silica sand Dolomite and Bauxite etc it has got fine fiber structure and the insulation is non-combustible having lower Thermal conductivity and better Thermal performance. The latest process technology, high-end engineered machineries and equipment's, new generation computer controlled production line guarantees premium products meeting all international standards like BS, ISO, DIN and ASTM.

Fujairah Rockwool is manufactured from Basalt base Rock which contains abundant amount of natural minerals. The factory has the latest technology from world renowned manufacturers of Rockwool. The biggest advantage of Fujairah Rockwool is the basic Row material – Basalt is available within 50 KM from the factory and it has the highest reserve of the same. The Basalt available in and around Fujairah is one of the best in the world and it helps to have excellent quality Rockwool insulation in line with the best of world standards. FRF produces Rockwool in wide ranges like blankets slabs and special extra density boards for impact resistant acoustic panels and Attic wall. FRF makes preformed pipe section insulation for pipes operating low and high temperatures. Rockwool is the highly preferred insulation for High temperature application like High pressure steam lines and equipment's in Oil and Gas Industry, petrochemical ,and power stations . Rockwool with its high resistance to fire , it is the ideal for fire safe insulation with 2 hour fire rating ROCKWOOL is highly preferred insulation for building envelope.

Frequent fire accidents occurred in recent past have proved the usage of flammable petroleum based insulation was major cause to this repeated disasters in UAE and neighboring countries. UAE authorities along with Municipalities of different emirates has introduced Green Building Regulation which strictly dent the usage flammable petroleum-based foam insulations in buildings. This is going to be a revolutionary change in favor of non-combustible mineral wool insulation materials in the future. So, Rockwool and Glasswool insulation materials are going to be highly preferred choice for GREEN BUILDINGS in and around UAE.

P.Narayanan

Director

**TEEJAN GENERAL TRADING LLC**



# Teejan General Trading LLC | U.A.E

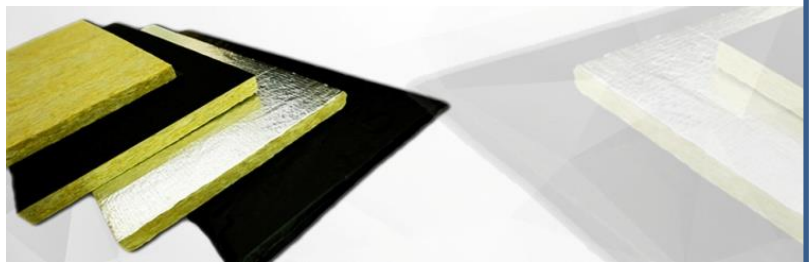
## Business Overview

### Authorized Distributor

# FRF

مصنع الفجيرة للصوف الصخري  
FUJAIRAH ROCKWOOL FACTORY

### Products



# Teejan General Trading LLC | U.A.E

## Business Overview

### Major Projects



ASSET  
PROTECTION



UV  
RESISTANCE



SIMPLE  
APPLICATION



THERMAL  
INSULATION



CORROSION  
PREVENTION



REDUCED CARBON  
FOOTPRINT



ASSET  
LONGEVITY



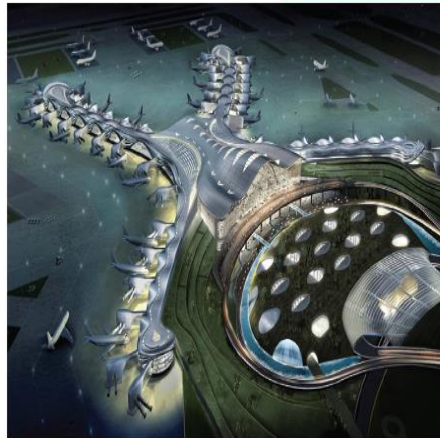
SUSTAINABLE &  
ECO FRIENDLY



MOLD  
RESISTANCE



ENERGY  
SAVING



MTB AIRPORT - ABU DHABI



LOUVRE MUSEUM - ABU DHABI



AL MARYAH CENTRAL - ABU DHABI



DUBAI FRAME - DUBAI



WARNER BROTHERS WORLD - ABU DHABI



AL AIN HOSPITAL - AL AIN



# Teejan General Trading LLC | U.A.E

## Business Overview

### Applications

Fujairah Rockwool Factory provides durable and thermally efficient insulation products for industrial and processing units. And addition of Rockwool to concrete structure aid in low maintenance and dimensional stability in the construction sector.

### Oil & Gas Industry & Process Industry



**Process Pipe Lines**



**Storage Tanks**



**Ovens**



**Heaters**



**Boilers**



**Kilns**



**Heat Exchangers**



**Chimney**



# Teejan General Trading LLC | U.A.E

## Business Overview

### Building & Construction Industry



**Floors**



**External Wall**



**Cavity Wall**

# Teejan General Trading LLC | U.A.E

## Business Overview

### Authorized Distributor



Arabian Fiberglass Insulation Company Ltd.



FACED DUCT WRAP INSULATION (FDW)



MECHANICAL BOARD INSULATION (MBD)



HEAVY DENSITY PIPE INSULATION (PI)



METAL BUILDING INSULATION (PEBI)



PIPE WRAP INSULATION (PWI)



QUIET LINER (QL)



DUCT LINER BOARD (DLB)



DUCT LINER (DL)

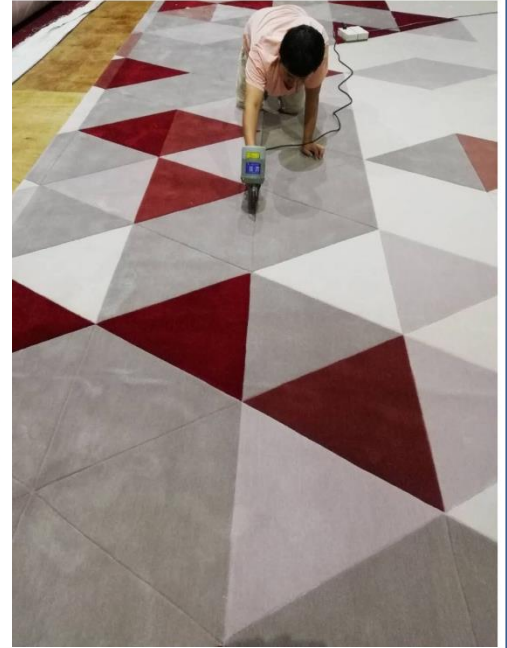
# Teejan General Trading LLC | U.A.E

## Business Overview

### Projects Done by Teejan Total Flooring Division



**Supply & Installation of Nylon Carpet Tile at Ajman Bank – Garhoud Branch**



**Supply & Installation of Hand Tufted Carpet at Abu Dhabi Education Council**



**Supply & Installation of Carpet Tile at Baker Hughes (A GE Company ) Office - Dubai**



# Teejan General Trading LLC | U.A.E

## Business Overview

Total Flooring Division  
participating in Hotel Show  
2018 held in Dubai

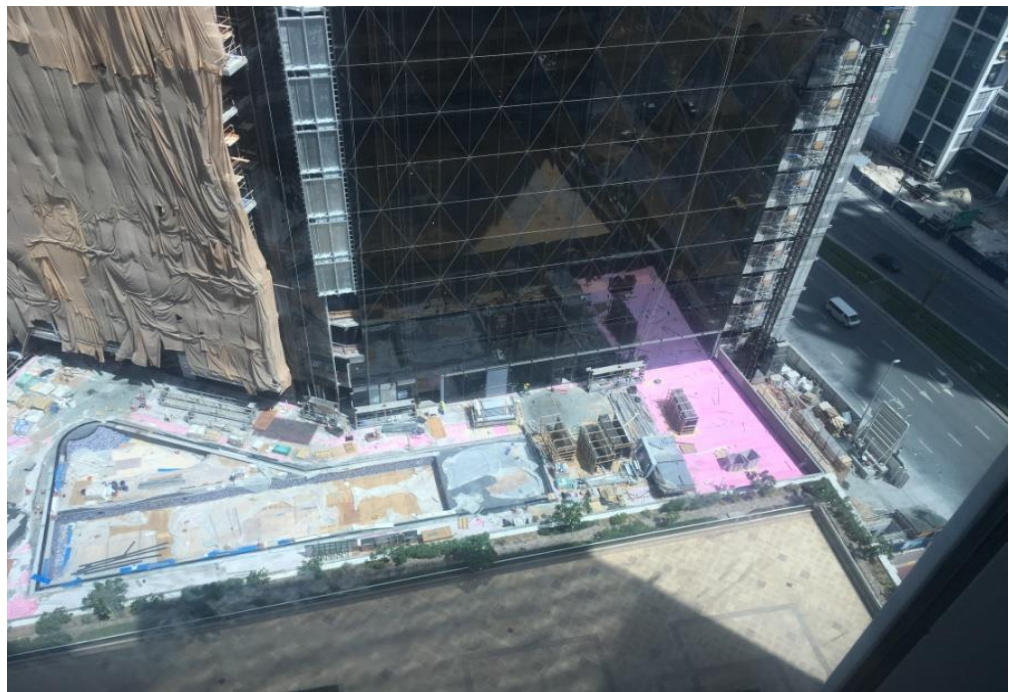




# Teejan General Trading LLC | U.A.E

## Business Overview

Projects where  
ESSCOFOAM  
Engineering Products  
Division is Used





# Teejan General Trading LLC | U.A.E

## Business Overview

### Basket Ball Tournament Team Rebound



## Former hoopsters rekindle memories of the past

EXPRESS NEWS SERVICE @Kochi

AS many as 250 former basketball players and coaches from across the country and abroad gathered at the Rajiv Gandhi Indoor Stadium in Kadavanthra here on Saturday to rekindle the memories of their years in the sport.

The reunion was organised by Team Rebound, a registered charitable society founded in 2016 by former basketball players to promote and popularise the game, as part of their third annual conclave.

The legendary hoopsters in attendance included former India captains Mathew Sathya Babu, Unwin J Antony, Leelamma Santhosh and C V Sunny.

International players including Mohammed Iqbal, Jeena Zacharia, Ambily Thomas, Sheeba Augustine, Joshyama George, V V Harilal, Renny Harilal and Zacharia Thomas were among those who also attended.

The former stars participated in veteran matches in various categories. In the men's above 60



Former India captain Unwin J Antony in action during the veterans basketball match held at the Regional Sports Centre, Kadavanthra, as part of Team Rebound reunion on Saturday | EXPRESS

category, Rebound Shockers, led by former India international Tom Thomas, defeated Donut Generals, led by 76-year-old veteran V T Xavier, 25-9.

In the men's under-60 category, Purackal Honda, captained by former Services player M Amaranth, beat IBA Trailblazers 31-15. They will now play Team Manappat anchored by

Unwin who defeated Data 4 Basketball.com 38-23 for a place in the final. The reunion will conclude on Sunday when Kerala women, who won the Federation Cup, the gold-medal winning Kerala junior team, and the Calicut University team that completed a hat-trick of All-India Inter-University titles will be felicitated.

Under the directive of GMD; Our group had the privilege of being one of the sponsors of an Unique Basketball Tournament "Team Rebound 2018" held at Rajiv Gandhi Indoor Stadium at Ernakulam. In which 250 former basketball players and coaches all over country as well as from abroad participated. Many stalwarts who had presented India as well as various states participated in veteran matches in various categories. One team was sponsored by Manappat and was labeled as "Team Manappat" who were winners of 50 to 60 category. Our GED Mr. Sudhir Mohamed is an active member of this organization and one of key person in organizing this tournament.





# Benchmark Foods LLC | U.A.E

## Business Overview

### Leading Brands of Benchmark Foods



**LURPAK®**



# People Matters



## The Latest Player in the Manappat Family !!

**Zidane is the new kid in town!! Yes !! that is his name. He is the third generation of the Manappat family and we very warmly welcome him. We also congratulate the proud parents, Suhail and Hina and also the rest of the family.**



# People Matters

*TJB team had a lunch out on 28th Sep 2018 at "Absolute Barbeques Restaurant, Porur" just to share the joy on award of the Project: Emirates Material Recovery Facility Farz LLC at Techno Park, Jafza, Dubai*



*Mr. Manu K Paul, s/o. Anil K Paul, Oman employee, scored 95% in the CBSE exam of Class XIIth*



*Mr. Farooq's daughter's wedding on 19th June 2018. ED, GM and SM (Finance) from Agnise Dubai graced the function in person along with the Agnise Chennai Team*



# People Matters



*Newly married couple : Agnice Oman employee Manoj with Sowmiya*



*Newly married couple : Teejan Employee Dileep with Gopika*

# People Matters



*Agnice Oman employee Mrs. Aida Juma Al Maskrai & Mr. Salah blessed with a baby boy.*



*Agnice Oman employee Mr. Sajithlal S Achari & Mrs. Arathy blessed with a baby boy*



*Agnice Oman employee Mr. Muhammed Adil & Mrs. Fathima Synsi son Aqeel Muhammed Adil celebrating first birthday*

*Agnice Oman employee Mr. Santhosh & Mrs. Reshma Santhosh son Abibhaj celebrating first birthday.*



*Agnice Oman employee Mrs. Ibtisam Juma Al Balushi & Mr. Rudain blessed with a baby boy.*

# Manappat Foundation

## Support Punarjani Paravur, Kerala Flood Relief – United Kingdom



<http://news.asianlite.com/c31q1>

11/1/2018 British Communities to Support Punarjani Paravur | Local News for British Asian and Indian Community in London

### British Communities to Support Punarjani Paravur

By Asian Lite News - October 28, 2018



North Paravur MLA VD Satheesan met representatives of various



North Paravur MLA VD Satheesan was accompanied by Mr Ameer Ahmed of Manappat Foundation and Mr Tum Kazunga of Habitat for Humanity India.

Prominent British community organizations in the UK offered support to Paravur, one of the worst flood-affected constituencies in the south Indian state of Kerala.

North Paravur MLA VD Satheesan met representatives of various organizations at a community event in Birmingham to discuss his Punarjani Paravur (Resurgent Paravur). Prominent members of the audience include Dr Paul Sabapathy CVO CBE, former representative of the Queen in the West Midlands, Vice Lord-Lieutenant for The West Midlands is Dr Beverly Lindsay OBE OD, Telford Mayor Raj Mehta, former Croydon Mayor Manju Shahul Hameed and Ms. Happy Guptan, Indian Consul.

North Paravur is one of the worst affected area in the floods. It is located in the coastal flat delta of Periyar river basin in the Ernakulam district of Kerala. The constituency is sandwiched in between river Periyar in the east and Varapuzha Kayal in the south with numerous canals and streams criss-crossing the landscape. The region is located below the confluence of Chalakudy River with Periyar. Approximately 1487 houses have collapsed in North Paravur. Out of the seven Grama Panchayats and one municipality in the constituency, five panchayats were severely affected. The remaining two panchayats suffered a damage of over 50 per cent while 30-40 per cent of the Paravur Municipality is destroyed.



# Manappat Foundation

Aligarh Muslim University staff and students contributed Rs20 Lakhs towards the Kerala Chief Ministers Disaster Relief Fund



Mr. Ameer Ahamed Manappat, Executive Council Member and Alumnus of the Aligarh Muslim University handing over the Cheque to Kerala Chief Minister Mr. Pinarayi Vijayan

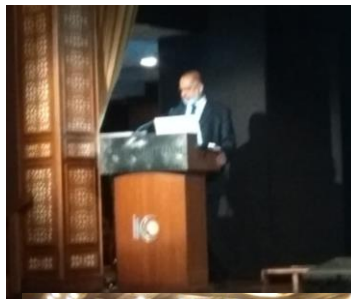
AMU to Kerala- a gesture of goodwill: Aligarh Muslim University staff and students contributed Rs.20 Lakhs towards the Kerala Chief Ministers Disaster Relief Fund on account of the Rehabilitation work connected with the recent floods in Kerala. The cheque was handed over to Mr Pinarayi Vinayan Chief Minister of Kerala on behalf of the Vice Chancellor Prof. Tariq Mansoor by Mr Ameer Ahamed, Executive Council Member, AMU in the presence of Mr E.P. Jayarajan, Minister of Industries, Kerala, Prof. Anwar Khursheed, Nodal Officer, AMU Centres and Prof. Abdul Rasheed, Director, AMU Malappuram Centre.

# Manappat Foundation

## Vision 2040 Seminar conducted by Vision 2040 Contributors

The seminar at New Delhi was conducted by two business person (Imroz khan and Arshad) from Delhi under vision 2040. The topic was about madrasas to modern education, held in Indian Islamic cultural centre, New Delhi on 05 Sept 18. Programme started with documentary of VISION INTERNATIONAL ACADEMY

And inaugural session started with presentation by Ameer Ahmed on goal of vision 2040 and Manappat foundation history .



## Ameer Ahamed Manappat donating Rs. 50,000 to School welfare Fund to promote teachers who all were behind the historical SSLC result – 100%



# Manappat Foundation

## Kerala Flood Relief Camp at HMT School Kalamasery, Ernakulam District

We, Manappat Foundation, Kerala did whatever small bit we can do to help the flood victims of Kerala along with local Municipal Councilor and the Camp boss. In this regard, we concentrated on a particular camp at HMT School Kalamasery, Ernakulam district where there were more than 500 people accommodated. Relief works under went smoothly with the grace of God Almighty and with the help of good hearted people around us and from the Govt. machineries were available.

### **Following are were the status and requirements:**

1. On 22<sup>nd</sup> we gave EID Biryani to more than 500 inmates of the camp.
2. We arranged for Onam Feast on 24th August thanks to Xavior Institute of Management & Entrepreneurship (XIME).
3. Before most of them leave to their home after the flood relief works, we made sure that they were psychologically unaffected stable and in this direction we gave motivational classes and entertainments for children.



# Manappat Foundation

## Sir Syed Ahamed Bicentennial Birth Anniversary of Great Social Reformer & founder of Aligarh Muslim University.

Published Simultaneously from Delhi and Lucknow

**روزنامہ خیبر**  
**ROZNAMA KHABREIN**  
www.roznamakhabrein.com

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**vision2040**

**Vision 2040** is an Educational, Social and Economic transformation program to advance the marginalised communities of Uttar Pradesh into vibrant and progressive nation builders.

Vision 2040 was launched by **MANAPPAT FOUNDATION** in 2015. The genesis of Manappat Foundation can be traced to Kerala. It started with welfare projects in Kodungallur region of Thrissur district of Kerala and slowly gained momentum. Witnessing the poor educational performance of the Muslim community in Uttar Pradesh, Manappat Foundation took the initiative of focusing its efforts on primary and secondary education in western Uttar Pradesh. Vision 2040 was conceived in association many like-minded NGOs and professionals with the goal of transforming and uplifting the community by the year 2040.

The aim of Vision 2040 is to bring the marginalised to the mainstream who could play an active role in nation building.

In furtherance to this cause one of the prime projects of Vision 2040 is Vision International Academy (VIA).

This academy provides an educational platform for young Hafiz-e-Quran to enter formal modern education system by completing 10th and 12th examinations. VIA further prepares the students for competitive examinations such as IIT-JEE, NEET, AMU Entrance, JMI Entrance, etc. VIA offers a residential programme with a focus on modern curriculum comprising Science, Social Science, Mathematics, Computers, Critical Thinking, Leadership, and Communication. It prepares the students to become future leaders with high morals, patriotism and ethics.

On this occasion on the bicentennial birth anniversary of a great social reformer and the founder of **ALIGARH MUSLIM UNIVERSITY**, **SIR SYED AHMED KHAN**, the entire team of Manappat Foundation & Vision 2040 wish everyone from the bottom of their hearts. It is a proud moment for the Chairman of the Manappat Group, **AMEER AHAMED**, an alumnus of the prestigious Aligarh Muslim University.

Manappat Family & Vision 2040 wish **ROZNAMA KHABREIN** a bright and honest future ahead. May it become the beacon of light which always spread secular and democratic values by taking up ethical journalism.

**Ameer Ahamed Manappat**  
Chairman  
Manappat Foundation &  
Mentor Vision 2040

**MANAPPAT FOUNDATION**  
Empower. Together.

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Website: www.vision2040.co.in Email: mail@vision2040.co.in; ziyad@manappat.com

# Inspiration

## The Obstacle in Our Path



*In ancient times, a king had his men place a boulder on a roadway. He then hid in the bushes, and watched to see if anyone would move the boulder out of the way. Some of the king's wealthiest merchants and courtiers passed by and simply walked around it.*

*Many people blamed the King for not keeping the roads clear, but none of them did anything about getting the stone removed.*

*One day, a peasant came along carrying vegetables. Upon approaching the boulder, the peasant laid down his burden and tried to push the stone out of the way. After much pushing and straining, he finally managed.*

*After the peasant went back to pick up his vegetables, he noticed a purse lying in the road where the boulder had been. The purse contained many gold coins and note from the King explain that the gold was for the person who removed the boulder from the road.*

### **Moral of the story:**

*Every obstacle that we come across gives us an opportunity to improve our circumstances, and while the lazy complain, others are creating opportunities through their kind hearts, generosity, and willingness to get things done.*

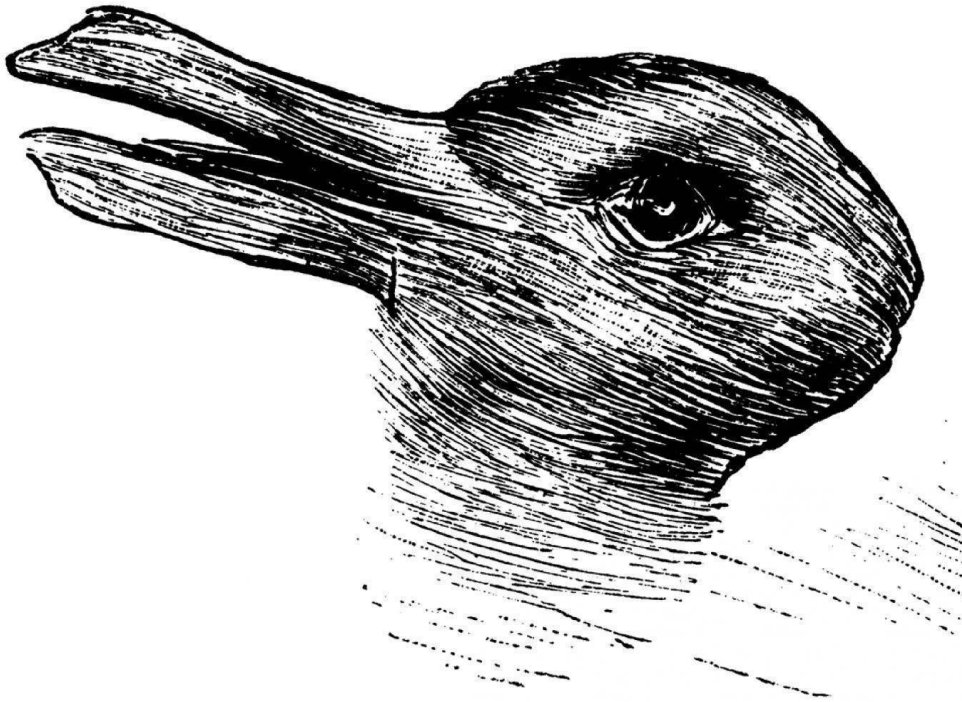
## In Lighter Vein

*A police officer found a perfect hiding place for watching for speeding motorists.*

*One day, the officer was amazed when everyone was under the speed limit, so he investigated and found the problem.*

*A 10 years old boy was standing on the side of the road with a huge hand painted sign which said "Radar Trap Ahead."*

*A little more investigative work led the officer to the boy's accomplice: another boy about 100 yards beyond the radar trap with a sign reading "TIPS" and a bucket at his feet full of change. !!!*



***What do you see in this picture?  
rabbit ,duck or ??***

***Share it when you find it @ [mujahid@agnice.com](mailto:mujahid@agnice.com)***





# Newsletter Archive



You can contact the editorial team [mujahid@agnice.com](mailto:mujahid@agnice.com) in case you are interested in receiving the “Manappat Together” Corporate Magazine. To archive previous magazines, please visit

[www.manappat.com](http://www.manappat.com)

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If you have any feedback, please write to [mujahid@agnice.com](mailto:mujahid@agnice.com)

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