



Colombo Machinery & Equipment (Pvt) Ltd

Company Profile

325 ½, Thimbirigasyaya Road, Colombo 05, Sri Lanka

Tel: 94-11-2500078/79, 2594736, Fax: 94-11-2596075, 2501488

E Mail: info@CMEL.net

Brief History...

Colombo Machinery & Equipment Company was established in 1972 by Mr. M. Farook Deen its present Chairman, with the primary objective of supplying machinery, Industrial Raw Material and Chemicals in the capacity of an approved Tenderer.

Due to the imports being monopolized by the Government of Sri Lanka at that time, the company acted as an Approved Tenderer to the Government, Semi-Government Institutions and Corporations.

With the liberalization of imports in 1977, the company was incorporated as a Limited Liability Company in the name of Colombo Machinery & Equipment Limited (CMEL) with a view to taking advantage of the “Free Market Economy” and to import and supply Machinery, Equipment and Raw Material.

Over the period , CMEL has been able to develop many areas of business and establish as the Local Agent for suppliers from many countries including Japan, U.S.A., U.K., France, India Etc.,

During the past decade, CMEL has successfully diversified its activities by establishing three other companies namely Industrial Pressure Vessels (Pvt) Limited (IPV), Integrated Communication Systems (Pvt) LTD (ICS) and Soap and Allied Industries (Pvt) Limited (SAIL) to handle specific areas of the business developed by CMEL over the years enjoying a group turn over in excess of 350,000,000 Sri Lanka Rupees.

Introduction.....

INDUSTRIAL PRESSURE VESSELS (PVT) LTD. (IPV)

IPV was established in 1992 with a view of manufacturing LP Gas Cylinders for the local market. Due to the limited volume manufacturing was not feasible and IPV moved on to be a service provider in certification and re-qualification of pressure vessels, done insitu and in a facility situated at Biyagama, 20 kilometers from Colombo.

IPV is now a dedicated service provider to **Shell Gas Lanka Ltd** for the re-qualification of their LP Gas cylinders.

In Year 2000, IPV set up a facility for the Receiving& Storage of bulk Caustic Lye, and have contracted with **Unilever Sri Lanka Ltd.**, as their dedicated supplier of caustic lye since November 2000.

With a qualified engineering team and a workforce of 60 skilled employees and an engineering facility covering 24,000 Sq ft situated at Siyambalape, Biyagama, IPV is the support base for the group's engineering projects.

Management :-

Chairman/Managing Director	Mr. M.Farook Deen
Director Business Development	Mr. Afsar B. Deen (B.Sc. Pennsylvania, U.S.A.)
Technical Director	Mr Mark Marcelline (MIME London)
General Manager (M&E Div.)	Mr. Atula Jayawardena
Engineering Manager	Mr. Jagath Chandrasiri (B.Sc.Engg)
Project Manager	Mr. S. A. Gamage
Manager Business Development	Mr. Shan Perera
Quality Controller	Mr. A. A. Kusumsiri Adikari
Consultant Engineer	Mr J.C. A. Abeyratne (B.Sc.Engg, C.Eng)

Manager –

Caustic Project: Mr F. Jaleel

Bankers :- Bank of Ceylon Supergrade Branch, Kollupitiya
Commercial Bank of Ceylon Ltd., Colombo 06

Head Office: No.102, Fife Road, Colombo 05

Factory/Workshop No.130, Mahena Road, Siyambalape

Introduction.....

D&D ASSOCIATES – D&D

Established in 1984 in order to handle agencies for utility metering products representing Shlumberger – Industrial, Domestic & Commercial meters from France. Load breaker switches, DDLO Cut-outs from Joongwon Electric Corporation of Korea and several other principals for related products.

INTEGRATED COMMUNICATION SYSTEMS (PVT) LIMITED -ICS INFORMATION TECHNOLOGY

Integrated Communication System (Pvt) Limited – ICS

Established in 1994, with the prime objective of introducing Wireless Data Communication Technology to Sri Lanka. ICS has been appointed as the Authorized dealer for LXE Radio Frequency Data Communication products by **LXE Incorporated USA**.

Our object is not to sell the products alone but with complete solutions, where the customer will be in a confident position to upkeep the standards and to meet future demands. That is the reason why ICS has gained popularity among the present business community.

ICS has also been appointed as the Local Agents for Global Positioning Systems (GPS) by **Trimble Navigation of USA**, handling range of products from conventional to Survey grade Equipments. ICS has covered more then 90% of Sri Lanka marker for GPS.

Further Details Contact

Integrated Communication Systems (Pvt) Ltd.,
No. 39 2/2, Alfred Place,
Colombo – 3
Sri Lanka.

Tel: +94-11-2500080 / +94-11-2596697 Fax: +94-11-2501259
E-mail: fdics@sri.lanka.net



Company Structure...

SOAP & ALLIED INDUSTRIAL (PVT) LIMITED - SAIL

FLAVOURS /FRAGRANCE AND CHEMICALS

Soap & Allied Industries (Pvt) Ltd., - SAIL – (PROFILE)

SAIL was established in 1999, under the umbrella of Colombo Machinery and Equipment Limited (CMEL) to handle imports of Soap Industry related raw material.

The core business of SAIL could be categorized into two main areas as follows:

Soap Industry Related Material

Established with the primary objective of handling soap industry related raw material, SAIL has been able to consolidate their relationship with several major suppliers and customers.

The raw material imported by SAIL could be categorized into three major areas as follows:

- ✚ Chemicals (Caustic Soda NaOH)
- ✚ Edible and Non edible oils
(Palm Stearin, tallow, coconut oil)

- ✚ Flavours / Fragrance
Presently SAIL is importing perfumes only from one supplier in France mainly for the Soap Industry.



Up to now, SAIL has been able to establish a customer base for the above vertical markets with 2 to 3 products in each vertical market.

Due to the limited area of business handled by SAIL at present, it will be necessary for the organization to look at developing several other horizontal markets and adding a business unit to handle material for other industries as well.

Further Details Contact

Soap & Allied Industries (Pvt) Ltd.,

No. 39 2/2, Alfred Place,

Colombo – 3

Sri Lanka.

Tel: +94-11-5338034 / +94-11-2581611 Fax: +94-11-2506778

E-mail: sail@sri.lanka.net

Organizational Structure...

The organizational structure of CMEL includes a Board of Directors, headed by Mr M. Farook Deen as the Chairman / Managing Director at the helm.

The day to day operation is looked after by the General Manager reporting directly to the Managing Director.

The major departments include:

- Machinery & Equipment
(General Manager – Mr. Atula U. Jayawardena)
- Material Handling & Automation
(Head of Department – Mr. Afsar B. Deen *B.Sc*)
- Trading & Others
(Mr. Rahim Jainoor- Senior Executive)
- Commercial
(Head of Department - Mr. T. Punchihewa)
- Finance & Administration
(Head of Department - Mr. H.M. Dhanapala)

Each department is headed by a Manager, assisted by an assistant and ancillary staff which includes technicians, Office assistants etc.,

Machinery Department...

The machinery & Equipment Department could probably be the most important department of CMEL as the company was originally established to handle this area of business.

Having started as an import and supply operation on tenders, the organization has been able to win the confidence of the suppliers as well as manufacturers, thereby representing a range of products from various countries in the capacity of Local Agents.

The Major products includes;

Furukawa : Front end Loaders from Japan – Approximately 100 machines sold

Barber Green : Asphalt Paving Machines from U.K. – 05 machines sold

P P M Superstackers (both ECH/FCH) for container handling machinery from France – 07 machines sold.

P.P.M Cranes - 5 Units 25,45,& 100 ton capacity – Maldives Port Authority.

SPEEDCRAFT Road – Rollers under licence from Evelin Barford – UK from India – 30Nos.

WEBER Vibrators, Rammers , Compactors etc., from U K –20 Nos.

TRELLEBORG Rubber Fenders, Hoses for LPG & Oil from France

MARSHAL Stone Crushers, Granulators under licence from U K from India.

MARCO – from Sweden for Vehicle Carrier Lifts.

In addition to the above , various types of Mechanical Equipment and Machinery, Spares etc., are also handled by the department.

The after sales service and Repair facilities are available at our Service Center situated in Biyagama.

Material Handling & Automation Department

The Material Handling Department was established in 1988, subsequent to concluding exclusive business partnership with Inter-Roller Engineering Ltd of Singapore, to handle their Material Handling Systems.

Already, several organizations in Sri Lanka have been provided with solutions to their Material Handling needs, in the areas of Food & Beverages, Tobacco, Electronics, Solid Tyre., Tea, Apparel, Coconut Processing, Rubber Processing, Jewellery, Mining, Cement, Hotel Industry, Health and Beauty Care, Ceramic, Packaging and many other industries.

We provide our Services to Multinationals as well as Leading Local Manufacturers and Exporters. Just to name a few of them Uni Levers', Nestle, Ceylon Tobacco, Munchee, Maliban, Loadstar, Trelleborg, Brandix, MAS Holdings, Dilmah, Mlesna, Lanka Walltiles, Royal Ceramics, Ceylon Cold Stores, John Keells Holdings, Aitken Spence Group from a base of over 1,000 customers.

With technical collaboration of Ammeraal Conveyor Belting BV of Netherlands, Tsubaki of Japan, Dunlop of Netherlands, Taconic of U.S.A. , Uni Chain of Denmark, Lakhotia of India, and others a Workshop to fabricate Conveyor Belting has also been set up in Biyagama. This allows the organization to provide customers in Sri Lanka with all their conveyor related requirements.

We also represent Interroll, based in Switzerland who is the largest Conveyor Component Manufacture in the world, with 35 years of experience and manufacturing over 40,000 different types of components in 28 facilities in 27 countries.

Trading Department...

Trading has been the core business of CMEL from inception. Over the years, the company has established business relationships with many suppliers for a variety of products.

In fact, all Agencies which are handling by the respective departments at present have been the result of consistent and mutually beneficial business relationships established by the trading department over the years.

Even at present, the Trading Department continues with the process of building new business contacts and relationships with foreign suppliers all over the world for various products.

Some of the products handled by the departments are :

- ◆ LPG & Chlorine Cylinders, Valves & Regulators for Gas Cylinders, Consumable & Spares for many industries including Cement, Paper, Glass etc.

In addition, the Trading department has a large data base of supplier, capable of supplying almost any type of Machine or Equipment for various industries.

Commercial Department

All functions related to handling tenders have been centralized and handled by the Commercial Department.

In any trading operation, the key to success is fast and efficient communication and keeping a close tab of all tenders being handled. The objective of the Commercial Department is to be the contact between the Customer and the Supplier.

Depending on the nature of the tender, all technical matters are being handled by the Manager of the relevant department, thereby assisting the Commercial Manager to function efficiently.

The operation has been computerized to achieve high accuracy and most importantly, efficient communication.

Finance & Administration ...

All financial matters are being handled by the Finance Manager, assisted by an Accountant and other staff.

The operation has been computerized to have an efficient and integrated accounting system. Costing of all Tenders, obtaining Bid Bonds, Performance Bonds etc, are being handled by the department for all other departments of the organization.

In addition, the Administration functions of the organization have also been centralized and managed by an Administration Manager, assisted by the required staff. The payroll has been computerized and the attendance, leave and other personnel related data is being maintained and monitored by the department with the aid of a computerized system.

Both accounts and Administration Departments function as individual units which handle all related functions of other departments with the view to utilizing resources and manpower as productive as possible.

Major Projects Executed... .

The company has executed several major projects over the period in collaboration with their principals for Sri Lanka Government as well as other institutions.

Some of the key projects handled by the organization are as follows:

- ◆ **Construzioni Meccaniche Bemardini of Italy**
Setting up of a Solvent Extraction Plant with a capacity of 25 MT for the Ceylon Oils and Fats Cooperation at a cost of Rs.40 Million
- ◆ **Buhler Brothers of Switzerland**
Completed an Animal Feed Plant with a capacity of 20 TPH for the Ceylon Oils and Fats Corporation at a cost of Rs.140 Million
- ◆ **Takoaka Electric Company of Japan**
Turn-key project for the setting up of Nine (9) 30MVA sub stations for the Ceylon Electricity Board at a cost of Rs.350 Million
- ◆ **Bharat Heavy Plates & Vessels Ltd of India**
Setting up of Two (2) LPG storage spheres with a capacity of 600 MT at a cost of Rs.60 Million
- ◆ **1000 MT LPG Storage Tanks**
Supplier – MK International - Korea at a cost of Rs.100 Million
- ◆ **Telecommunication all island independent interlinked network for the Ceylon Electricity Board in collaboration at a cost of US\$ 10 Million and SL Rupees 150 Million respectively.**
- ◆ **David Pieris Motor Company Lanka Limited Auto Assembly Conveyor Projects Valued at over Rs 15 Million**
- ◆ **DHL Sri Lanka Conveyor and Automation Project for the Value of Rs 25 Million**
- ◆ **Lakdhanavi, Kerawalapitiya Power Project By Pass Valves supplied by BOPP & REUTHER of Germany Valued at Rs. 80 Million.**
- ◆ **Supply of Hydrated Lime to National Water Supply and Drainage Board on behalf of our principals M/s Ras Al Khaimah Lime Company Ltd – U. A. E**

In addition to the above major projects, the company has successfully executed many other projects, winning the confidence of both Customer and the Supplier.

Steadfast Suppliers Worked with...

Our company has successfully undertaken following major suppliers in the recent past.

- ◆ M/s Wafios of Germany
Supplied Steel Milling Equipment for Ceylon Steel Corporation

- ◆ M/s Hong Leone Gas Cylinders of Singapore
Supplied domestic Gas Cylinders to Ceylon Gas Company approx.200, 000 Cylinders over the years

- ◆ M/s Sahamitr Pressure Containers Co. Ltd of Thailand
Approx.150, 000 Cylinders

- ◆ M/s Avasarala Automation Limited. of India
Completed turn-key projects for Slat Conveyor System in 2001/2002

- ◆ M/s Zhejiang Hangcha imp .& exp. co., Ltd of China.
Supplied Hangcha Forklift Trucks for Government and Private sector. Ceylon Petroleum Corporation, Sri Lanka Ports Authority, Ceylon Electricity Board, Laugfs Gas (Pvt) Ltd are just a few to name.

- ◆ M/s Zhejiang Lanfeng Machine Co.,Ltd of China
Supplied Lanfeng Fuel Dispenser for Ceylon Fishery Harbours Corporation, National Water Supply & Drainage Board, Colombo Municipal Council, Laugfs Engineering (Pvt) Ltd are few to name.

Principals ...

To name a few overseas Principals

Mitsubishi Corporation	-Japan
Sanshin Electricals	-Japan
AA Industrial Belting Co. Ltd	- China
Shanghai Yongli Belting Products	- China
Elpiji Group	-Malaysia
Interroll	-Singapore
Fentek Asia Pte Ltd	-Singapore
Trelleborg Hercules (Pvt)Ltd	-Singapore
Halla Engineering Ltd	-Korea
Avasarala Automation	-India
Indian Sugar & Engineering Co.Ltd	-India
Sanmar Chemicals Ltd.,	-India.
Lakhotia Enterprise	- India
Bopp & Reuther	-Germany
Dunlop	-Netherlands
Taconic	-U.S.A.
Uni Chain	-Denmark
Marco	-Sweden
Metabrasive	-U.K.
BG Pavers	-U.K.
Messersi	-Italy
Zhejiang Hangcha Forklift Trucks	- China
Zhejiang Lanfeng Fuel Dispensers	- China

Bankers ...

The Bankers of The Company are :

- ◆ Bank of Ceylon
- ◆ Seylan Bank Limited
- ◆ Commercial Bank of Ceylon