

Neil Marine / Penthouse Group



50 Years of Excellence.....

Company Profile

Past, Present and Future...

The origin of Penthouse Group dates back to 1969, when one of its constituent Companies, Neil Fernando and Company came into existence.

The Founder and President of the Group, **Mr. Neil Fernando**, a Mechanical Engineer by profession, and Proprietor of **Neil Fernando & Company**, brought in his knowledge, expertise and talent to cater to the needs of the local market and later expanded to the International markets

In view of the very high professional standards maintained by the Company, the demand for its services grew rapidly and the need for diversification manifested itself. As a result today, the Penthouse Group has a number of limited liability companies under its wing.

While the Group's multi-disciplinary skills have enabled it to be the leading Company at the national level, in the provision of goods and services for the management and development of Sri Lanka's



fisheries & pleasure boating market, Penthouse Group has successfully served in many countries such as the United Kingdom, Norway, France, Netherlands, India, Thailand, Tanzania, Seychelles and the Middle East as well as the Republic of Maldives, Mozambique, Gambia, Djibouti.

The group has won the confidence of International funding Institutions such as the World Bank (WB), Asian Development Bank (ADB), Abu Dhabi Fund and works closely with the Food and Agriculture Organization (FAO) of the United Nations.

The Penthouse Group consists of the following Companies;

- Neil Fernando & Company
- Neil Fernando & Company (Pvt) Ltd
- Neil Marine Ltd
- Penthouse Interiors (Pvt) Ltd
- NM Distributors (Pvt) Ltd
- Lapp Trading [Ceylon] Ltd
- Penthouse Trading Co. Ltd
- Neil Marine Plastics (Pvt) Ltd
- Neil Marine S Foam [Pvt] Ltd
- Penthouse (Pvt) Ltd
- Penthouse Engineers [Pvt] Ltd
- Penthouse Travels Ltd
- Neil Marine Diesels
- Aitcon Engineers

NEIL FERNANDO & CO (NEIL MARINE)

Established in 1969 under the proprietorship of Mr. Neil Fernando – the flagship company of the Group - NEIL FERNANDO & COMPANY- through rapid expansion and progress is today the market leader in the fishing & pleasure boating industry of Sri Lanka and now enjoys nearly 65% - 70% of the market share.

Neil Fernando and company is a customer centric company. We strive to deliver 100% customer satisfaction. The Company maintains a very close liaison with the Ministry of Fisheries, State Corporations, Co-operatives and other Organizations which are directly connected with the development of the fishing and boating industry in Sri Lanka.

The Company undertakes turnkey projects from the stage of sector studies, project – identification, preparation, implementation and evaluation. While we have our own highly qualified local and expatriate staff, appropriate professional and technical staff are recruited from time to time, after discreet screening for specific tasks.

The complete ranges of vessels constructed by us are as follows:

- Fisheries research vessels
- Speed cruisers
- Pleasure crafts
- Luxury and surveillance craft for customs and coast guard
- Fast attack craft for the Army and Navy
- Totally enclosed life boats.
- Fishing vessels (for both international and local markets)



We pride ourselves on the values and goals of

- High quality
- Peak performance
- Proven durability
- Futuristic styling
- Guaranteed workmanship
- Economical operation
- Minimum maintenance
- Efficient after sales service

Exports & Stability....

Being one of the largest boat-builders in South East Asia, the Company has supplied a large number of vessels to countries like the United Kingdom, France, Netherlands, Norway, Maldives, Seychelles, Mozambique, Gambia, Somalia and Djibouti and Countries in the Middle East. In addition we work closely with various multinational funding institutions and organizations, including the FAO and other International bodies.



We have won many awards for our outstanding exports and export contributions and most we were presented with **Export Awards** from the **National Chamber of Exporters of Sri Lanka (NCE Awards for the years 2007,2008,2009,2010,2011,2012,2013,2014,2015,2016,2017,2018 and 2019)** and was awarded the **Most Outstanding Exporter for Industrial Category in 2009.**

Growth and Quality....

The Company has also expanded into building sophisticated, fast patrol and pleasure crafts which earlier could not be built in Sri Lanka. With its collaborators in the UK and Netherlands the company has built over 2000 vessels for the export market. Our manufacturing facilities follow the “5 S” principles and we are also an **ISO 9001:2015** Certified Manufacturing process. In addition we have been granted the prestigious “**Lloyds Approved Status**” and we ensure the materials that we use for our production process carries this quality certification or **DNV (Det Norske Veritas)**



Partnerships....

Keeping abreast with changing client demands, our state of the art design office manned by a group of dedicated professionals and guided by our internationally reputed Naval Architects David Freeman from the U.K, Martin De Jager of De Jager & Simhony from Netherlands has designed and manufactured over 450 export boats for many of our export markets. In addition our company manufactures boats in collaboration with and marketed by

- **Menken Maritime – Netherlands (www.menkenmaritiem.nl)**
- **Ocean Wide – Netherlands (www.oceanwidesafetyatsea.nl)**
- **World Marine (www.world-marine.co.uk)**
 - Cromarty 36 – Marketed by Roger Barrow (UK Market)
 - Yarmouth 23 & 24 – Marketed by Roger Barrow & David Lemonious (UK Market)
- **Battuta 31 & 33 – Marketed by Mike Derrett (Asia Pacific Market)**



NEIL MARINE LTD

Seventeen years back Neil Marine Ltd were appointed as Sole Agent for **Suzuki Outboard Motors** for Sri Lanka and the Maldives. Over the years the company has been able to acquire 60% of the market share of this business from its competitors. The **Daewoo** distributorship for Inboard marine engines and generators was also acquired by Neil Marine Ltd. Through aggressive marketing strategies, which includes the '**fisherman's package**' where the boat, the outboard engine and the Inboard engine are provided



Our mobile service units provide the fishing villages advise, maintain and upkeep the boats and engines, with the assistance of its parent Company- Neil Fernando & Co. This Company provides major overhauls at

- Negombo - (approx 35km north of Colombo) the heart of the boating industry
- Beruwela – (approx 51km south of Colombo)
- Chilaw (approx 88km north of Colombo)
- Matara (160km South of Colombo)



PENTHOUSE INTERIORS (PVT.) LTD.

Penthouse Interiors (Pvt.) Ltd is involved in the manufacture of furniture, wooden products, turnkey interior projects, civil joinery etc. The factory is situated approx. 20 km from the capital and is on 3 acres of land, with surrounding land available for further expansion. The experienced labour force is highly skilled and the company has on-going human resource development programmes, some of which are funded by the country's National Training bodies.

Rubber wood [Hevea Brasiliensis] is extensively used and is a renewable resource available in this part of the world. As uprooting and replacing of rubber trees is carried out throughout the year, the timber is always available. It is chemically treated and kiln seasoned before use and is also known as 'Asian Oak'.

We count years of experience in fitting out decks and other wood work on fibreglass boats too. These Fibreglass boats are manufactured by the Parent Company and sent to us for fitting out. At present, we fit out sloops for the Holland market and speed boats for Norway, exclusively in Burma teak. These are up-market products.

We also manufacture garden furniture in steel, wrought iron and wood, and here too we have exported some of our range. Powder coating facilities are also available at the factory.

NM DISTRIBUTORS (PVT) LTD

NM Distributors (Pvt) Ltd is the sole importer of the prestigious “Shell” Lubricants and hold the distributing rights for Sri Lanka. Shell lubricating oil has made many inroads in to the local market with deep penetration in to fleet markets such as governmental institutions and power and energy sectors in the local market, Shell products are also widely used among the general motoring public and is popular with the mass transit sectors of the country.



LAPP TRADING (CEYLON) LTD

Catering to the rapid growth of the apparel manufacturing sector in the county and the demands for materials and equipment, Lapp Trading supplies, machinery, accessories and thread to the garment industry. The company is affiliated to F.LAPP INTERNATIONAL A/S. Denmark, and also handles products of **Rimoldi, Durkopp, Brother, Maimin, Soabar, Susei, Sussman, Kaanngiesser, Meyer, Pantex, Lammertz and Organ.**

PENTHOUSE TRADING CO. LTD

Penthouse Trading Company are involved in general trading for their sister companies and as well as for other companies; their marketing division being located in Colombo. All accounting and allied work is computerized compatible with modern business systems.

NEIL MARINE PLASTICS (PVT) LTD

Neil Marine Plastics [Pvt] Ltd, manufactures Polyethylene tanks mainly for the purpose of storage of water for domestic use; hotels; factories; schools; and other areas where water is scarce. They manufacture tanks with a capacity ranging from 275 ltrs. to 5000 ltrs. This product which is gaining popularity is manufactured in our Plant which is equipped with latest machinery and manned by a fully trained and qualified staff. The finished tanks are installed on all modern buildings and have proved their durability over the years. As the tanks have a big demand they have successfully replaced the traditional water tanks made out of galvanized sheets, fibre glass and cement.

NEIL MARINE S FOAM (PVT) LTD

This Company manufactures Polyurethane Foam products such as cushions, sheets for upholstery work and mattresses. Further, it manufactures Styrofoam products such as sheets for insulation purposes and fish boxes mainly for live fish exports. With the dawn of the garment industry, we have been providing in a big way- a very vital item for the feminine attire, that is, shoulder pads and bra-cups. The factory is installed with modern machinery and has skilled, qualified and experienced personnel operating the machines- sometimes round the clock.

PENTHOUSE PRIVATE LTD

They are civil, mechanical and electrical contractors and engineers, manufacturing furniture and also undertake interior decorating. As a result of the very high professional standards maintained by the Group since its inception, the demand for its services in allied fields became evident and the need for diversification manifested itself.

Penthouse (Pvt) Ltd was born of this need in fields of civil, mechanical, electrical and structural engineering, then Penthouse Interiors (Pvt) Ltd for custom designed furniture and interior décor.

PENTHOUSE ENGINEERS (PVT) LTD

Penthouse Engineers (Pvt) Ltd situated in Katunayake, close to the International Airport and the Free Trade Zone, undertake construction and civil engineering projects of buildings, factories, hotels, and other – in Sri Lanka and as well as in the Maldives. Material is obtained locally and also imported for their several projects.

PENTHOUSE TRAVELS LTD

This Company plays a leading role in the Tourist, Travel and Hotel industry in Sri Lanka, having financial and managerial interest in a number of tourist hotels in the resorts. The company has been in business for the last 30 years building up strong working relationships with many establishments in the hospitality industry. In addition they also undertake the planning and setting up of tourist establishments including tourist villages through its sister company – Penthouse Engineers (Pvt) Ltd.

NEIL MARINE DIESELS (Private) LTD

Neil Marine Diesels (Private) Ltd import diesel marine engines which are required to be fitted on to the range of boats we offer. In addition we also hold agencies for Yamaha Inboard Diesel and are the sole distributors for these products.

AITCON ENGINEERS

Undertake all engineering work, specializing in stainless steel fabrication of Stainless steel kitchen equipment; Stainless steel Tanks and Containers for the Food and Cosmetics industry; Machine Shop and Tool Room services; Hydraulic Shearing and Bending of steel profiles; Metal sheet rolling and fabrications; MIG and TIG welding; Roller Shutter and Sliding Doors; Fuel Storage Tanks and also provide CAD Designs and Solutions to Industrial Problems and Consultancy Services.

Financial Stability

The Penthouse Group has now a turnover exceeding SLR 2 billion per annum. Fixed assets at current costs amount to SLR 400 million and investments and deposits of approx SLR 400 million. Banking for the Group is done by three Banks with whom excellent relationships are being maintained. We are also approved by the Board of Investments of Sri Lanka (BOI) and have long standing relationships with regulatory bodies of the country.

As a result of excellent employer/employee relationship, the workers have one hundred percent loyalty, and non-existence of Trade Unions / Labour Unions and no strikes or 'go-slow' action by the employees

The Penthouse Group holds the under mentioned Distributorships and Agencies

Suzuki Motor Corporation
Hamamatsu – Nishi
P O Box 1 -432 – 91
Hamamatsu, Japan

Suzuki Outboard Engines
Generators
Water Pumps

Yamaha Motor Co. Ltd
1400 Nippashi
Hamamatsu
Shizuoka 432
Japan

Yamaha Marine inboard Diesel Engines

Shell Lubricants

Sole distributors for Shell Lubricants in Sri Lanka

Daewoo Heavy Industries Ltd
6, Manseok-Dong
Dong-Gu Incheon
South Korea

Daewoo Marine Diesel Engines

Llewellyn Ryland Ltd
Haden Street
Birmingham B12 9DB
U.K.

Colour Dispersions
Gelcoats, Paints
Varnishes and Lacquers

Scott Bader Middle East Limited
P O Box 16785
Jebel Ali
Dubai

Crystic Resin, Gelcoat.
Release Agent

Organ Needle Co. Ltd
4-2 Tanimachi 1 – Chome
Chuo-Ku
Osaka
JAPAN

Sewing Machine Needles
for the Garment Factories

Leo Lammertz, Nadelfabrik
GMBH & Co. KG Saarstrabe 74
D-5100 Aachen
Germany

*Sewing Machine Needles
for the Garment Factories*

Herbert Kannegiesser GMBH & Co.
D-4973 Vlotho – Postfach 1725
Germany

*Fusing Press Machines
for the Garment Factories*

Meyer
Bayerwaldstrasse 29
D-8000 Munchen 83
Germany

*Fusing Press Machines
for the Garment Factories*

Johann Kretzer GMBH & Co.
Postfach 110508
D-5650 Solingen 11
Germany

Scissors

Sussman – Automatic Steam
Products Corp.
6659 Peachtree Industrial
Blvd, Suite M
Norcross, GA 30092
U.S.A

*Garment Finishing Equipment
with Stem Tunnels*

Eastman Export Corporation
779, Washington Street
Buffalo, N.Y. 14203 – 1396
U.S.A.

Cloth Cutting Machines

Rockwell-Rimoldi S.P.A.
Via Montebello 33
20020 Olcella Di Busto Garolfo
Italy

Industrial Sewing Machines

