



OMAN GREEN AWARDS 2011
NOMINATION FORM

Instructions for completing the nomination form:

1. Please use a separate Nomination Form for each award category.
2. You may attach extra paper as necessary
3. In the event you attach photographs, Statistical Tables and Reports to support your nomination they should be clearly labeled and marked
4. Please note that it is mandatory to provide two independent referees for the Nomination to be considered.

Organization Details:

Organization Name AL-ABRAR PETROGAS LLC
CR No. 1704249
Organization Type (Business/NGO/Gov) BUSINESS
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206/207____

Award Category GREEN INNOVATION AWARD

Project Details:

Project Title **FIREPRO FIRE EXTINGUISHING AEROSOL SYSTEMS**

Location of Project OMAN

One Line Description of Project: **Innovative solution in firefighting industry called FIREPRO – SPACE TECHNOLOGY FOR PROTECTING SPANCE ON EARTH**

Effectiveness

What were your goals? The Montreal Protocol on ozone depleting substances banned the use of Halon, prompting manufactures to find an efficient alternative to fill the void created in the market for fire suppression agent. Among the group of suitors in the market, including Halocarbon, Inert gasses, Dry chemical powder and Foams, Aerosol fire suppressants became more prominence in the market because of its effectiveness and reliability. **FirePro (Non-Pyrotec) Fire Extinguishing Aerosol Systems** were then introduced in the market of fire fighting systems as the leaders in this technology.

Aerosol fire suppressant technology entails the use of an Aerosol forming solid compound (SBK) that on activation is transformed into a cloud-like agent that suppresses the fire primarily by inhibiting the chemical chain reactions present in the flame. This is in direct contrast with many other non-aerosol agents that rely on oxygen depletion and/or cooling to achieve the same effect. **The ability to effectively combat fire is not a matter of unnecessary expense in a luxury product. It is a sound investment that may prove to be of vital importance.** **FirePro** is the fire extinguishing product of the future for total flooding, internal protection, portable and for local applications which allows to kill the fire from its source, without causing damage to entire area. **FirePro** Generator Systems are financially viable both at the initial stage as well as in the long term for various reasons such as, uncomplicated and fast installation and low maintenance.

Our Goals and advantages are summarized below:

- 1- Introducing a clean, ecological, and environmental friendly fire fighting system in Oman market
- 2- Introducing Non-Oxygen Depletion product in fire fighting sector in Oman
- 3- Introducing a CFC Free product in fire fighting sector in Oman thus go par with the Ministry of Environment and Climate Affairs regulations and policies enforcing the reducing and banning of HCFCs by the year 2013.
- 4- Introducing a cost effective solution in fire fighting sector in the country and replace Halon-1301 and other Halocarbon products available
- 5- Educate and create awareness to our clients the effects of using CFC based products on Human health and environment
- 6- **FirePro** is the product that will give you the peace of mind; it will be there when you need it, no piping, almost maintenance free product.
- 7- Above all we believe that **FirePro**, will contribute in reducing CO₂ emission.
- 8- **FirePro** does not deplete oxygen, non-corrosive and non-toxic
- 9- **FirePro** is non-pyrotechnic and Ozone and environment friendly
- 10- **FirePro** products are easy to handle and are easily transported
- 11- **FirePro** products are easily installed using their own brackets
- 12- **FirePro** is a cost effective solution in fire fighting industry, requires minimum maintenance, no piping, no pressurized cylinders and require minimum space for installation.
- 13- **FirePro** is automatic and autonomous

How have you measured your success? First time I launched this product in Oman was in 2003 and at that time no one was aware of this aerosol technology in fire fighting, so we were the first one to introduce this in Oman market. It was very difficult to penetrate the market at that time, since the product was new and we didn't have any reference in Oman. I was alone doing marketing and sales, and no one accepted the product. After three years of continuous marketing, I was able to receive the



first order. The client was very prestigious, and it helped us a lot to have other clients trust. We didn't stop marketing, but we worked day and night to promote **FirePro** in Oman, since we believed that this product will be good and would have widely acceptance in future. We started to do deliver presentations and demos to so many companies including consulting companies and private owned establishments and governmental bodies, after a lot of efforts in investment in marketing we started to gain hearts and minds of many. Today our product is one of fast moving in the market, we have done so many projects and many are coming and this is presented with our projects reference list attached. After the Ministry of Environment and Climate Affairs announcement in September 2010 to all users and producers of to accelerate the phase out of Hydrochlorofluorocarbons (HCFCs) and stated that by January 2013 the procedures for reducing the production and consumption of HCFCs which are used in fire extinguishing systems. Our product **FirePro** is free of HCFCs, thus give us the advantage against other HCFCs based products.

Innovation & Creativity

How were innovative methods, strategies or ideas applied? The condensed aerosol technology was introduced to the western world back in the early 1990's, at a time when the upheaval regarding the banning of Halon in the fire protection industry was brewing. The pioneer in using this new technology was a then unknown product called **FirePro**. As was expected, competition in the industry to replace Halon became fierce with the other options being Halocarbons, inert gases, and of course, condensed aerosols.

Impact

How has the project/initiative/work motivated others to contribute to a greener Oman

Acceptance of **FirePro** based upon its quality and reliability, as well as its wide range of applications, required time and expensive efforts, but has nevertheless been achieved to the extent that today, its name is synonymous with the condensed aerosol technology and considered to the most efficient "Halon Alternative" **FirePro** is the leading fire extinguishing aerosol system that has obtained numerous, prestigious and stringent certifications and approval because of the superior caliber of the product. **FirePro** remain the best aerosol fire extinguishing, CFCs free, in Oman market today. Many of our competitors started to bring and promote the same technology but there are not as superior as **FirePro**. Today, through many consultants and end-users in Oman give recommendations for our **FirePro**. **FirePro** today; is contributing to the efforts, even little, to the reducing CO₂ emissions.

Furthermore, due to the long lifetime of the system (15 years) the investment made in these vital sectors of security and safety of both personnel and properties, represents very small annual expenses compared to the protection provided.



Originality and Leadership

How has the nominee demonstrated vision, foresight and persistence? As mentioned above, that **FirePro** aerosol fire fighting system was totally new in Oman market, and since we have brought it to the Sultanate we have been working day and night to make it acceptable and be the first choice in automatic fire extinguishing system. Today, I would say that; we are well established and we have gain a lot of hearts and minds of many companies and governmental sectors. Now our products enjoys well-acceptance from different sectors, such as IT, electrical and marine applications. Our list of prestigious client list tells you all about it.

Continuity & Sustainability

How sustainable is the initiative carried out? The **FirePro** is best choice for Halon alternative today and for the years to come. The **FirePro** manufacture has got dedicated team in research and development and they are always striving for the best, and they have recently launched more new products in their ranges. _Fore more than 15 years now, the **FirePro** remained the leader in aerosol fire fighting technology and this leadership will remain for years to come.

Explain how it will be effective in the long term: With its continuous research and development **FirePro** remains the most cost effective fire fighting system and less expensive compared to most other gaseous systems (Halon replacements) making it more attractive to the end users. As mentioned above that, **FirePro** aerosol technology is considered the best choice today and for the years to come, and are already involved in many future projects to be launched in Oman.

Finally, the ability to effectively combat fire is not a matter of unnecessary or superfluous expensive in a luxury product. On the contrary, it is a sound investment, on an ability that may possibly, prove to be of vital importance