

TECHNICAL REVIEW

النشرة التقنية - الشرق الأوسط

MIDDLE EAST

USA: \$16.50, United Kingdom: £10

Vol 30/Issue Six 2014

TRUCK MANUFACTURERS IN RACE FOR BUSINESS

Renewable Energy

A review of the growing renewables arena

Glass Industry

The latest in glass technology and design

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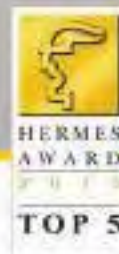
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EDITOR'S NOTE

MARKETS THROUGHOUT THE MENA region have been demonstrating resilience in the face of the falling global oil price, with positivity continuing to surround a host of non-oil sectors enjoying the fruits of increasing infrastructure expenditure across the Gulf. With that in mind, this issue of *Technical Review* will look at a few of the sometimes overlooked industrial sectors to see how they have been tapping into the region's vast construction opportunities, including the glass (p28) and stone (p32) sectors. We also look at legislation in developing mining markets (p30), review the largest edition of The Big 5 to date (p40) and consider opportunities for truck manufacturers hoping to tap into the growing demand for resilient and efficient long-haul transport solutions (p34) throughout the region.

At Technical Review we always welcome readers' comments to trme@alaincharles.com

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TECHNICAL REVIEW

الخدمة شركات المنطقة منذ 1981

SERVING THE REGION'S BUSINESS SINCE 1981

الشرة التقنية - الشرق الأوسط

MIDDLE EAST

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US MAILING AGENT: Technical Review Middle East ISSN 0267 5307 is published eight times a year for US\$99 per year by Alain Charles Publishing, University House, 11-13 Lower Grosvenor Place, London, SW1W 0EX, UK. Periodicals postage paid at Rahway, NJ.

POSTMASTER: Send corrections to Alain Charles Publishing Ltd, c/o Mercury Airfreight International Ltd, 365 Blair Road, Avenel, NJ 07001. US Agent: Pronto Mailers International, 200 Wood Avenue, Middlesex, NJ 08846.

Printed by: Emirates Printing Press, Dubai

Arabic Translation: Ezzeddin M. Ali - Email: ezzeddin@movistar.es

Arabic Typesetting: Lunad Publicity, Dubai

© Technical Review Middle East ISSN: 0267-5307

Head Office: Alain Charles Publishing Ltd
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Briefly

Empower awards cooling service contracts in Dubai

DISTRICT COOLING SERVICES provider Empower has awarded contracts worth US\$16.33mn for expansion to its network into Dubai's Business Bay and International Media Production Zone (IMPZ). The contracts include US\$11.16mn worth of network expansion work by Wade Adams and a US\$5.17mn contract to supply pre-insulated pipes and fittings by Elips.

The project will involve the supply of district cooling services to retail, commercial and residential developments like the St. Regis Hotel, W Hotel, and Westin Dubai in Al Habtoor City, as well as Me'aisem City Centre, Dubai National Investment Company staff accommodation building and Makateb building in IMPZ.

The construction work will see the extension of Empower's chilled water network to new buildings in Al Habtoor City, via the company's facilities in Business Bay and IMPZ. The two projects will have a total chilled water network length of six kilometres and will be expected to be completed by January and May 2015, respectively. Once Empower links its network to the new buildings, it will add an estimated 30,000 refrigeration tonnes capacity to its plants in both areas.

Liebherr cranes to aid construction of Kingdom Tower in Saudi Arabia

GERMAN EQUIPMENT FIRM Liebherr has won an order to supply four HC-L series tower cranes for the construction of the Kingdom Tower in Jeddah, Saudi Arabia, which will become the world's tallest structure when completed. Four luffing jib cranes — three 280 HC-L 16/28 and one 357 HC-L 18/32 Litronic — would be used to build the Kingdom Tower. The cranes' lifting capacities vary from 11 to 12 tonnes at a radius of 35 metres. The 357 HC-L luffing jib crane would place the top of the building at an approximate height of 1,000 metres.

Liebherr said that in order to aid the ascent of the cranes, they would be positioned on either the sky terrace of the building or on cantilever platforms mounted on the sides of the structure.

IDB allocates US\$566mn for projects in Middle East and Africa

THE ISLAMIC DEVELOPMENT Bank (IDB) has approved the financing of development projects worth a total of US\$566mn in member nations.

The approval, from the bank's board of directors, covers sectors including energy, roads, petrochemicals and water in eight member countries — Egypt, Saudi Arabia, Tunisia, Lebanon, Burkina Faso, Benin, Côte d'Ivoire and Niger.

According to IDB, Around US\$220mn has been allocated for the Egypt-Saudi Electricity Interconnection Project, which aims to facilitate the supply of electricity between Saudi Arabia and Egypt with a maximum capacity of 3,000MW.

Two projects were approved in the road sector totalling US\$116.5mn, including US\$69.5mn for the Northern Highway Project in Lebanon named the Tripoli Eastern Ring Road, aimed at easing highly-congested roads in the Tripoli Metropolitan Area. Around US\$47.6mn has been sanctioned for upgrading the Banikoara-Keremou - Burkina Faso border road in Benin.

The Saudi Arabia-headquartered bank has also approved two water projects totalling US\$97.7mn, of which US\$77.7mn was allocated for the rural water supply project in the Governorate of Bizerte, Tunisia, to support the implementation of Tunisia's



The IDB projects meeting was held in Jeddah, Saudi Arabia

programme for water supply to its rural population.

Moreover, US\$20mn has been allocated for the Ouagadougou Water Supply Project Phase II in Burkina Faso, and is complementary to the IDB - financed Phase I, successfully completed earlier, IDB stated.

In the petrochemicals sector, the board said it would provide US\$100mn for the Rabigh 2 IPP project under Saudi Arabia's Refining and Petrochemical Company (Petro Rabigh). The project will be expected to almost double the company's petrochemical product output.

In addition to these projects, IDB has also allocated funds for the education and healthcare sectors, including a number of non-member countries such as Ireland, Slovenia and Tanzania.

Qatar named world's second-largest infrastructure market

QATAR HAS BEEN named as the second most attractive market in the world for investments in infrastructure, a new study has revealed. A global index that measured 41 potential countries with the greatest potential for infrastructure investments ranked Qatar the second most dynamic infrastructure market. Overtaking Canada, the UAE ranks third. ARCADIS' *Global Infrastructure Investment Spending Index* ranked Singapore as the top market. The US and the UK



Qatar has relied on access to cheap debt to finance investment, said the ARCADIS report

entered the top 10 for the first time, indicating improvement in their economies and for the US in the growing need for investment in infrastructure.

Despite Qatar's hydrocarbon enriched positions, the country is now looking ahead to diversify funding further, accessing capital market finance to support spending plans, the report added. A leading contractor based in Doha predicted total infrastructure investments in Qatar breaching the US\$200bn mark in the next 10 years. Mohammad Moataz Al Khayyat, CEO of Al Khayyat Contracting and Trading, said that Qatar's state funding alone has been estimated to reach US\$160bn. The ARCADIS report noted that in Qatar and the UAE national vision strategies, combined with major international events, have led to expectations of phenomenal peak spend in the next five years. "While future prospects for Qatar's infrastructure projects market look promising, supply and construction costs issues will eventually surface and have to be addressed," Al Khayyat added. ARCADIS predicted that construction inflation in the country could reach 20 per cent between 2016 and 2019 because of the deadlines around projects related to the 2022 FIFA World Cup in Qatar.

ADFD and IRENA launch third funding cycle for renewable energy projects

THE ABU DHABI Fund for Development (ADFD) and the International Renewable Energy Agency (IRENA) have announced the opening of the third round of a funding cycle to support renewable energy projects up to US\$350mn over seven cycles.

Applicants can submit requests for funding of renewable energy technology projects in accordance with the fund's 'Guidelines for applicants'. Countries that intend to apply for funding through the renewable energy development facility have until 18 February 2015, the Abu Dhabi government body added.

Projects already approved for funding include solar, hydropower, biomass, wind energy and hybrid projects in Ecuador, Mali, Maldives, Mauritania, Samoa and Sierra Leone. The projects selected represent a diverse mix of renewable energy sources and innovative technologies that are replicable, scalable and will improve energy access in developing countries.

In support of the initiative, ADFD said it had reduced lending conditions to encourage developing countries to take advantage of the project facility. Successful projects will enjoy funding rates ranging between one and two per cent.

The recipient countries from Round Two of the facility will be announced during the IRENA General Assembly during Abu Dhabi Sustainability Week, which will take place between 17-24 January 2015 in the UAE capital.

Lockheed Martin open R&D centre in UAE

GLOBAL SECURITY AND aerospace company Lockheed Martin has opened a new state-of-the-art collaboration centre at Masdar City in Abu Dhabi to explore innovation, advance security and help to achieve the UAE's vision of building a resilient economy.

The Centre for Innovation and Security Solutions (CISS) is the first-of-its-kind outside of the USA.

Located in the Incubator Building at Masdar City, the centre is a reconfigurable, multi-purpose facility. It will enable cooperation between Lockheed Martin and the UAE government, industry and academia to develop solutions to address challenges, from climate change to resource scarcity and advance scientific discovery.



Lockheed Martin's innovation centre in Abu Dhabi's Masdar City would provide advanced security solutions to customers throughout the UAE

Marillyn Hewson, CEO of Lockheed Martin, said, "We value the entrepreneurial, innovative spirit we see in the UAE and the commitment to real-world solutions and progress that Masdar represents."

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Briefly

Doosan Babcock's new consultancy hub for the Middle East

ENERGY ENGINEERING

COMPANY Doosan Babcock has launched a consultancy hub in Abu Dhabi. The Engineering Consultancy Hub will provide a platform for further growth in the region, in support of Doosan Babcock's overall global expansion plans, the company said.

A multi-disciplinary team comprised of specialist engineers, metallurgists and technicians would be based there to support customers across the Middle East with a full suite of integrated products. It would focus on plant integrity and offer customers industry-leading expertise in plant integrity management, plant condition assessment, vibration, noise and fatigue management, repair and replacement strategies, metallurgical services, specialised non-destructive testing (NDT) services, fitness-for-service assessments, and the development and execution of specialised weld repair solutions. Doosan Babcock's vice-president of global service Steve Hunt said, "This hails the beginning of a significant localisation strategy in the region, which will involve substantial local recruitment and will support our ambitions to make the Middle East one of our largest operational centres and a major generator of revenue."

ABB opens manufacturing facilities in Egypt

POWER AND AUTOMATION

technology group ABB has opened two new manufacturing facilities producing compact sub-stations and medium-voltage switchgear to add to its current facilities in Egypt's 10th of Ramadan City.

The company has also refurbished an existing building block that will now be powered by a state-of-the-art solar PV roof top installation (125KW peak), ABB officials added.

The solar plant is expected to provide the necessary lighting power in the building with any over-capacity being fed directly into Cairo's electrical grid. The building will also house a high-tech customer showroom where ABB's range of technologies, products and solutions will be on display.

Alstom contracted by SEC to increase power stability across Saudi Arabia

ALSTOM HAS BEEN awarded a US\$57.9mn turnkey contract by Saudi Electricity Company (SEC) to supply flexible AC transmission systems in Saudi Arabia.

The contract will be expected to substantially improve and increase power transmission stability and quality across Saudi Arabia's power transmission network once completed in 2016.

Alstom will supply a Static VAR Compensator (SVC) to the Jeddah sub-station, situated on the coast of the Red Sea in the western region of Saudi Arabia and two capacitor banks to the Wadi Jaleel sub-station in Mecca, situated about 200 km from Jeddah.

The SVC (-150/+300MVAR at 110kV), which would utilise the new Alstom patented SVC configuration with blocking reactor to improve technical performance, will provide fast voltage support at sub-stations, stabilising power supply and strengthening the transmission grid. Power will be fed to major areas across Jeddah and Mecca.

Additionally, Alstom will supply two 100MVAR capacitor banks to the Wadi Jaleel sub-station in Mecca and extend an existing gas-insulated sub-station at Jeddah North 380kV BSP (bulk supply plant). The



Alstom will supply a Static VAR Compensator to the Jeddah sub-station

equipment will be manufactured in Alstom units in Riyadh and Finland.

Patrick Plas, senior vice-president, grid power electronics and automation at Alstom Grid, said, "The Kingdom of Saudi Arabia is one of the most significant and demanding market areas for power compensation systems. This contract strengthens our position as one of the world's leading suppliers for Flexible Alternating Current Transmission Systems (FACTS) technology."

Alstom said that Saudi Arabia has been emerging as the world's third-largest market for grid and the world's largest AC sub-station turnkey market.

AfDB provides US\$241.1mn for Moroccan solar project

THE AFRICAN DEVELOPMENT Bank (AfDB) has approved US\$241.4mn for the 350MW second phase of the Ouarzazate solar project in Morocco. An AfDB loan of US\$123.1mn and a Clean Technology Fund of US\$119mn would go towards building two new power stations at the site and the project is part of the Moroccan Solar Energy Programme, which aims to develop 2,000MW of solar capacity by 2020, officials said. Alex Rugamba, director of AfDB Energy, Environment and Climate Change Department, said, "The bank's participation in this second phase will support its position as a leading partner in the development of Morocco and strengthen its dominant role in combating the effects of climate change."



The bank had also funded the first stage of the Ouarzazate complex

The bank had also funded the first stage of the Ouarzazate complex. Work on the 160MW site began in 2013 and has been scheduled for completion by the end of 2015. Meanwhile, Swiss group Sola Terra has also been planning to set up 16 PV plants with a capacity of 25MW in southern Morocco. The plants will each be built under contracts already signed with the Moroccan government. Seven sites have already been identified to accommodate Sola Terra facilities, namely in Ouarzazate, Ain Bni Mathar, Foum Al Oued, Boujdour and Sebkat Tah. Terra Sola has more than 17,250MWp worth US\$2.76bn of projects under active development in the Middle East and North Africa region, company officials added.

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Briefly

'Big Data' technology growing in the UAE, Microsoft says

THE UAE IS making positive strides in adapting 'Big Data' technology in the region, according to Microsoft.

Speaking on the sidelines of the 'Big Data — Achieving Customer Intimacy' conference held in Dubai, Mohammed Maseehuddin, principal engagement manager for Microsoft Middle East, told *Khaleej Times*, "Currently, we are investing heavily in Big Data, cloud and mobility from a technology perspective in order to ensure businesses in the region leverage and increase their value business propositions and, in turn, help their customers improve services and boost their market share."

Management consulting firm A.T. Kearney has forecast global spending on Big Data to grow at a rate of 30 per cent through to 2018, reaching a total market size of US\$114bn. Most companies, while excited about the potential benefits of Big Data, fail to leverage it in enhancing consumer understanding and brand building, the consulting firm added.

Arabsat to launch five 6G satellites in Middle East in 2015

COMMUNICATIONS SATELLITE OPERATOR Arabsat has decided to invest US\$2.5bn to launch five new sixth generation satellites by 2015. Arabsat's vice-president of sales and marketing Tarek Balkheyour said the company was focusing on renewing and replacing currently operational fifth generation satellites. Arabsat has been seeking to circulate border insurance throughout satellite surveillance in several Arab countries and will start addressing a number of other countries so as to use this technology for the same purposes, Balkheyour explained.

Operating a growing fleet of satellites at the 20° East, 26° East, 30.5° East and 34.5° East positions of the geostationary orbit, Arabsat is the only satellite operator in the Middle East and North Africa (MENA) region offering the full spectrum of broadcast, telecommunications and broadband services, the company said.

Abu Dhabi sees expansion in logistics sector

ABU DHABI'S NON-OIL exports saw an 11.5 per cent year-on-year rise in Q2 2014, while imports — accounting for almost 80 per cent of all trade — rose 7.5 per cent, according to official data.

An Oxford Business Group study said that the growing levels of international trade, both inbound and outbound, and a rising demand for trans-shipment services would drive expansion in Abu Dhabi's logistics sector, with much of this activity taking place around its docks.

The total value of non-oil merchandise trade was US\$9.9bn for the quarter, representing a 6.3 per cent increase over the same period in 2013, according to the data.

The growth has been a result of the emirate's efforts to diversify from oil production and promote industrial and commercial development, which are underpinned by a strong transport sector, according to Alp Eke, senior economist at National Bank of Abu Dhabi. Developing transport capacity and industrial zones close to shipping centres is positioning Abu Dhabi as a logistics hub, Eke added.

Port expansion plans have been in progress with port operator Abu Dhabi Terminals announcing in September 2014 that it would spend US\$109mn over the next three years to improve services and expand capacity at Khalifa Port Terminal.

The investments in Khalifa Port and other maritime facilities would help meet domestic demands as well as develop trans-shipment facilities, or the transfer of a shipment from one vessel to another, which is driven by the increased use of mega containerhips, rather than the direct transfer of cargo.



An estimated 20 per cent of Khalifa Port's handling capacity will be dedicated to trans-shipment operations by 2016

With enhanced handling capacity, Abu Dhabi has been looking to lure shipping firms and their regional operations to the emirate, which would be supported by an expansion of its own export trade, offering carriers outbound cargos to fill their hulls, rather than focusing on inbound freight movements.

ADPC Marine Services, a subsidiary of Abu Dhabi Ports Company (ADPC), also announced the expansion of its fleet. Two new pilot boats and three new pull tugs are expected join ADPC Marine Services' fleet.

The 'Al-Safeer-2' has already arrived from Singapore, while a second heavy duty fast pilot boat will be delivered in June 2015.

Pilot boats are primarily used to take local pilots to incoming ships. As the captains of these visiting ships are not familiar with Abu Dhabi waters, ADPC pilots get onboard these vessels and take over the ship's bridge in order to manoeuvre the vessel safely into the port and, later on, back to sea.

Pull tugs are used to assist inbound and outbound vessels to berth and unberth at their allocated space inside the port.

Plastics leading contributor to Saudi Arabian non-oil exports

PLASTICS REMAINED THE largest contributor on the export side of the Saudi Arabian economy valued at US\$1.4bn, the National Commercial Bank (NCB) said in its *Saudi Economic Review* report in November 2014.

The report went on to say that, despite the downward trending oil prices, plastics surged by 9.2 per cent year-on-year in September 2014, accounting for 34.7 per cent of monthly non-oil exports.

Exports of chemical industry products were valued at US\$1.44bn, accounting for 30.4 per cent of non-oil exports, it added. On an annual basis, however, exports of chemical products retracted by 13.9 per cent, affected mainly by dwindling oil prices, and the slowing demand from China.

Exports of base metals recorded US\$370mn, surging by 25 per cent over last year's figures, a possible indicator that some aluminium refineries were entering the production phase, NCB stated.

The Kingdom's largest trade partner remained China, which accounted for about 12.9 per cent of the export revenue.

Non-oil exports to the UAE also marked a 7.4 per cent decline compared to last year, totalling US\$560mn. India was the third largest trade partner in September replacing Singapore and accounted for 6.8 per cent of the monthly total, worth US\$320mn.



Despite the downward trending oil prices, plastics surged by 9.2 per cent year-on-year in September 2014

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GCC construction market to grow by 7.7 per cent

THE CONSTRUCTION MARKET in the GCC is expected to register a 7.7 per cent increase in value of projects by end of 2014, with the total value of projects reaching US\$72bn.

According to the Ventures Middle East's GCC Building Construction and Interiors report, the construction market in the region is growing faster compared to the same time period in 2013. This has directly translated into an increase in opportunities within the sector, especially in the interiors and fit-outs market, estimated to touch US\$7.8bn this year.

The residential and commercial sectors have the largest share in investment – US\$30bn and US\$11.8bn, respectively – followed by the education, hospitality and medical sectors.

www.technicalreviewmiddleeast.com/construction

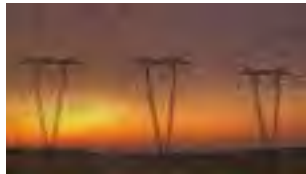
Abengoa wins transmission contract in Morocco

SPANISH ENERGY SOLUTIONS company Abengoa has been chosen by Morocco's National Power and Drinking Water Office (ONEE) for a US\$36mn electricity transmission project.

The contract has stated that Abengoa would be responsible for the engineering, design, construction, maintenance and commissioning of a 210 km-long power transmission line, located in the northern part of Morocco.

The project would comprise of three 400kV sections – an 80 km line from Matmata to Msoun, an 80 km line from Msoun to Gteter and a 50 km line from Bourdim to Jerada. This line, expected to begin operation in 2016, would improve connectivity to Algeria as well.

www.technicalreviewmiddleeast.com/power-a-water



Abengoa has agreed to provide a 210 km-long power transmission line (Photo: Gavin Fordham/freeimages.com)

DIFC Courts signs guidance memorandum with Kenya

DUBAI'S DIFC COURTS has signed its first Memorandum of Guidance (MoG) with the High Court of Kenya to reinforce the UAE's position as a major economic gateway to East Africa. According to the Dubai Chamber of Commerce and Industry, the emirate's non-oil trade with Africa increased by 700 per cent in the last decade. Specifically, Kenya's non-oil trade volume with Dubai was estimated to be worth around US\$1.2bn, making the East African nation the UAE's 50th biggest trade partner.

www.technicalreviewmiddleeast.com/business-a-management

Emirates Global Aluminium signs GE deal

GE POWER & Water has signed a long-term contractual services agreement (CSA) with aluminium producer Emirates Global Aluminium (EGA) to service and

operate turbines at the Taweelah aluminium smelter complex in Abu Dhabi. The Taweelah smelter is the largest single-site

smelter complex in Abu Dhabi where GE's 9FA gas turbines have been installed for an aluminium project, stated officials from GE.

www.technicalreviewmiddleeast.com/manufacturing



Paul McElhinney, president and CEO of Power Generation Services at GE Power & Water, and EGA MD and CEO Abdulla Kalban at the signing of the agreement (Photo: EGA)

Saudi Arabian steel firm wins Dammam warehouse contract

SAUDI ELECTRIC SUPPLY Company (SESCO) has awarded a US\$6.6mn turnkey contract to Zamil Steel Construction Company (ZSCC) for the Tamimi Warehouse Complex in Dammam.

The Tamimi warehouse complex is located in the eastern part of Saudi Arabia. According to authorities at ZSCC, the scope of the contract includes the design, fabrication, supply and erection of nearly 550MT of pre-engineered steel buildings in addition to the provision of all engineering, procurement and construction (EPC) works.

www.technicalreviewmiddleeast.com/manufacturing

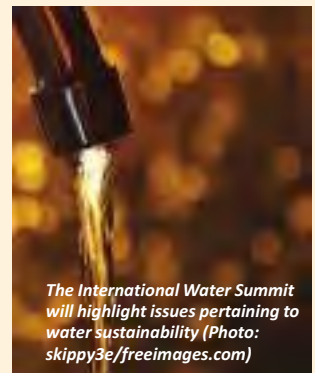
MENA to spend US\$300bn on water projects by 2022

GOVERNMENTS IN THE Middle East and North Africa (MENA) region are expected to spend US\$300bn on water and desalination projects by 2022.

The prediction was made by organisers of the International Water Summit (IWS), scheduled to be held from 19-22 January 2015 in Abu Dhabi, where more than 70 global experts will address major water sustainability and security challenges in the region.

Specifically, the IWS conference entitled *Promoting Water Sustainability in Arid Regions* – scheduled to take place from 20-22 January 2015 – will address the water-energy nexus and its effect on regional and global food security.

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The International Water Summit will highlight issues pertaining to water sustainability (Photo: skippy3e/freeimages.com)



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EXECUTIVES' CALENDAR 2015

JANUARY 2015

10-13	Arabplast	DUBAI	www.arabplast.info
10-13	Wire & Cable Arabia	DUBAI	www.wirecablearabia.com
18-20	Intersec	DUBAI	www.intersecexpo.com
19-22	World Future Energy Summit	ABU DHABI	www.worldfutureenergysummit.com
19-22	International Water Summit	ABU DHABI	www.iwsabudhabi.com

FEBRUARY 2015

2-4	Interiors Qatar	DOHA	www.iqexhibition.com
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MARCH 2015

1-3	Saudi Plastics & Petrochem/Saudi Print & Pack	JEDDAH	www.saudi-pppp.com
2-4	Middle East Electricity	DUBAI	www.middleeastelectricity.com
8-11	The Big 5 Saudi	JEDDAH	www.thebig5saudi.com
30-2 April	Buildex	DAMMAM	www.buildex-sa.com

APRIL 2015

13-15	USETEC	KARLSRUHE	www.usetec-fair.com
20-25	Intermat Paris	PARIS	www.intermatconstruction.com

Readers should verify dates and location with sponsoring organisations, as this information is sometimes subject to change.

Intersec set to sate growing appetite for security equipment across the MEA region

THE GROWING DEMAND for security equipment across the Middle East and Africa will see 300 exhibitors make their debut at security and safety trade fair Intersec, set to take place at Dubai International Exhibition and Convention Centre on 18-20 January 2015.

With the top 10 global security companies set to join the debutants at Intersec, organiser Epoc Messe Frankfurt said it expected the event to register at least 15 per cent growth in exhibition space year-on-year. According to the event organiser, global demand for security equipment has been estimated to grow seven per cent annually, reaching US\$117bn by 2016, with markets in Asia, Eastern Europe and MEA leading the charge.

Ahmed Pauwels, CEO of Epoc Messe Frankfurt, said, "The Middle East and Africa region continues to emerge as a key security market, and Intersec functions as the bellwether event that showcases the current trends prevailing across the globe, while presenting vital indicators of future developments in the industry.

"With a footprint that spans the entire region and active participation from leading international players, Intersec is today a must-attend event for the global security, safety and fire protection communities."

More than 1,300 exhibitors from more than 50 countries will be in attendance at the show, which will focus on the five core areas of commercial security; information security; fire and rescue; safety and health; and homeland security and policing. The trade fair will feature 13 country pavilions from Canada, China, France, Germany, Hong Kong, India, Italy, South Korea, Pakistan, Singapore, Taiwan, UK and USA.

WFES to showcase clean energy investment opportunities

THE WORLD FUTURE Energy Summit (WFES) will look to unlock growing clean energy investment opportunities across the Middle East and Africa during Abu Dhabi Sustainability Week (ADSW).

Among the topics to be explored at the event, which will take place on 19-22 January 2015, will be an examination of how Saudi Arabia plans to transform its domestic energy supply to become one of the world's largest producers of renewable energy. Regional sustainability leaders will also be on hand to discuss the UAE's roadmap to a diversified energy future.

Dr Ahmad Belhoul, CEO of Abu Dhabi renewable energy company Masdar, said, "As a result of ambitious energy targets, countries in the region are incentivising the rapid scale-up of renewable energy. The development of wind and solar power is a fundamental strategy that supports energy security and creates lasting economic and social opportunity."

Along with WFES, ADSW will also be comprised of the International Water Summit, EcoWaste and the seventh Zayed Future Energy Prize awards ceremony.



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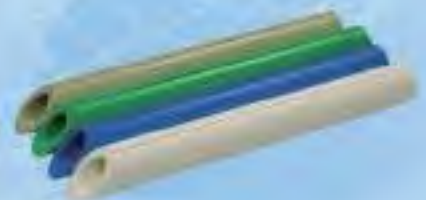
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Generating big business in the Middle East

After a decade of operations in the Middle East region, Himoinsa is predicting significant growth for its regional subsidiary, which has already inaugurated a new warehouse facility in the UAE.

HIMOINSA IS CELEBRATING 10 years since it launched its subsidiary in the Middle East and, having opened its new facility in the UAE, the global provider of energy generation systems has predicted strong regional growth.

The Middle East subsidiary announced that it expects to see this year's turnover follow the pattern of 2013, when Himoinsa experienced a 25 per cent increase compared to the previous year. 2013 also saw the Middle East region account for 10 per cent of the Spanish company's total sales.

Speaking to *Technical Review*, Francisco Gracia, chairman of Himoinsa, said, "We have to consider that the potential in the Middle East is huge."

After a decade of operations in the region, the Middle East subsidiary inaugurated a new 600 sqm warehouse facility this year, which is based in Dubai's Jebel Ali Freezone.

According to Keith Webb, Himoinsa general manager for UAE, this recent launch has seen the number of staff double.

"We have moved from being just an office to being a warehouse," Webb commented. "The capability of storing gensets helps shorten delivery [times] to key markets across the Middle East and East Africa."

He added, "We're continuing to grow and with the new facility in place we're looking forward to expediential growth."

Himoinsa currently works with local customer companies such as Famco, Gulf Equipment and rental company PEAX and is active in the UAE, Saudi Arabia, Yemen, Oman, Iran, Afghanistan and Pakistan.

Webb stated, "Famco is our principal partner in the Middle East region so the majority of our regional growth is due to their success, penetrating and pushing the Himoinsa brand into the local market. It's critical to our success in the region that we have a strong relationship."

Considering the major construction projects both underway and planned across the Gulf, such as the railway projects and the



According to Himoinsa, by robotising its production processes it maintains high-quality production

developments leading up to the Expo 2020 and 2022 FIFA World Cup, the region holds significant business potential, which Himoinsa is clearly prepared to tap into.

Quoting data from the UN Comtrade Database, Himoinsa has stated that in 2013 countries, such as Saudi Arabia, imported generator sets worth US\$547mn.

The company recently revealed it is set to deliver generator sets, purchased by Railway Infrastructure Instalaciones and Servicios S L, to supply power along part of Saudi Arabia's Mecca-Medina high-speed rail project.

Additionally, Himoinsa products are used

“With the new facility we’re looking forward to expediential growth”

along the King Fahd Causeway, which connects Saudi Arabia to Bahrain, where they distribute power to the bridge itself and the surrounding infrastructure.

The Middle East poses a number of challenges for power-supply companies in terms of the environment and climate, but Himoinsa claims that its equipment is efficiently adapted.

"Equipment for desert areas demands special attention, apart from the heat, other factors such as humidity can cause problems if not given due consideration. Dust is also a factor that can clog filters and accumulate in the mechanisms," Webb stated.

"We are prepared to work in extreme conditions, being able to withstand the daytime temperatures of 50°C is essential."

Founded in 1982, Himoinsa boasts a global network, with 10 subsidiaries across the Middle East, Europe, South America, Asia and Africa.

According to Himoinsa, much of its success is thanks to remaining a family-run vertical manufacturer and the speed and flexibility this allows in decision making.

Gracia explained, "The reason Himoinsa has [reached] the size it has is because we reinvest all the profit back into the company, new machinery and new factories."

He added, "We have to be competitive, but at the end of the day price will be forgotten and quality will remain always in the minds of the people."

With eight production plants worldwide, Himoinsa has the capacity to produce 60,000 generating sets per year. According to Gracia, robotising the production processes has allowed the company to maintain a consistent and high-quality product throughout.

"High-quality control is important," he stated. "Robotising the production processes is how we can keep the high-quality product."

With a new facility launched and an increased turnover expected for 2014, Himoinsa is clearly settling in for a further 10 years of strong business across the region. ■

Harnessing the region's renewable potential

DNV GL talks to *Technical Review* about business since the companies merged last year, current trends in the renewable energy market, and the steps being taken towards harnessing wind energy in the Middle East.

DNV GL - ENERGY is one business area of a much larger company. September 2013 saw DNV and GL combine to create a global ship and offshore classification society, technical advisor to the global oil and gas industry, and expert for the energy value chain.

Speaking in terms of the company's energy department, David Walker, DNV GL chief executive officer of energy, stated, "Business is going well, but it's against the backdrop of a lot that is happening politically, changes in attitude most recently in North America and new targets have been set on energy efficiency in Europe."

Within a global context, however, the Middle East is showing a lot of growth and potential for the company. The demand for energy in the Middle East is increasing, parallel to its expanding population and rising urbanisation.

Mohammed Atif, DNV GL general area manager of energy advisory for the Middle East, commented, "We characterise the Middle East as a region in the midst of a transformation, attempting to leap frog development stages which more mature markets of Europe and the USA have gone through."

As the need for alternative sources of energy becomes more pressing in the region, renewable energy, or more specifically energy efficiency, has become an increasingly popular option in the Gulf.

According to Walker, GCC nations benefit considerably from diversifying the energy mix with renewable energies, because it can help reduce the need for importing fossil fuels from abroad or alternatively can aid in producing more surplus fuel that can be exported for capital.

DNV GL - Energy has found that asset management is one significant growth area in the region.

Atif said, "There are a number of assets that are approaching or past their half lives, so we're seeing a significant focus on asset



David Walker, DNV GL's chief executive officer of energy

management, on improving the efficiency of assets in place, improving their lifespan and optimising assets."

Technology is also an area of significant growth within the Middle East, as the region's infrastructure and landscape is ever-modernising.

"There are large developments of new cities and, even in the current cities, there is a thirst to acquire smart technologies, such as smart metering, smart communications, and to harness solar energy," explained Atif.

Utilising solar energy through photovoltaic panels is, of course, a major renewable energy resource in the Middle East because, as Walker stated, the region 'is blessed by sunshine' as well as its fossil fuel resources.

"The Middle East is a region in the midst of a transformation"

Among its portfolio of projects, for example, DNV GL - Energy has worked on the Shams concentrated solar power plant (CSP) in Abu Dhabi, where it provided commissioning support and performance testing of the 100 MW CSP plant.

Interestingly, in addition to the option of solar power in region, the Middle East also has potential to benefit from wind power resources.

Walker stated that while there are certain 'wind shadows', where the potential is not as strong, areas such as the UAE, the Omani coast, parts of Saudi Arabia, along with the already established areas in Jordan and Egypt, are viable options for harnessing wind energy.

"With the new bigger wind turbines that we have now, they could easily develop quite substantial amounts of power at the lower wind speeds that we have in the desert areas," Walker explained.

There is evidently a growing interest in wind energy in the Gulf, as indicated in the news that in October 2014 Masdar announced it had signed a joint development agreement to construct a US\$125mn 50 MW wind farm in Oman, the first large-scale wind farm in the GCC.

Atif said that while solar energy has become part of the region's conventional approach to renewable energy sources, technological advancements in turbine and blade technology has placed wind energy back on the horizon.

"I wouldn't say that there's a huge thrust and planned roll out of wind turbines everywhere," he commented. "But I believe, from what we're hearing from the governments in the region, that they may well be part of the future energy mix."

Considering the growing interest in diversifying the energy mix through investing in renewable energies and advanced technologies, DNV GL - Energy is in a good position to tap into the region's business potential. ■



Saudi Arabia has plans to install almost 10GW of wind generation capacity

Plotting a route to a renewable future

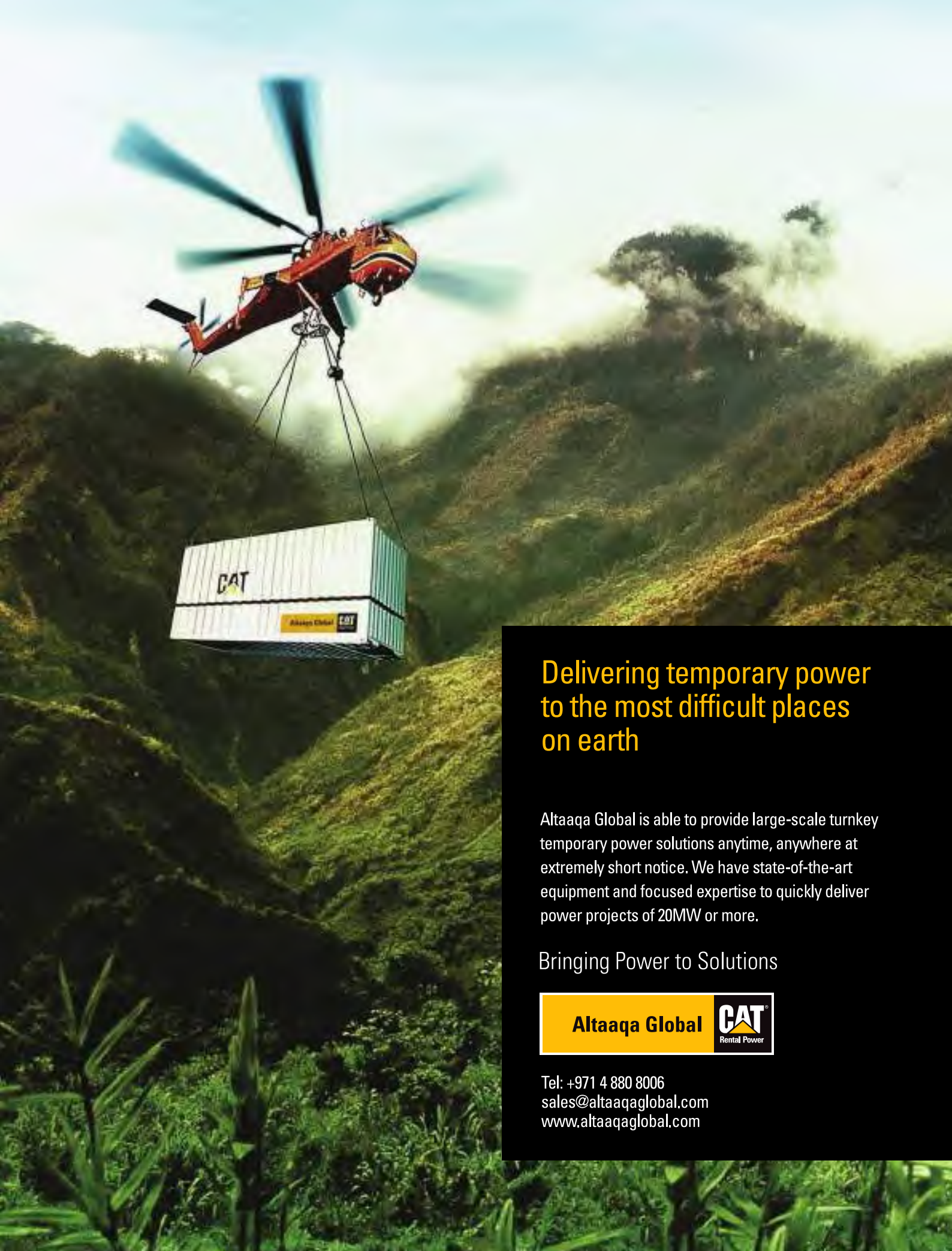
Concentrated solar power is the most popular, but various other forms of renewable energy technology are being pursued across the Arab region.

Saudi Arabia is planning to install more than 50GW of various types of renewable generating capacity by 2032

ENCOURAGED BY INSTITUTIONS like the International Renewable Energy Agency (IRENA) and Masdar in Abu Dhabi, the Regional Center for Renewable Energy and Energy Efficiency (RCREEE) in Cairo, Desertec in North Africa and the various national solar industry associations such as the Saudi Arabia Solar Industry Association (SASIA), renewables activities are growing fast right across the Middle East and North Africa (MENA) region. With demand for power developing at up to eight per cent annually, these developments are required to ensure more fossil fuel – gas especially – is available for other purposes.

Ahead of the imminent World Future Energy Summit (WFES) in Abu Dhabi, the local industry is clearly on a roll, falling in line with the International Energy Agency's (IEA) prediction (World Energy Outlook 2014) that the share of renewable energy in global power production will rise from 21 per cent in 2012 to 33 per cent by 2040.

Already some of the world's largest and most innovative renewable energy projects have been realised in the Middle East. The 100MW Shams I solar plant in Abu Dhabi is the world's largest mirror-based concentrated solar power (CSP) facility. Saudi Arabia is planning to install more than 50GW of various types of



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Phase 1 of Mohammed bin Rashid Al Maktoum Solar Park, located in the emirate of Dubai (Photo: First Solar)

renewable generating capacity by 2032 and most other GCC member states are playing a full part in the movement.

Although current installed capacity is minimal, Saudi Arabia is clearly going to be the major player. That massive total consists of 41GW of solar, roughly two-thirds of CSP type. Nearly 10GW of wind generation is planned and the balance will be in the form of waste-to-energy (incinerator) schemes, and some geothermal projects, all on top of Saudi Arabia's substantial nuclear plans. An extensive renewables-based desalination programme is also planned. The intention is to free up far more crude oil for export and to use the nation's rapidly-rising gas resources for more profitable operations, such as petrochemicals production in order to create a brand-new source of industrial employment.

With generation to be devolved to help achieve all this, a new government institute, King Abdullah City for Atomic and Renewable Energy (K.A.CARE), was created in 2010 to manage the whole process, including the envisaged power-purchase agreements.

The UAE's plans are necessarily on a more limited scale commensurate with overall power demand and the size of the population, but they are still impressive by any international standards. Abu Dhabi is the leading emirate in the field, with plans laid to realise 1.6GW by 2020, mostly at the fast-growing out-of-town Shams Power Company site. This is now a magnet – as is Masdar City itself – for the world's concentrating solar power and other renewables professionals.

Along the coast, Dubai plans to produce up to 20 per cent of its energy needs from renewable sources by 2030, mostly at Dubai Electricity and Water Authority's (DEWA) dedicated Mohammed Al Maktoum Solar Park. Its Seih Al Dahal location is emerging as another global R&D site. The emirate has already developed into a world leader in the retrofitting of rooftop systems for domestic applications, for example, and the economising scheme is being actively encouraged by tweaking the domestic tariff system.

Not to be outdone, neighbouring Abu Dhabi is also pursuing waste-to-energy

development plans, as well as a small wind farm at Sir Bani Yas island.

Similar schemes are being realised in Kuwait (15 per cent of demand by 2030) at Shagaya Renewable Energy Park and in Qatar where the plan is to base 20 per cent of demand on renewable sources by 2024. Along with associated transmission and distribution developments, nearly 2GW is already under construction to feed power shortly into Doha, Ras Laffan and other industrial cities. T&D is a key part of all these plans.

Fortunately, the need for co-ordinating all these activities on a region-wide scale has been anticipated by the League of Arab States. In association with IRENA, the Regional Centre for Renewable Energy and Energy Efficiency has recently published its detailed *Pan-Arab Renewable Energy Strategy 2030*. Described as a 'Roadmap of actions for implementation', the strategy was launched at the Third Arab Economic and Social Development Summit in 2013 and "represents an important milestone for the development of renewable energy technologies in the region".

"Based on approved national targets, the strategy includes cumulative targets to increase renewable energy that translate into about 75GW of installed power generation capacity in Arab countries [including those in North Africa] by 2030," notes the report. ■

Dubai plans to produce up to 20 per cent of its energy needs from renewable sources by 2030



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UAE development plans bode well for switchgear sector

FOLLOWING LAST YEAR'S announcement that Dubai would host Expo 2020, the infrastructure market within the UAE was able to leave behind the negative sentiment associated with the global crisis of 2009 and has endeavoured to push forward with an optimistic, but realistic agenda, says Powertech Switchgear general manager Eapen Joseph.

Industry watchers have been predicting a bullish approach to the market over the next decade, and the UAE government has initiated an infrastructure growth and development plan that will see an investment of US\$300bn spent on the construction sector by 2030.

With an estimated market size of US\$2bn, the medium- and low-voltage switchgear segment is likely to witness double-digit growth in the UAE market over the next five years.



Powertech Switchgear Industries has supplied low-voltage switchgear and panel boards to a number of projects in markets throughout the Middle East



Powertech Switchgear general manager Eapen Joseph

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Neighbouring GCC countries, such as Qatar and Saudi Arabia, are also expected to launch major infrastructure projects to attract tourism and commerce.

Over the last 25 years, Powertech Switchgear Industries has seen the growth, slump and recovery of the UAE low-voltage switchgear market. In a bid to stay relevant and competitive, Powertech, an authorised channel partner of ABB for low-voltage systems, has invested in its switchgear systems in order to adhere to the standards set by regional energy distribution authorities.

“The low-voltage switchgear segment has seen rapid growth over the last decade”

In 2014, Powertech opened its new state-of-the-art facility, comprised of 46,000 sq ft of warehouse and factory space, with sections dedicated to testing and quality control, giving Powertech the capability of handling large turnkey projects within the region.

"The low-voltage switchgear segment has seen rapid growth over the last decade," says Powertech Switchgear general manager Eapen Joseph. "While the market was bearish for a period during the global financial crisis, it has gained buoyancy in recent years and will continue to grow.

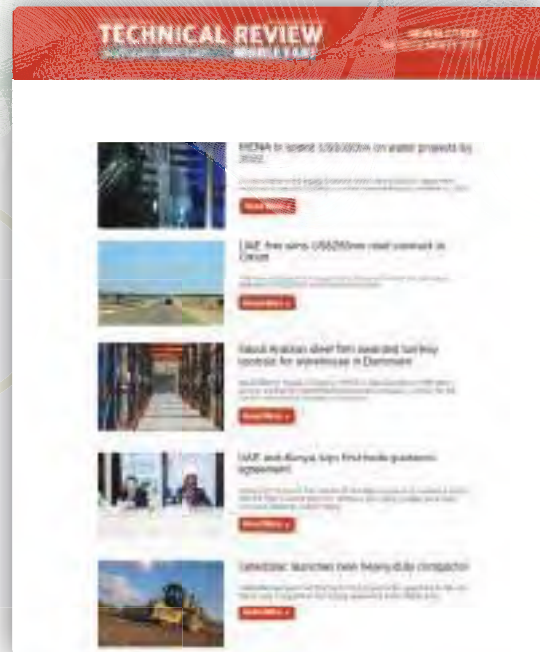
"There is a change in customer focus as they place a greater emphasis on cost efficiency, while demands on quality standards have only continued to grow."

Joseph remarked that Powertech's goal for the next decade would be to channel growth regionally through investment in technology and capacities. While the UAE encourages planned infrastructure and construction projects, the switchgear segment will inevitably gain traction as construction activity begins. ■

TECHNICAL REVIEW

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Companies in the Fujairah Free Zone will easily be able to export products to different countries

Setting up business in Fujairah free zone

The Fujairah Free Zone offers companies easy access to Gulf ports, the Red Sea, Iran, India and Pakistan on weekly feeder vessels making it an ideal place to set up a new business.

ACCORDING TO FUJAIRAH Free Zone Authority, new businesses can have two types of branches in the free zone, a branch of UAE residing company or of a foreign company residing outside the UAE. The documents needed for opening a branch in Fujairah Free Zone include: Board Resolution of the Parent Company Memorandum of Articles attested by the UAE Embassy of the parent company, valid operating license of the parent companies, passport copies of all the directors, shareholders, person of authority, with two photographs, commercial licence general trading licence, consultancy/services licence and industrial licence.

Commenting on the advantage of Fujairah Freezone's location at the Big 5 2014 held in November in Dubai, Sharief Habib Al Awadhi, Fujairah Free Zone CEO, said, "Today the best two freezones enjoying a good shipping industry is Dubai and Fujairah. For Fujairah, an advantage is being

able to use Fujairah port. Its more than geographical location, the infrastructure of shipping is important. I think one of our advantages is that we are part of the UAE. The distance between Fujairah and Abu Dhabi is two hours, three hours maximum."

Companies who want to set up a business in the Fujairah Free Zone will benefit from the triple Fujairah free zone advantage. Firstly, this relates to accessibility, which has been key to Fujairah Free Zone's sustained growth, as well as its staff and management connectivity and economy. Secondly, the free zone enables connectivity to the world by air, with Fujairah International Airport close by, by sea through the Port of Fujairah and by road to the Middle East. Thirdly, the free zone ensures low cost tariffs and quick start up time for companies.

Facilities offered at the Fujairah Free Zone include fully furnished trading offices to be leased for import, export and re-export business. ■

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Shining examples of innovation

The resurgence of construction projects in the Middle East has led to the growth of the glass industry, which is breaking new ground with innovation and environmentally-friendly designs.

The shimmer and sheen of the buildings in Dubai cannot escape your attention when you drive through the city. While the cityscape reflects the inherent wealth of the emirate, it also shows another aspect of architecture that has taken precedence of late – the use of glass.

The world's tallest building Burj Khalifa – one of the most impressive structures dotting Dubai's skyline – is a glittering vision as you land in the city. The 800-metre-high building features more than 174,000 sqm of glass made by US-based glass manufacturer Guardian. The company has used SunGuard Solar Silver 20 and Guardian ClimaGuard NLT Low-E to coat the building.

In addition, Guardian has also supplied the SunGuard Neutral 40 for The Address Downtown Burj Dubai. Guardian's SunGuard series are coated glass products that combine solar control and low emissions in a single product. These coatings allow optical clarity, uniformity in appearance and selectivity. Solar coated

Due to harsh sunlight in the Middle East, builders in the region are opting for glass with advanced light reflective qualities and solar control coatings



The Burj Khalifa features Guardian's SunGuard Solar Silver 20 and ClimaGuard NLT Low-E glass

products reflect solar energy and minimise heat gain – a useful feature in the Middle East's weather conditions.

Other projects by Guardian in Dubai include the Al Yusuf Tower, Business Bay Hotel, the Al Jimi Commercial Centre and

the Commercial Bank of Dubai. In Saudi Arabia, the American company has supplied glass for the Dokkae Clock Tower in Mecca and the Al Moussa Tower in Riyadh.

The rising demand for glass has risen along with the growth of construction



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Glassline has provided glass for the Yacht Club at Yas Island in Abu Dhabi

projects in the GCC. Flat glass, in particular, has a range of applications in the Middle East. The US-based Freedonia Group has released a report which stated that the demand for flat glass in MENA will grow at a rate of 8.2 per cent to hit US\$3.2bn by 2018, which is higher than in North America and Europe. Globally, the demand for flat glass is valued to reach US\$102bn by 2018. Flat glass is commonly used in to make windows and facades, windscreens, backlights, sunroofs, solar-energy applications such as photovoltaic and solar thermal panels, and urban and domestic furniture, appliances, mirrors and greenhouses.

The resurgence of pending construction projects is the main reason behind the need for glass. A market intelligence report by *Ispy publishing Industry Survey, Market Intelligence and Forecasts Series*, said that the UAE, in particular, is preparing for a boom in the glass industry as the construction segment grows.

Not only is there a need to cater to large volumes of glass, there is an emergence in varieties as well. Market trends dictate that builders prefer constructing structures with clear, high-reflective glass. Due to harsh sunlight in the Middle East, builders in the region are opting for glass with advanced light reflective qualities and solar control

coatings. Wissam Kazzaz of Guardian, said, "The emphasis now is on R&D – we have a very active research wing where glass is being identified according to weather conditions. The kind of glass that is utilised in European countries cannot be used in the Middle East, as we are dealing with a huge difference in weather conditions and customer preference."

At Big 5 Dubai, there was a considerable show of strength from this sector, and the consensus was the Middle East is a thriving market for most companies. Glassline has a dominant presence in MENA, through projects like the Yacht Club at Yas Island in Abu Dhabi, Lusail Sports Complex in Qatar, Carrefour in Jordan, Kuwait National Library, Tripoli International Airport and the Le Mall in Lebanon. Rabah Khoury, sales manager of Glassline stated how the emergence of a "Westernised" preference for glass has given the company scope to spruce up residential complexes and commercial buildings.

Gulf Glass 2015

The pace of construction in the Middle East has set the tone for Gulf Glass, which will be held on 14-16 September 2015 at the Dubai World Trade Centre. The biennial show which covers the MENA and Maghreb

regions is set to expand the horizons of the glass industry. David Jones, marketing director of Gulf Glass, said, "For next year, we are expanding the floorspace available, and also introducing a conference area dedicated to the glass community."

Acknowledging the increasing consumption of glass and glass products, the event will aim to connect exhibitors and innovators from within and outside the UAE. ■

The Riyadh Tower, Saudi Arabia: The upcoming 338-metre-tall structure has been designed by Japanese architect Nikken Sekkei. Among a host of features, this building has light-reflecting mirrors to deliver light even in the basement and other dark spaces. In addition, there is also a sunlight scooper to introduce natural sunlight and PV panels that reduce energy consumption and enhance solar shading.

The National Theatre of Bahrain: It won the USITT 2015 Architectural Awards, occupies 12,000 sqm in Manama and costs US\$50mn. The entire structure is more "horizontal than vertical", with a shimmering glass and aluminium facade, reflecting the "Persian archipelago", according to the architects.

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Algeria and Morocco are among the countries in the region that have been taking steps to encourage foreign investment in their mining sectors (Photo: Volvo Trucks)

MENA mining sector hopes rest on new legislation

The emergence of a profitable mining industry is beginning to be realised in many parts of the MENA region; further legislative changes will, however, need to be pushed through if the sector is to emerge from the shadow of the region's oil and gas industry, writes Nnamdi Anyadike.

THE MINING SECTOR in the Middle East and North Africa (MENA) region has long been in the shadow of the more high profile oil and gas sector, but recently it has begun to develop its mineral resources, raising the profile of its mining sector. In doing so, it is attracting a wave of interest from companies located in Gulf Cooperation Council (GCC) countries, as well as from Brazil, Russia, India and China – the so-called BRIC countries.

GCC firms see North Africa as the gateway to the rich markets of the European Union (EU) and have been rushing to invest in the region's mining ventures. A recent study by the Dubai Chamber of Commerce and Industry (DCCI) says that over the past decade, GCC firms have provided at least US\$30bn of funding to the Maghreb countries.

The BRIC countries, meanwhile, are also excited about the mineral opportunities offered in MENA. Their demand for primary commodities has increased dramatically over the last decade to fuel their unprecedented economic growth. According to the African Development Bank (AfDB), the four BRICs are today among the top 10 consumers of oil and phosphate in the world and are major consumers of iron. This is a pattern that is likely to be accentuated with their continued economic growth. India and Brazil will remain major consumers of North Africa's phosphates fertilizer, which is in tight supply on the international markets. India already imports 90 per cent of its requirements and its fertilizer plants operate at just 65 per cent capacity.

Egypt, whose 48mn tons of tantalite is the fourth largest supply in the world, is looking to increase foreign investment in the sector. It recently introduced a new mining law aimed at consolidating the country's various mining regulations overseen by the Egyptian Mineral Resources Authority (EMRA).

Meanwhile, Algeria's national assembly and its upper house this year approved the text of the new mining bill, which is seen as crucial to helping stimulate new exploration and production in the sector. Similarly, Afghanistan is also in the process of introducing new mining laws. New regulations have been prepared in Morocco and the Sultan of Oman amended his 2003 Royal Decree on mining in April 2014. But it is far from clear whether the various mining legislations that have either been enacted, or are in the pipeline, will be sufficient to sustain the flood of investment that is beginning to take place in MENA's mining sector.

Whereas Algeria, Morocco and Turkey have recently introduced or are introducing moves to encourage foreign investment, Oman's regulatory measure is, for example, being seen by potential investors as

a retrograde step. Among other things, the measure restricts foreign investment. Egypt's new mining regulation, which restricts the ability of third parties to challenge contractual agreements between the government and private-sector investors, has similarly come under fire from investors. Arabian-Nubian Shield focused mineral exploration, development and mining company Centamin, which has a 50 per cent stake in the Al Sukari gold mine, is taking advice on the new law. The mine is estimated to have produced 320,000oz of gold in 2013, worth some US\$224mn.

Meanwhile, Saudi Arabia is being held up as an example of how best to encourage investment in MENA's nascent mining sector. Some US\$11.9bn has been earmarked by the Saudi Arabian government for mining and mineral development through to 2020, according to law firm Mayer Brown. And the Saudi Arabia Mining Company (Ma'aden) has proposed a US\$6bn phosphates mining city in the north of the Kingdom. Under the Saudi Mining Investment Code it is possible for non-Saudi individuals and companies to apply for mining licences, provided that the licensee is domiciled in Saudi Arabia. Even here, however, there have been glitches. Australian-based Alara Resources Limited has been frustrated this year in its attempt to increase its 50 per cent stake in the Kingdom's Khnaiguiyah zinc-copper project to 60 per cent, despite the signing of a heads of agreement with its Saudi partner United Arabian Mining Company (Manajem).

Elsewhere, Algeria is reviving its mining sector and is looking to encourage investment away from hydrocarbons. The country is rich in iron ore, phosphate, limestone, clay and gypsum. Production from Algeria's mines and quarries has, however, fallen in recent years. Earlier this year, new legislation aimed at increasing mineral production was introduced. But some critics say that the legislation gives the government too great a lead role in the sector, which could discourage private investment.

The law increases the responsibilities of the Office National de la Recherche Géologique et Minière (Office of Geological and Mining Research). A new government entity, the Agence du Service Géologique de l'Algérie (Geological Survey Agency of Algeria), was also created from the former Agence Nationale du Patrimoine Minier (National Mining Agency). It is responsible for managing geological and mining infrastructure. Another organisation, the Agence Nationale des Activités Minières (National Agency for Mining Activities), previously known as the National Agency of Geology and Mining Control (Agence Nationale

de Géologie et du Contrôle Minier), is tasked with managing mining assets and overseeing the sector's activities. Both agencies are actively involved in developing Algeria's mining policy.

In Morocco, moves were made earlier this year to overhaul the Règlement Minier (mining regulations) that had been in place since April 1951. The new regulations include provisions to extend the mining code to a greater number of mineral substances; abolishing concessions and introducing a new mining authorisation; and altering the conditions for granting exploration permits and the renewal period from three years instead of four years. Foreign investors will also attain new tax advantages.

Jordan's natural resources include phosphates, potash, shale oil and uranium. The Kingdom considers all minerals existing within its borders as property of the state. The primary legislation related to mining is the 1968 Organisation of Natural Resources Affairs Law, which was updated in 1985. There are currently no moves to further update or replace this law.

Turkey, meanwhile, holds an estimated 2.5 per cent of the world's industrial mineral resources and produces some 50 different metals and minerals. New mining laws were enacted in 2005 and 2010. The 2010 amendment was said to tighten up the regulation of exploration activities by requiring investors to demonstrate their ability to make financial investments. The country's government claims the changes have resulted in an increase in mining and mineral exploration activity in the country through the creation of more attractive prospects for foreign investors. There is a particular emphasis on copper, gold, nickel and zinc.

With so much going for it, the future for mining in the Middle East and North Africa region is looking bright. Mining law firm DLA Piper says that much of the land in the Middle East has yet to be explored using modern techniques and equipment, while moves currently being taken by GCC countries toward developing a unified regulatory system in mining will only be the first steps towards the formation of a world-class mining industry.

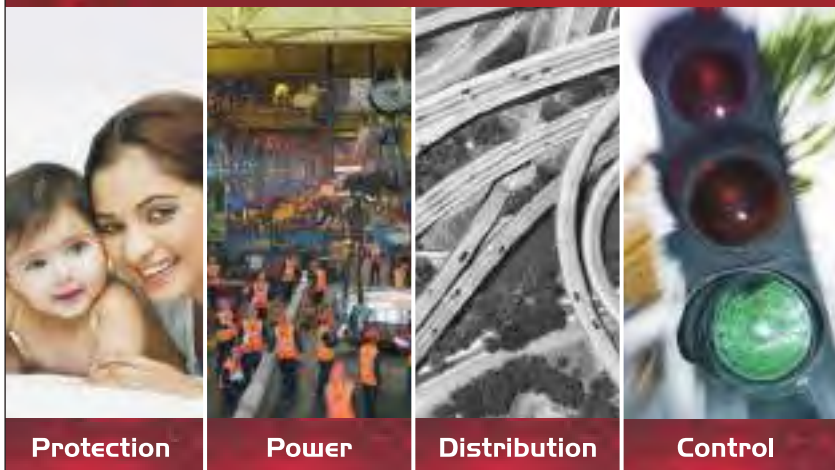
In Africa, more than 30 per cent of the world's global mineral reserves are found, yet less than five per cent of the total global mineral exploration and extraction budget is invested in the continent. Support is being offered by institutions, including the World Bank and the International Finance Corporation, to develop transparent and investor-focused mining laws.

The result of the efforts of these multilateral agencies is that today many African countries have mining concessions and specific import duty exemptions in place to encourage foreign investment in infrastructure building and mining exploitation.

Hanging like a cloud over this optimism, however, is the issue of regional security. Libya, for example, has substantial mineral resources in the Wadi ash-Shatti valley, bordering the Illizi Basin in Algeria. These include several known high-grade belts suggesting deposits of gold, iron ore and base metals, as well as mineral base commodities.

The tragedy is that in the absence of a unified government, the disarming of the various rebel groups in the country and the creation of a climate where the rule of law is respected, those resources are likely to remain undeveloped. ■

Four Pillars of Electricity Management



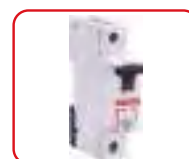
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A thriving trade environment and consistent demand for stone products has made the Middle East an attractive market for local and international companies.

The Middle East's stone market is currently booming due to the thriving construction sector, with approximately 60,000 construction projects throughout the MENA region worth around US\$3 trillion, making it the world's most active construction market.

GCC states saw US\$64.5bn worth of building projects awarded in 2013, according to the organisers of the recently-held Saudi Stone-Tech exhibition. The global market in stone was estimated to be worth US\$24bn with the GCC market alone estimated to be worth US\$4.87bn in 2012.

Around 1.265bn sqm of natural stone was used for construction in the Middle East that year. With US\$2.87 trillion of projects currently in the planning or construction phase, the region is expected to offer unlimited business opportunities, with the countries throughout the Gulf representing the most active markets.

China was the biggest exporter of stones to the GCC with 860,000 tonnes, followed by Italy with around 470,000 tonnes in 2013.

According to dmg events, organiser of Middle East Stone, which will take place in Dubai in May 2015, the market for the finished stone products has followed the general

trends in construction and continues to move eastward with Dubai being the Middle East hub for the import and re-export of stone, marble and ceramic products. The UAE, in 2012, had imported 72,000 tonnes of finished stone products.

With 28 different types of marble used, Abu Dhabi's Sheikh Zayed Grand Mosque was ranked second in the world's top 25 tourism attractions in June this year.

With the current level of construction projects underway in the GCC, the demand for stone, marble and ceramics is estimated to increase over the coming years.

Saudi Arabia, the region's largest construction market, is also the biggest market for marbles and stones, with a 51 per cent share. It imports 99 per cent of its marble and stone requirements, ranking it among the top 20 importers in the world.

Due to its large area and population, the Kingdom has a substantial number of large ongoing and planned projects, all which require natural stone supply, pushing import figures ever higher. However, current available stone supplies are unlikely to match the demand, leading Saudi Arabia to search for the right natural stone importers to answer its market needs.



Around 1.265bn sqm of natural stone was used for construction in the Middle East in 2012

Another big market is Qatar, with mega projects coming up like Qatar National Museum, slated to open in 2016. Airport City and Valley City are also awaiting completion in the country. The UAE will also see mega constructions like Mohammed Bin Rashid (MBR) City and Nebras Aviation City, among others coming up in the next decade.

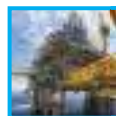
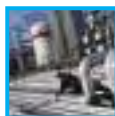
"The region is currently experiencing an unequalled building boom all of which can be classified as luxury projects. Owing to the sweltering-hot climate in the GCC, building without these materials (i.e. marble, stone and ceramic) would be unthinkable," dmg events noted. ■



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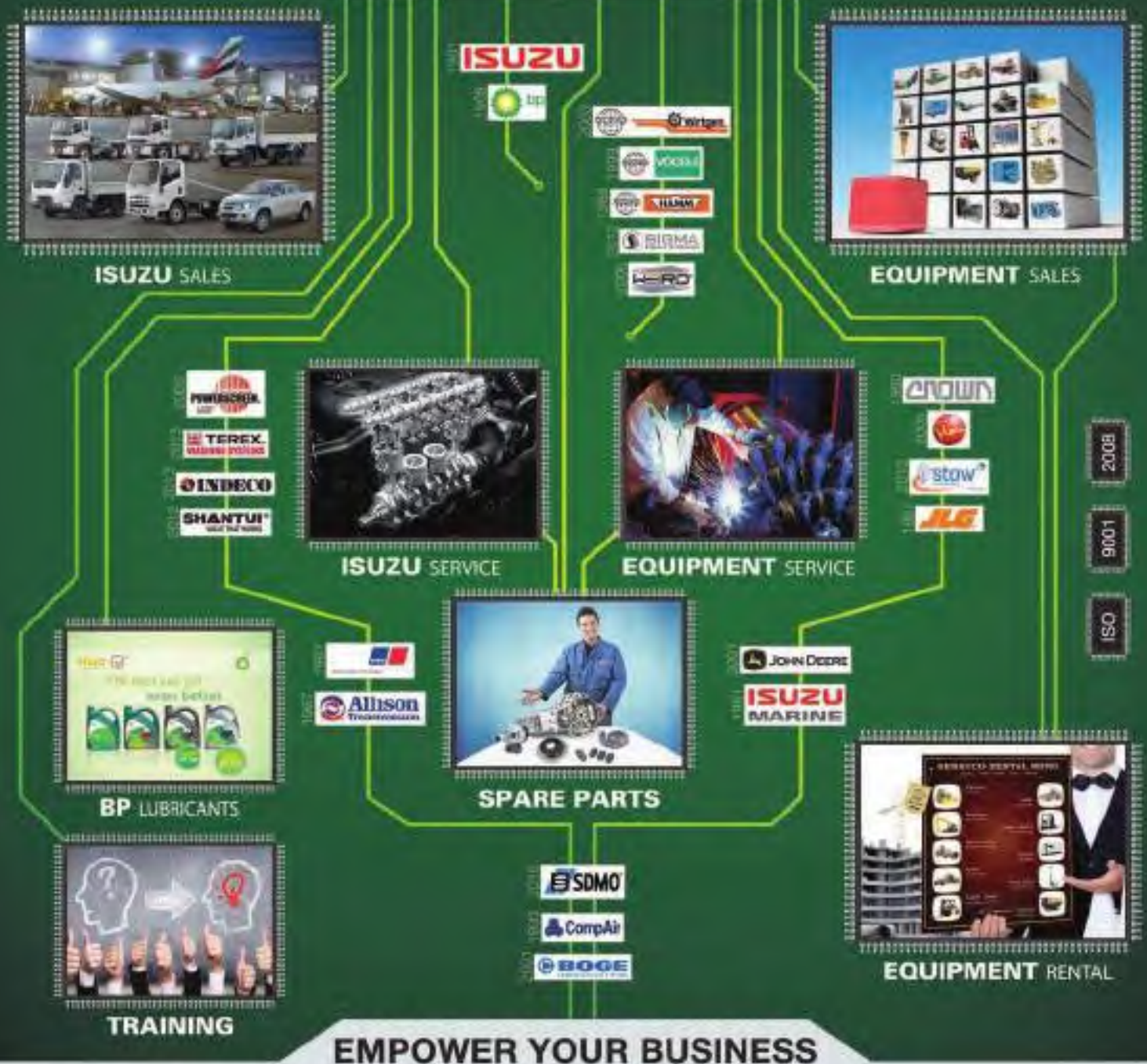


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The liquid separator lies on two fixed and temporary supports while the Nicolas MHD's axle lines provides a stable base

Trucking companies expand product range

Truck manufacturers have launched new vehicles to increase their presence in the Middle East and other global markets.

Ford Trucks announced the launch of the 1843 T tractor head, the 3535 D 6x4 tipper, and the 4135 M mixer at The Big 5 2014

Ford Trucks

Ford Trucks announced the launch of the 1843 T tractor head, the 3535 D 6x4 tipper, and the 4135 M mixer at The Big 5 2014 in Dubai in November.

The company showcased its range of heavy and medium trucks at PMV Live 2014, which was held in conjunction with The Big 5.

“Particularly with the award of Expo 2020 in the UAE, [we expect] there’s going to be massive investment in infrastructure, commercial and industrial usage. We feel this is absolutely the perfect time to enter into the heavy and medium truck business,” said Martin Penny, general manager Ford and Lincoln Sales at Al Tayer Motors.

Volvo Trucks

Volvo Trucks plans to increase its presence in the Middle East region through exports from its Jeddah manufacturing plant. The latest launch of the Volvo FH16 Euro 6 is

expected to be in full swing once emission specification requirements are met across the Middle East. The truck features a 16 litre engine, capable of producing up to 750 hp, but also unique features such as the I-Shift 12-speed gearbox, Volvo’s VEB+ engine brake and an automatic lane safety system, in line with Volvo’s main principles of quality, safety and protecting the environment, which the company said would be expected to make a lasting impact on the region’s growing logistics sector.

Al Suwaidi

Specialists in heavy lift and transportation solutions, Al Suwaidi (SET) manufactures equipment from generators, welding machines and earth moving equipment of all sizes to mobile cranes ranging from 25 to 400 tonnes. The Heavy Automobile section of the Equipment Rental Division provides tractor units, trailers and buses, including more than 200 buses rented internally to

The latest launch of the Volvo FH16 Euro 6, will be in full swing once emission specification requirements are met across the Middle East

the group construction arm, Al-Suwaidi Industrial Services. Finally, from its Heavy Lift and Transportation Division, the company hires out a fleet of crawler cranes from 100 to 600 tonnes in capacity and related heavy lift services.

Renault Trucks

The new C and K ranges from the company set new standards in terms of robustness and productivity, and with the ability to accept different body types, each model can easily be modified to a wide range of applications and customer demands found within the distribution and construction segments. The C range will enter the market with two options of cabin width, 2.3 and 2.5 metres, both of which are designed for specific jobs. The 2.3 metres is built for distribution and deliveries while the 2.5 metres cab is for long haul, light construction and heavy distribution.

Man Truck & Bus

MAN Truck & Bus showcased a range of trucks and services at PMV Live, including its most robust vehicle, the TGS 41480 8x8 truck that was specially designed for usage in rough off-road conditions such as the desert. Additional trucks on display included the TGS 40.360 8x4 Chassis mounted with a 10 cbm concrete mixer. The combination of numerous special features makes the MAN TGS WW 41.480 8x8 truck a particularly reliable and cost-effective working vehicle. Single off-road tyres and a desert cooler radiator support drivers faced by heavy-duty transport. ■

The Euro 6 engines are fuel-efficient and deliver uncompromised performance



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Designed for construction site deployment, the MAN TGX D38 features high engine power and can drive heavy loads at high average speeds for heavy-duty traction (Photo: MAN Truck & Bus AG)

MAN on the road to success

Fresh from signing a deal with the Ministry of Transport in Bahrain to deliver 127 buses, MAN Truck & Bus is continuing to expand its presence throughout the Middle East.

SPEAKING TO *TECHNICAL Review* during the recent Big 5 exhibition in Dubai, Markus Geyer, head of sales region Middle East & Africa and senior vice-president for MAN Truck & Bus AG, says that along with the dominant Saudi Arabian and UAE markets, the company's recent entry into Yemen marked a shift in emphasis for the firm. Despite recent setbacks for the company in Syria and Iraq, as well as the knock-on effect expected from the recent falling oil price, Geyer says the company is retaining the optimism that assisted its rise to market-leading status in the region's truck and bus sector.

"Within the construction field we are a market leader, and if you look at our products you can see why," states Geyer.

"Our approach is that we are not just looking to sell our products, but to support our customers and their operations by reducing downtime and total cost of ownership," he adds.

Geyer says that regionally the company has seen a growth trend over the past few

years, which he expects to continue, despite difficulties in the destabilised markets of Iraq and Syria.

"The oil price has dropped, but we still expect sound growth for the next few years and a potential market increase of perhaps five to six per cent," Geyer remarks. "I'm still optimistic, because a lot of the projects in the region are long term. Of course, if the oil price remains where it is now or drops further, than I think within two to three years we will see a revision of budgets and projects might be delayed or cancelled; but there is a huge young population in many of these countries – especially in Saudi Arabia – and there are a lot of infrastructure projects that need to be undertaken such as schools, roads, houses and railways."

While not directly involved in Saudi Arabia's ongoing railway projects, the company has been able to play a supporting role by supplying trucks to construction companies like Saudi Binladin Group, which have been involved in the ambitious infrastructure venture.

"Construction projects taking place in Saudi Arabia mainly consist of road building, railway construction and a lot of housing projects," says Geyer. "On top of that, you have border reinforcements, while other countries in the region are increasing their transportation construction capacity, which our customers are involved in and this is where we are providing trucks."

Geyer says depleted market projections in Syria and Iraq has harmed the company's projections for the region, with Iraq in particular leading to large falls in business.

"During our best times in Iraq we sold 2,000 trucks a year," he reveals. "Of course there was a lot of trouble and the wars have obviously not helped, while the currency situation has acted to further reduce our sales in the country."

Big in Bahrain

More recent developments in Iraq took the company by surprise, Geyer notes, with the deteriorating situation reducing demand for the company's trucks and buses from

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Total mobility, speed, accuracy and reliability... No wonder Dad's really enthusiastic!





MAN Trucks will produce 88 Midi buses and 39 city buses with MAN Lion's City design as part of its recently-signed order with the Ministry of Transport in Bahrain (Photo: MAN Truck & Bus AG)

around 1,000 units per year to 100 units per year. The decline in Iraqi sales has, however, been balanced by sales in Bahrain where Geyer says the company is performing "very well".

"Bahrain is a very positive example of market development – especially in the performance development of MAN," he notes. "It's a small market, but it produces very significant numbers for its size and we have an excellent service on the ground there. We also recently won a tender from the Ministry of Transport to deliver 127 buses, so it's quite fascinating to see what's going on in Bahrain."

Working with its distributor AMA Motors, the deal will see the manufacturer provide training facilities, parts operation and maintenance for operating the fleet of buses as part of a government project to develop its public transport network within the Kingdom from 2015.

The buses will be used for city transportation and for airport transfers, with the production of 88 Midi buses and 39 city buses with MAN Lion's City design already underway.

MAN area bus sales manager Middle East Pedro Teixeira says, "The MAN Lion's City buses, which will be utilised in Bahrain, will use lightweight materials and innovative body construction to ensure high standards in quality.

"Functionality, ergonomics, large interior space, simple maintenance and high-safety standards are the key features of the buses, which we expect to have a lifetime of more than 25 years due to the quality of the materials used."

Geyer says the company is well represented in almost all of the markets it

is currently working in throughout the Middle East.

"The exception is perhaps Yemen, where we have recently appointed a new partner," Geyer notes. "While that market does not command as many natural resources as other parts of the region, it does have a population of 20mn, so we think we should be represented there for cross-boarder business and for service and maintenance," says Geyer. "One strategy in Yemen will be to start with the used vehicle business, where trucks are not so expensive to operate."

Supporting driver safety

MAN Truck & Bus has also vowed to play a role in improving driver safety throughout the region and recently joined an initiative established by Dubai's Road Transport Authority (RTA) named Road Safety UAE.

"We believe safety is a big issue and an issue in which we can have a great impact by addressing it," says Geyer.

"We consider safety not just a matter related to each truck, on which we have driver assistant systems, but we think of it as an overall approach.

"This means the maintenance of the trucks is a priority, starting with the tires which burst relatively regularly in this region, as well as brakes and other components, which impact the safety of the truck and also the driver."

With drivers often working long hours, designing a vehicle that is easy to handle and a cab that provides a comfortable environment are high priorities. The company also utilises what Geyer terms "an integral approach" towards driver education via the concept of 'train the

trainer'. In the UAE, the company has a driving trainer who holds major driving certifications from across Europe and travels to other parts of the Middle East in order to coach trainers.

"Driver safety is often difficult for us to measure because we do not have that many statistics, but what we have definitely seen is a huge reduction in fuel consumption, which is an indication of much more appropriate use of the vehicles," Geyer explains. "This will certainly have an impact on safety because of reduced wear and tear, as well as acting to demonstrate that drivers are driving with more anticipation in difficult situations."

In Europe, the company works with other truck and bus manufacturers in order to play a role in standardising safety legislation, but in the Middle East this type of cooperation is rare within the industry.

"We have not seen any initiatives like this in this region for some time, but the RTA's road safety initiative is open to everybody and I believe we were the first truck manufacturer to be involved in the project," says Geyer. "It's not about creating legislation, but it is about influencing policy and playing a role in safety campaigns run by the RTA, and while we have not yet cooperated with competitors on safety issues in this region so far, we do see lots of opportunities in the future to do so."

With MAN's dealings in the region continuing to develop at a sound pace, the focus will now shift towards developing new markets and enhancing driver safety – both of which will continue to see MAN head down the road to further success throughout the region. ■

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More than 75,000 people were estimated to have attended The Big 5 2015 at Dubai World Trade Centre

Business blossoms at The Big 5

More than 2,700 exhibitors from 60 countries were in attendance at the 2014 edition of The Big 5 in Dubai, as the show sold out of exhibitor space for the first time in five years.

OPTIMISM WITHIN THE GCC's construction sector was evident for all to see at Dubai World Trade Centre (DWTC) during the four days of The Big 5 in November 2014. A host of construction companies, 60 per cent of which were based outside of the GCC region, were in attendance as they attempted to increase their business dealings in the region's construction markets. Key issues up for debate at the event included sustainability, education and building regulations – all of which were discussed in detail at the show's supporting conferences.

The Big 5, whose brand has grown to incorporate events in India, Egypt, Saudi Arabia and Indonesia, sold all of its exhibitor space for the first time in five years following the 2009 expansion of DWTC with the addition of the Sheikh Saeed Halls, as the show attracted an estimated 75,000 visitors between 17-20 November.

Among the 2,700 exhibitors from 60 countries in attendance at the event was MAN Truck & Bus, whose outside stand featured a selection of models from the company's range of trucks for the construction industry.

Markus Geyer, head of sales in the Middle East & Africa and senior vice-president, told *Technical Review*, "The Big 5 for us is almost a standing institution now and we're here for the fourth time. Initially we were not convinced when we joined this fair for the first time four years ago, but for brand reputation it makes sense to be here as we get some

very interesting contacts at this fair and this year we've been negotiating contracts with potential customers."

Downstream steel product supplier Conares, which currently supplies about 350,000 metric tons of rebar – approximately 10 per cent of the total domestic requirement in the UAE – was also at the event, showcasing its range of rebar products and galvanised pipes in a revitalised marketplace.

Bharat Bhatia, CEO of Conares, remarked, "The construction and building sector in Dubai in 2014 could be described as relaxed for most of the year, with a change in mood in the second half of the year. The change was mainly brought about by fund infusions in the market, which occurred in the second half of the year. The mood change was also punctuated by Dubai winning its bid to host Expo 2020 in the last quarter of 2013."

Exhibiting on a large stand in Zabeel Hall and showcasing its aluminium solutions for windows, doors, curtain walling, sliding systems, sun screening and conservatories was Reynaers Middle East, whose managing director Ali Khalaf said, "The Big 5 for us is one of the most important shows. We have been in the Middle East for about 10 years and we decided a few years back that we would go to all fairs, but on a smaller scale. This year, however, we decided to concentrate on The Big 5 – especially following the Expo 2020 announcement – and that's why we decided to return with a stand this year that is almost

three or four times the size of our stand last year.” The company recently opened an office branch in Dubai focused on markets throughout the UAE, Jordan and Oman.

Focus on sustainability

Sustainability within the region’s construction sector, a growing feature of The Big 5 exhibition and conference in recent years, was again covered extensively during the four days of the 2014 edition of the show. Among the topics discussed were refurbishment and retrofitting, sustainability targets and energy efficient cooling, as well as legislation.

“We’re seeing a lot of interest in the conference, highlighting the importance the construction industry places on sustainability now,” said Andy White, group event director of The Big 5. “With the packed line-up of presentations and speakers at this year’s event, we are setting the sustainability agenda for the Middle East and North Africa.”

Education in sustainability formed a key part of this year’s event, with a host construction professional on hand to share their thoughts and experiences of sustainability within the industry, including keynote speaker of the Sustainable Design and Construction Conference, HE Hussain Nasser Lootah, director general of Dubai Municipality.

Lootah discussed the recently launched emirate-wide smart checking system, which will see ‘green concrete’ utilised during the construction of new projects throughout Dubai, as well as revealing details of the AED20bn (US\$5.4mn) Desert Rose housing development, which is being constructed in the emirate using sustainable principles.

“It’s about a lot more than just buildings,” Lootah remarked. “There are a lot more projects going on in order to fulfil the needs of the growing city. We already have the best standard of construction and materials in the region. Our Green Building Regulations Guide has 79 chapters, and we are working through these chapters to implement all of the directives,” he added.

Sharjah environmental and waste management company Bee’ah was at the event demonstrating its eco-products and recycled construction materials including Rubber Mulch, its alternative to traditional wood mulch and ground covering materials, which is manufactured 99 per cent from recycled tires.

Bee’ah group CEO Khaled Al Huraimel said, “The Big 5 is one of the key events in Bee’ah’s calendar, providing a unique opportunity to advance our efforts to transform Sharjah into one of the top environmentally-responsible cities in the world, while offering a specialised platform to showcase Bee’ah’s latest technology and innovative products to a wide and influential audience.

“Taking part in The Big 5 enhances Bee’ah’s position as a leader in waste management, especially in the field of large-scale projects that realise the 100 per cent landfill diversion target and launching innovative initiatives in recycling.”



The event brought together a host of different sectors from within the construction industry

Innovation insight

A live theatre platform in the main concourse of DWTC, provided visitors with live demonstrations of more than 30 innovative products.

The 2014 show also saw the launch of the Innovation Trail feature, which led visitors on a journey through the show with stops at pre-selected stands featuring innovative products.

“This is our first time at The Big 5 as we are strongly entering the Middle East market having worked on projects in the region before,” said Amira Testouri, business development manager for Atelier Sedap, one of 39 companies on the newly-introduced trail. The company presented its Mini Blade 35, designed for use by architects and interior designers for a ready-made plaster profile for recessing linear LED lighting.

Meanwhile, a special conference entitled ‘How to Trade in the UAE’ took place on the first day of the event, which saw Adil Al Zarooni, senior vice president of sales at Jebel Ali Free Zone and Economic Zone (JAFZA), discussing free zones, unrestricted labour import and capital export.

The growth of The Big 5 in recent years has aided the region’s construction industry, providing a platform for businesses throughout the GCC and beyond with a central hub in which to meet existing clients and procure new business, while at the same time offering an education programme that has encouraged debate and knowledge sharing throughout the construction sector. The show will return next year, again highlighting a raft of trading and educational opportunities throughout the GCC’s construction arena, on 23-26 November 2015 at DWTC. ■



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Welsh companies look to build on business opportunities throughout the Middle East

THE UAE IS Wales' third largest export market with more than approximately US\$14bn in products and services exported over the last decade, according to the Welsh Government, which opened a Dubai office in March 2004.

Consisting of nine exhibiting companies and a further eight businesses, the Welsh Trade Delegation was present at The Big 5

2014 in order to take full advantage of the business opportunities in the region's construction and infrastructure sectors.

Welsh Government regional manager for the Middle East and North Africa, Lee Jennings, said, "If companies want to get into this market, if they want to test the market and if they want to see who their competition is, then they need to come to The Big 5."

Ford Trucks in UAE launch

FORD TRUCKS HAS made its debut in the UAE market after its range of heavy and medium trucks were launched at PMV Live.

Officially launched by Al Tayer Motors, the UAE automobile dealership announced the opening of an official Ford Trucks showroom on Al Ittihad Road and that the range would be sold through Premier Motors' showroom in Mussafah, Abu Dhabi.

Martin Penny, general manager – Ford and Lincoln Sales at Al Tayer Motors, said, "Particularly with the award of Expo 2020 in the UAE, [we expect] there is going to be massive investment in infrastructure, commercial and industrial usage.

"We feel this is absolutely the perfect time to enter into the heavy and medium truck business," he added.



(From left to right) Martin Penny, general manager Ford and Lincoln Sales, Al Tayer Motors; Cenk Cimen, KOC Holding Automotive Group president; Haydar Yenigün, general manager Ford Otosan and Conrad Williams, brand manager Ford Sales, Al Tayer Motors

According to Penny, customers will also benefit from an after-sales facility, based in Dubai Investment Park, and that Al Tayer has secured land in Jebel Ali with the intention to open a '4S facility', covering sales, services, spares and second-hand vehicles. Ford Trucks is a registered trademark by Ford Otosan for heavy commercial vehicles and, as such, Al Tayer Motors will receive the vehicles from Ford Otosan's base in Turkey.

Speaking at the launch, Ford Otosan general manager Haydar Yenigün stated, "We are pleased to partner with Al Tayer Motors for the introduction of Ford Trucks in the UAE, which is one of the most rapidly developing countries in the Middle East.

"We developed our vehicle range for the GCC region based on the feedback from local customers in the Gulf countries and road tests spanning more than two years and covering over 300,000km.

"Al Tayer has taken a conservative view when business planning and we'll try to smash that target to bits," he remarked.



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The robotic arm of the future

THE CONSTRUCTION BOOM in the Gulf has propelled the growth of several industries such as robotics. The use of robots for functions such as cutting, welding, stone engraving, wood and foam engraving and automation solutions has provided the scope for Digi Robotics to show its prowess.

The Dubai-based digital and 3D industrial solutions provider showcased its range of products at The Big 5 2014. The company is the official business partner for German robotics company Kuka in the MENA region. According to Gautam Ahuja, business development manager of Digi Robotics, the robots are procured from Germany and tailor-made to suit the preferences of the Middle East market. "The bulk of operations such as programming and installation is done in the Middle East. The idea is to showcase



Digi Robotics' stand at The Big 5 2014

how these machines work to potential customers and that's why we showcased robots in motion at the show," Ahuja said. In addition to Kuka, Digi Robotics also liaises with ABB, Fanuc and CNC Properties. Some of the major applications include engraving materials like wood, stone, marble, metal, foam and plastic in 3D and 4D; cutting metal with fibre laser high speed, plasma and argon

welding technology, painting various surfaces and cutting marble, metal and glass; moving and assembling products in an industrial assembly line; and educating students and research groups.

Ahuja added that Digi Robotics was aiming to instil a sense of reliance on machines to execute these tasks and achieve maximum efficiency. The company has already installed two robots in Dubai and has plans to supply 13 robots to another Dubai-based firm.

"The UAE is a huge market for us," he remarked. "We have several prospective clients in the region – Saudi Arabia, Qatar and Kuwait are other potential markets in the GCC that we would like to explore.

"We are really happy that the government of the UAE has given us the opportunity to showcase and leverage our skills within the market."

French companies set foundations for growth in the Gulf's construction sector

FORTY COMPANIES EXHIBITED under the French pavilions at The Big 5 2014 and its partner show Middle East Concrete in a bid to strengthen their presence in the Gulf's construction sector.

The region is of significant value to French building and construction companies, particularly in light of the upcoming World Expo 2020 in Dubai and the 2022 FIFA World Cup in Qatar, according to the French trade commission UBIFrance.

The organisers of the French pavilions estimated that investment in new construction in Saudi Arabia stood at US\$162bn, while in the UAE annual growth in the construction sector has been running at 20 per cent.

One company exhibiting on the French pavilion was Atlantic, the multi-energy solution provider, which presented its range of renewable energy water heaters at The Big 5, as well as its ONDEO range of small capacity compact square heaters.

Serge Raveyre, Groupe Atlantic sales manager for the Middle East and French overseas, explained that the company intended to tap into the growing trend for utilising renewable energy in the region.

"It's a developing business. Saudi Arabia, for example, is a growing market where every year we experience double-digit growth," Raveyre said. "There are few markets like that, especially in Europe, and that's why we invest in this part of the



A host of French companies were in attendance at The Big 5 2014 looking to make the most of opportunities throughout the Gulf's construction market

world, because it is a booming market."

Delta Plus sales representative Yassin Afroukh, meanwhile, said that the French firm was targeting the Middle East due to the European market being saturated.

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Briefly

Allegion celebrates one year as stand-alone security provider

SECURITY SOLUTION PROVIDER

Allegion has been celebrating one year since becoming an independent company following its spinoff from Ingersoll Rand in December 2013.

Exhibiting at The Big 5, the US\$2bn company showcased its portfolio of security solutions, including its recently-launched new Briton Specification Series.

Phil Street, Allegion commercial director for the UK and MEA, said, "In this market we've had a very strong portfolio in ANSI (American National Standards Institute) codes. As for our Briton brand, we've long had a strong portfolio here, but it hasn't been a portfolio that you could specify. "We've added to the range now so [that customers] can create a complete specification around the Briton portfolio."

Allegion's business in the Middle East is operated from its headquarters in Dubai's Business Bay, which provides sales, marketing and customer services.

"The Middle East and the Gulf is a good growth market for us," Street commented. "It's also attractive because the type of projects being built are quite technically oriented and that suits us."

"The more challenging some of the buildings are, the better it is, because we're able to provide those types of solutions," he explained.

Allegion was also showcasing its new Engage technology at the exhibition. Launched in the Middle East in November, it is a wireless-based access control device that bolts directly onto the original product.

"Where we've got a large installed base of these products, it enables us to go back to the customers and give them an upgrade path for access control," noted Street. "Rather than using keys, they can now use cards or or mobile phones to activate a lock."

Within the Gulf, Allegion's main focus for business is on the healthcare, education and transportation sectors; one example being that it provided security products for the new Hamad International Airport in Doha, Qatar.

With more than 8,000 employees worldwide and products on sale in 120 countries, Allegion consists of more than 25 global brands, including CISA, Interflex and Schlage.

GAIA Awards celebrate best practices in sustainable design

THE SEVENTH EDITION of the GAIA Awards was conducted during the second day of The Big 5 2014 with the awards recognising the efforts of various companies leading the way in developing sustainable solutions.

More than 200 entries for the various categories were registered, of which 57 companies were shortlisted. Thirty finalists were chosen after being judged on three main criteria - people, planet and profit. The finalists' products were chosen on the basis of how they would impact people, improve the environment and increase profits.

The winners ranged from a variety of sectors such as water technology, bathrooms and kitchens, glass and glazing, HVAC and concrete.

GAIA 2014 WINNERS

Bathrooms and Kitchens: Insinkerator Middle East (Emerson FZE)

Building Systems: Ambidex Projects

Concrete and Related Products: MMFX Steel DMCC

Flooring: Interface

Glass and Glazing: Synergy United Co

HVAC: Intercool Central Air Conditioning

Metal, Steel and Aluminium: Gulf Extrusions Co.LLC

PMV and Related Products: Mahy Khoory & Co.LLC

Special Construction: Xtraice

Thermal & Moisture Protection, Insulation and

Sealants: Japeva Engineering Private Limited

Water Technology: Alca Plast SRO

Wood, Plastic and Composite: Trex Company Inc.

Kuwait's Synergy United Co was given special recognition for its ciralight suntracker. The



Synergy United's Ciralight Suntracker was awarded special recognition at the 2014 Gaia Awards

company, known for IT consultancy, engineering and health services, has a Green Tech Division that focuses on providing green sustainable solutions to customers. Its primary focus is in daylighting and water usage reduction, deploying proven technologies that are suited to the MENA climate and environmental needs. The ciralight suntracker was one such product, which was chosen as a path-breaking innovation and was noted for its carbon-reduction properties.

The awards were held as part of the Sustainable Design and Construction Conference, attended primarily by industry leaders and companies leading the way with best sustainable practices. The awards panel for 2014 comprised Mario Seneviratne, managing director of Green Technologies; Ali A Buruhaima, deputy director general of Dubai Technology and Media Free Zone Authority; and Alaa Ashwamy, professor of civil engineering and dean of engineering at American University in Dubai.

Saudi Arabian companies target export markets at Big 5

THE SAUDI ARABIA pavilion at The Big 5 saw close to 100 exhibitors from the Kingdom showcasing their products.

The pavilion was represented by Abdulrahman Al-Zamil, president of the Council of Saudi Chambers (CSC) at the Saudi Export Development Authority (Saudi Exports), which promotes Saudi Arabian construction and infrastructure firms to international markets. Saudi Arabia's participation in the exhibition formed part of a strategy aimed at increasing non-oil exports from Saudi Arabia to the region's construction sector, as well as diversifying sources of revenue by boosting the development of industries nationwide, according to Ahmed Alhaqbani, secretary general of Saudi Exports.

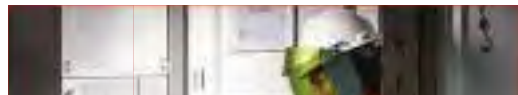
Alhaqbani noted that the Saudi Arabian government has been focused on expanding exports internationally, as the country looks to

develop its industrial and commercial sectors, while strengthen collaboration with the private sector.

Companies from the Kingdom in attendance at The Big 5 included manufacturers and suppliers of a range of building products from glass and insulating materials, to cement and wood.



Tawfiq Al-Rabiah, Saudi Arabia's minister of commerce and industry, inaugurating the Saudi Arabia Pavilion at The Big 5 2014



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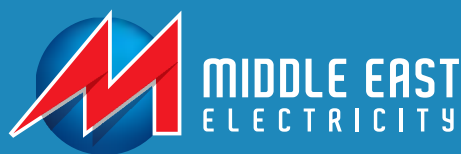
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Bosch's solutions for energy efficiency

At a time of increasing focus on efficient energy solutions, Bosch Thermotechnology's latest range of equipment is geared towards helping reduce greenhouse gas emissions.

ENERGY EFFICIENCY IS of prime importance in the social and environmental sphere, especially with the threat of global warming looming large. Several countries have now set targets to ensure they achieve climate protection. To achieve these targets, companies are focusing on smart technologies to reduce levels of industrial energy consumption.

Germany's Bosch Thermotechnology Division has the necessary technology to meet the growing demand for energy efficient industry solutions. The division's large systems business specifically focuses on the production of shell boilers, water tube boilers, heat pumps, large solar thermal systems and ventilation/cooling systems. The company is a major player in the international domain for industrial and thermotechnology installations, and its industrial units include Bosch Industriekessel GmbH and Bosch KWK Systeme GmbH.

Globally, the industrial sector accounts for a third of energy use and carbon emissions. However, countries are keen on reducing the level of greenhouse gas emissions and setting targets for the same. Germany aims to reduce emissions of greenhouse gases by 40 per cent, compared to the levels back in 1990. Primary energy consumption is expected to fall by up to 20 per cent below 2008 levels. In addition, widespread use of smart technologies could reduce industrial energy consumption by 20 to 30 per cent.

Bosch Thermotechnology, in particular, expects the global market for large industrial systems to grow at an annual rate of nearly five per cent by 2021. This expansion will primarily be driven by industrial growth as well as the need for efficiency enhancement in the face of rising energy costs. According to these expectations, annual growth will be strongest at around four per cent in Eastern Europe, with an emphasis on Russia. The Asian market, which has the highest volume, is looking at a six per cent growth. However, in North America and Europe, growth is expected to average at three per cent per year during this period.

Bosch's large systems business:

- **Shell boilers:** Rated for up to 55 tonnes of steam per hour, these large boilers are primarily used for the generation of heat for heating and processing purposes in industrial and commercial settings. They are used for heating private and public buildings and facilities, and for the generation of local and district heat. In January 2012, Bosch Industriekessel GmbH shipped its 110,000th industrial boiler.
- **Water tube boilers:** They have a maximum steam output of 220 tonnes per hour. Water tube boilers are mainly used in power plants for the generation of electricity or to process heat energy.
- **Heat pumps:** These pumps have an output of 4.8MW for heating hospitals, swimming pools, industrial enterprises, local and district heat stations.
- Large solar thermal systems up to a size of 10,000 sqm



Bosch Thermotechnology's range of equipment has the required technology to meet the growing demand for energy efficiency

- **Ventilation and cooling systems:** They are rated for air throughputs of up to 165,000 cu/m per hour, and mainly used in large residential, office and industrial buildings.
 - **Combined-heat-and-power (CHP) units:** They have rated outputs of up to 2,145KW as well as ready-to-install CHP modules with output ratings ranging from 19 to 400KW (electric). The CHP units offer flexible solutions for generating power and heat in such environments as manufacturing plants, landfills, biogas plants, hospitals, swimming pools, residential complexes, administrative buildings and shopping centres.
 - **ORC systems:** Organic Rankine Cycle systems are used for the generation of electricity from exhaust heat in the output range from 40KW to 375KW (electric). These plants produce electricity from exhaust heat that would otherwise remain unused. The ORC was invented by the physicist Rankine. This thermodynamic cycle uses an organic coolant to generate electricity at relatively low temperatures.
- Besides the products, we offer optimally coordinated modules to complete the systems. In the CHP segment, these include units for the purification of gas, use of biogenic gases, or units for cleaning flue gas by thermically burning the flue gas in order to lower emissions. In the industrial boiler segment, we offer a large number of energy-efficient modules from heat storage to waste water disposal.

The company's path to innovation is leading it to make constant improvisations and develop new solutions. The Bosch Thermotechnology division spent US\$161mn on R&D in 2013, and will continue to innovate new technologies that would provide energy efficiently. With its sales and service network and the worldwide presence of the Bosch Group, Bosch Thermotechnology is well-positioned and effectively networked on an international scale. ■



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BKT widens its range of Solid tires for industrial vehicles

INDIA-BASED TIRE manufacturing company BKT has enhanced its range of Solid Tires designed for slow moving vehicles and trailers, which are subjected to high risks of impact and damage. The BKT MAGLIFT Solid tires are ideal for forklift trucks, platform trucks and other industrial vehicles that are used in airports, seaports, factories, scrap yards and logistic centers. The tires offer long service life, low maintenance, and excellent stability, are cut resistant and aid driving comfort, said BKT. According to the company, the new range of tires come in 18 different sizes in standard black and lip black option. The MAGLIFT construction consists of three layers — tread, cushion and base. The tread is made with a superior wear-resistant compound, which ensures improved stability, traction and braking in both dry and wet conditions. It also offers low rolling resistance and a high tire life. The cushion or the middle layer provides a comfortable ride and also helps the tire from getting over heated, claims the company. The base layer is made of tough and low resilient compound, which helps in getting a perfect grip with the wheel rim and prevents slippage. However, BKT noted, "After prolonged use, the base layer has a



The term MAGLIFT has been derived from 'maximum lifting capacity'

tendency to elongate and result in slippage. Therefore, in order to totally eliminate all possibilities of slippage this layer is further reinforced with steel wire beads, which does not allow the tire to grow and maintains its rigidity." The off-road tire manufacturing company was established in 1995. Currently, 90 per cent of BKT's tire production is exported to

more than 130 countries across five continents and is available in Europe, North and South America, Africa, Asia and the Middle East, making it the largest exporter of Indian tires. BKT aims to achieve a global market share of 10 per cent in the off-highway tire range by 2015 and sales revenue of about US\$2bn by 2020.

Yokogawa develops a new production control system

JAPAN-BASED SOFTWARE FIRM Yokogawa has announced the development of Centum VP R6.01, which is an integrated production control system. According to Yokogawa, Centum VP R6.01 focuses on addressing customers' needs to keep up with the changes in a business landscape and technology while delivering maximum return on assets and

the lowest total cost of ownership. Centum VP R6.01 also reduces the time required to configure and install a control system. With Centum VP R6.01, plant operators can be assured of an optimum engineering environment that spans the entire plant lifecycle, from plant design and the engineering and installation of systems

and devices to the start-up of production, maintenance, and renovation, added the Japanese software firm.

"Manufacturers today need a high degree of certainty and confidence to achieve timely production, and flexibility to make changes in product and material specifications. This enables them to effectively respond to intense global competition and major market shifts. Centum VP R6.01 brings together smart engineering, advanced operation, system agility, and sustainable plant to help these manufacturers," noted Yokogawa.

Centum VP R6.01 would also play a central role in Yokogawa's VigilantPlant strategy for the IA business.

VigilantPlant is Yokogawa's automation concept for safe, reliable, and profitable plant operations. It aims to enable an ongoing state of operational excellence where plant personnel are watchful and attentive, well-informed, and ready to take actions that optimise plant and business performance.



Centum VP R6.01 is designed to meet the industrial requirements for safe and reliable plant operations (Image source: Yokogawa)

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OMICRON's new mobile voltage transformer testing system

VOLTAGE TRANSFORMERS PROTECT supply networks and accurately record primary voltage levels for power determination. In order to perform these duties, transformers require regular tests and calibration, based on operator directives or national regulations. OMICRON's new VOTANO100 combines mobility with the highest level of accuracy in a single system, according to the company.

Until now, precise testing of the transformation ratio accuracy of voltage transformers was a major undertaking as highly accurate measurement solutions tended to be complex systems, made up of various devices that are calibrated and extremely accurate. This includes a high-voltage source, a reference transformer, a set of standard burdens, measuring bridges for comparative purposes, and a computer to evaluate all of the measured data.

Transporting all the equipment to the testing location can often be very difficult. The time and costs involved are immense. Therefore, the only viable alternative is often to remove the voltage transformer and send it to a testing institute for accurate calibration.

VOTANO 100 combines mobility and accuracy, thereby reducing testing efforts to a minimum. The basis for this combination is the examination of the voltage transformer as an electrical model that is captured and then mathematically simulated by VOTANO 100. This model is the successor of OMICRON's CT Analyzer.

The VBO1 voltage booster comes with VOTANO 100. It supplies the primary side of the transformer with a maximum reference voltage of 4kV for the transformation ratio

measurement. The VBO1 is positioned near the test object, while the test engineer operates VOTANO 100. The compact dimensions guarantee easy and convenient transport. The combined total weight of both devices is less than 15 kg. In a single pass, winding resistance, short-circuit impedances, transformation ratio, and the magnetic characteristics curve of inductive and capacitive voltage transformers are determined. This way, the measurement method offers accuracy and achieves a measurement tolerance of 0.05 per cent.

Efficient testing of current transformers with the CT Analyzer

50Hertz Transmission has been exclusively using the CT Analyzer from OMICRON for its current transformer testing for three years.

The Germany-based company is responsible for operating, maintaining, planning and expanding the 380/220 kV transmission grid in the north and east of Germany. The company operates conventional current transformers at 380 kV, 220 kV, 110 kV and 30 kV as freely accessible units (outdoor switchgear installations), bushing type on major systems (power transformers, compensation coils) and those incorporated in gas insulated switchgear systems (GIS).

CT Analyzer from OMICRON is used in all of 50Hertz Transmission's transformers testing that include measurement of the winding resistance, the magnetisation characteristic curve, the turn ratio and the determination of the accuracy/overcurrent limiting factor.

For current transformers in bushings, GIS systems, or those which do not allow



50Hertz Transmission uses the CT Analyzer from OMICRON for all of its current transformers testing.

connection of the measurement cable on the primary-side, 50Hertz Transmission performs a 'reduced current transformer test'. This includes a resistance measurement, a recording of the magnetisation characteristic curve (with knee point determination), and the determination of the indirect security factor and accuracy limiting factor.

"With the CT Analyzer, we have a device that allows effective, low-cost, and practicable testing of current transformers," Mathias Mieth, process coupling specialist at 50Hertz Transmission, said, adding that another powerful argument was that additional functional modules could be integrated in to the CT Analyzer at any time.

Blue Ocean opens subsidiary in the Middle East

POLYMER PIPING SOLUTIONS Blue Ocean has launched its subsidiary — Blue Ocean Middle East FZCO — in the UAE's Jebel Ali Free Zone, which will be responsible for the Middle East and Africa region.

At the recently held Big 5 event in Dubai, the UK-based company also introduced its latest products that include:

- Blue Ocean FireSecure system - A special polymer pipe and fittings line for fire-fighting sprinkler systems that can be used inside buildings. The polymer pipes and fittings have high resistance to fire (Class B1) and are not affected by corrosion. The pipes are easy-to-install by fusion welding, besides being light weight compared to metal pipes.



The Blue Ocean stand at The Big 5 2014 featured a selection of the company's latest products

- Blue Ocean copper anti-bacterial pipes with outer PPR layer - First in the world to produce this product, the company uses thinner layer of copper coated with PPR. The pipes can be welded with simple Blue Ocean PPR fittings, which

reduces cost of fittings multiple times. During tests, the pipes could hold 100 bars of pressure and hence showcased the resistance to high pressure. The anti-bacterial qualities of copper make it a good solution for drinking water. Therefore, Blue Ocean copper anti-bacterial pipes aid in drinking, water transportation, hot water transportation and air conditioning, beside other uses as long as oxygen barrier is not needed, the company said.

Blue Ocean's products have been approved by local and international certification companies including the German SKZ Certification.

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STUDIO TARBES ADV



CAST RESIN TRANSFORMER



SINGLE PHASE TRANSFORMER



TRANSFORMER IN BOX

ECOPHIT relief from heat and energy consumption

ECOPHIT BY SGL Lindner, a provider of energy-efficient complete solutions for building temperature control, has been effectively providing relief from heat in a Dubai building.

Environmentally friendly at desert ambient temperatures of between 40 and 50°C, the technology was applied in a pilot project at the Marina Plaza Office Tower in Dubai.

Taking two identical spaces, SGL Lindner demonstrated its technology vis-à-vis a conventional air-conditioning system. The project, carried out by Red Engineering, showed that ECOPHIT radiant ceiling consumed far less electricity and was more eco-friendly and economical at the same time. Over a 14-month period, a total reduction in energy use was recorded of almost 40 per cent, says the company. Moreover, the ECOPHIT system has the additional benefit of being able to operate without creating drafts or disturbing noises, adding to overall user comfort.

Mohamed Alami, general manager of SGL Lindner GmbH & Co. KG, explained, "Our target was to demonstrate that better comfort levels could be achieved through radiant cooling and heating technology. The report demonstrates that this technology provides a solution for the Middle East region."



ECOPHIT has demonstrated its cooling technology at Marina Plaza Office Tower in Dubai

ECOPHIT is an expanded natural graphite product and has been proven, in more temperate climates, to be highly suitable for radiant cooling. Using graphite-based material allows for a rapid and more even cooling across the entire room. A radiant ceiling system is a type of low energy-higher inlet water temperature cooling system that uses radiant cooling to cool a building space. A radiant ceiling is a 'drop-down' ceiling comprising of water-carrying pipes embedded in thin, conductive slabs and mounted on a metal or gypsum design ceiling plate.

Using the ECOPHIT technology, the conductive slabs are made from carbon delivering a very high level of thermal conductivity and control dynamics. This system cools the occupants in the room through radiation and natural convection using the chilled ceiling as a heat sink for the heat load in the building.

The radiant ceiling technology originated in Europe. The benefits of using radiant ceiling systems over conventional all-air systems include higher occupant comfort and lower energy, equipment and material costs.

High cooling demands met by conventional air-conditioning technology result in very high energy consumption. ECOPHIT's radiant ceiling system is a more energy efficient alternative, according to SGL Lindner.

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Atlas Copco's Minetruck MT42 gets a major upgrade

ATLAS COPCO WILL launch the improved version of its Minetruck MT42 for increased productivity, safety and sustainability in 2015. Introduced to the market in 2009, the new vehicle will be re-launched with additional features. The upgrades include a newly designed box with an innovative tailgate solution and a new engine alternative fulfilling engine emission regulations. The box is made of high strength steel. It has the same physical envelope size as the previous model, but with a reduced dump height. The geometry is new with optimised internal plate angles, making it easier for material to be released. The new box is equipped with an innovative tailgate, which acts as a spill guard.

Tier 4 final engine: The new engine alternative for Minetruck MT42 — Cummins QSX15 — meets the exhaust emission requirements of both EPA Tier 4 final and EU Stage IV, and helps it meet near-zero emission levels. Compared to Tier 3 emission levels the new engine represents a 90 per cent reduction for both PM (particulate matter) and NOx (nitrogen oxides). The engine installation is fully integrated into the design of the Minetruck MT42 and the Atlas Copco's rig control system RCS. The engine alternative is suitable for markets with supply of ultra low sulphur diesel and low ash engine oil.

Retarder for higher speed: The new Minetruck MT42 comes with an optional electromagnetic retarder braking system. When hauling downhill, the retarder creates resistance, providing wear-free braking. Under optimal conditions, it can also allow for a higher speed, resulting in increased productivity. This solution can be useful in applications with a high degree of haulage downhill with load, such as haulage of waste rock fill or in cut and fill applications.

Cummins launches gensets with higher horsepower

CUMMINS POWER GENERATION'S new QSK95 Series generators are its most powerful diesel sets to date, offering up to 3.5MW 60Hz and 3.75MVA 50Hz.

According to the company, they are engineered with the highest kilowatt per square foot ratio in their class, which results in a smaller footprint that achieves a 20 per cent improvement in power density.

The QSK95 Series generator sets are ideally suited for mining, oil and gas, including any project where harsh conditions, challenging environments and the demand for reliable, continuous remote power exists.

The gensets include an innovative fuel injection system, fewer maintenance requirements, longer service intervals and 25,000 hours to major overhaul make these generator sets ideal for prime power applications.

Tony Satterthwaite, president of Cummins Power Generation, said, "With the introduction of the QSK95 Series, we're affirming Cummins Power Generation's commitment to providing innovative, cost-effective and reliable power solutions.

"The QSK95 Series produces up to 3.5MW of power, occupying less floor space than lower-rated generator sets. They are designed to lower the total cost of ownership by reducing installation expenses, fuel costs and maintenance requirements."

The QSK95 Series generator sets are also engineered to deliver reliable, mission critical power protection without

interruption – an uptime requirement shared by data centres, hospitals, water and wastewater treatment plants and utilities.

The generator sets accept 100 per cent of rated load in a single step and are ready to accept facility load in less than 10 seconds. With a smaller footprint, the QSK95 Series requires less space to install and, in multiple-generator set applications, fewer generators are required to achieve the necessary power output.

Cummins Power Generation also offers a data centre continuous (DCC) rating specifically tailored for data centre requirements. DCC places no limitation on the number of generator set operating hours and pre-approves the QSK95 Series for the Uptime Institute's Tier III and Tier IV data centre site certifications.

The QSK95 Series produces up to 3.5MW of power, occupying less floor space than lower-rated generator sets

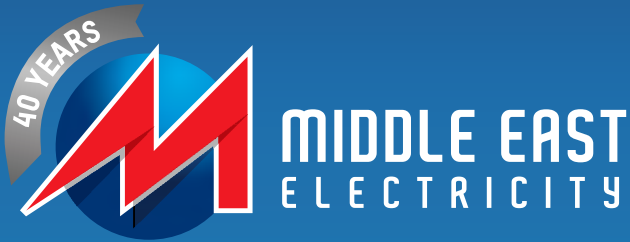
Other features include:

- Reduced operating cost with long maintenance intervals, such as three-year or 1,000-hour oil and filter change intervals
- Low temperature after-cooling optimises radiator package sizing and contributes to the generator's smaller footprint
- Condition-based maintenance sensors monitor air and fuel filter restrictions and prompt filter changes only when required
- Single shaft, dual element cooling pump that minimises potential leaks and failures while improving efficiencies
- Positive flow circulating pump in the coolant heater enables even heating throughout the engine block for faster and more reliable starts
- Oil cooler that provides access to the thermostat without lifting the engine
- Mounting rail design allows the alternator to slide back on the chassis without having to lift it
- Larger, accessible engine hand holes facilitate cylinder block access without dropping the oil pan ■

For more information, please visit www.cumminspowerofmore.com/horsepower



Cummins Power Generation's new 3.5MW high-horsepower generator set (Photo: Cummins Power Generation)



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علاقات قوية مع الشركات الكبرى في مجال البنية التحتية وبخاصة الشركات العاملة في إنشاء الطرق ومشروعات الطاقة؛ مثل مجموعة بن لادن السعودية وسعودي أوجيه. ويقول خاشقجي: «لقد حققنا نجاحات عديدة مع هذه الشركات في تنفيذ العقود في مواعيدها المحددة وبكفاءة شديدة. لقد قمنا بترجمة علاقات الشراكة تلك في صورة موجزة تقوم على العلاقة بين الإنسان والآلة، مع ضمان أن يكون المشغلون على علم ودراية بكيفية العناية ببعدهم واتباع أفضل وسائل السلامة والكفاءة في عملهم». وحاليا تقدم المجموعة حلولاً لمجموعة كبيرة من القطاعات الصناعية من خلال الشركات المتنوعة التي تضمها. ويقع تحت مظلة مجموعة الزاهد عدد من الشركات التي تعمل في مجالات التشييد والبناء والتعدين والنفط والغاز والزراعة والكهرباء والمياه وتداول المواد، ومواد البناء، والنقل والخدمات اللوجستية، والتطوير العقاري والسياحة وخدمات الضيافة.

ومن خلال مجموعة الشركات والفروع والأقسام المختلفة، التي تشمل على سبيل المثال، الطاقة جلوبال، والزاهد للتراكتورات والمعدات الثقيلة، ووارد لوجيستكس، وشركة مشاريع الضيافة، تركز المجموعة على توطين الوظائف واستحداث أحدث التقنيات المبتكرة وأفضل الممارسات الخاصة بالموظفين، وذلك من خلال مجموعة من القيم المشتركة وهي «النزاهة والمهنية والكفاءة والاحترام والتسامح والثقة والفخر والالتزام بتحقيق التفوق والتميز». ويوصف مجموعة شركات الزاهد من التكتلات الكبيرة في عالم الأعمال، فإن لديها أيضاً حساً اجتماعياً ووعياً باحتياجات المجتمع. فقد قامت بدور كبير في دعم مهارات رواد الأعمال في المملكة العربية السعودية، حيث يصف خاشقجي المشروعات الصغيرة والمتناهية الصغر بعبارة «شركاء المستقبل» لمجموعة الزاهد. وفي عام ٢٠١١ قامت مجموعة شركات الزاهد بتطوير برنامج شراكة للمشروعات الصغيرة والمتناهية الصغر يتميز بالنجاح الباهر والنمو السريع بالاشتراك مع شركة آجل للخدمات التمويلية، التي تقدم خدمات التمويل للأصول التي من بينها مجموعات توليد الطاقة ومعدات تداول المواد والمنتجات الصناعية والأجهزة والمعدات الطبية والمركبات التجارية والعقارات التجارية. ويضيف خاشقجي: «إنه من المنطقي من الناحية العلمية والتجارية دعم المشروعات الصغيرة والمتناهية الصغر، لأنها عندما تنمو تصبح لها أهميتها بوصفها تمثل زبائن عمل. فعندما يصبح لتلك المشروعات كيانها المستقل، تشتري أو تستأجر من شركائنا المعدات والمولدات والشاحنات».

دفع عجلة التنمية في المملكة

يؤكد خاشقجي، فيما يتعلق بالطاقة، أن المملكة بصدد تغيير موقفها التقليدي، من حيث تصنيفها كبلد منتج للنفط، إلى أن تصبح بلداً منتجاً للطاقة. ويرى خاشقجي أن «الاستهلاك المحلي للنفط بأسعار مدعومة يتزايد بشكل خطير، مما جعل قيادة البلاد تفكر تفكيراً جدياً في الطاقة المتجددة بوصفها بديلاً يمكننا عن استنفاد مواردنا الطبيعية»، ويسهب خاشقجي، إضافة إلى ذلك، في توضيح أن مجموعة الزاهد تبحث في الفرص المتاحة في الصناعات الجديدة ذات الإمكانات المستقبلية في مجال الطاقة؛ مثل الطاقة الشمسية وطاقة الرياح والطاقة الحرارية الجوفية وتحويل النفايات إلى وقود. ويواصل خاشقجي حديثه قائلاً: «ندرك أننا لا نستطيع تحقيق النمو باستخدام مصادر الطاقة التقليدية فقط في صورتها تلك، ولهذا نحن في احتياج إلى استخدام حلول هجينة في الوقت الحالي. ولدينا الآن شركتان تركزان تحديداً على هذا الجانب، إحداهما هي شركة الحلول البديلة للطاقة التي تقوم بتوليد كمية من الكهرباء تقدر بنحو

١,٥ جيجاواط سنوياً داخل المملكة. وتوفر هذه الشركة حلول الطاقة للمراكز التجارية والعديد من الصناعات وشركات التعدين، وكذلك للمناطق النائية». ويضيف خاشقجي: «نتيجة للنجاحات التي حققتها شركة الطاقة، قررنا إنشاء شركة أخرى وهي شركة الطاقة جلوبال التي تركز على أسواق حلول الطاقة خارج المملكة. ولدى الشركة مشروعات في اليمن وعمان والعراق وتنتقل نحو الدخول إلى أسواق الهند والقارة الأفريقية، حيث قمنا مؤخراً بافتتاح مكاتب لنا في هذه المناطق». وفي وقت سابق من عام ٢٠١٤ حصلت شركة الطاقة جلوبال على جائزة «أفضل مشروع للطاقة لعام ٢٠١٤»، وذلك في إطار جوائز الشرق الأوسط للكهرباء. وكان هذا عن مشروع محطة مؤقتة لتوليد الطاقة بقوة ٥٤ ميجاواط تم إنشاؤها في مدينة عدن اليمنية خلال مدة ٢٢ يوماً فقط، وتزود ١٥٠ ألف منزل باحتياجاتها من الكهرباء. من ناحية أخرى، تزود شركة الحلول البديلة للطاقة بـ ٢٨٠ ألف مسكن باحتياجاتها من الكهرباء عبر محطة مؤقتة لتوليد الطاقة بقوة ٩٥ ميجاواط في مدينة الخرج بالقرب من العاصمة الرياض. وقد استغرق بناء هذه المحطة ٢٢ يوماً فقط، فيما أصبح أكبر مشروع توليد مستقل لإنتاج الطاقة في مكان واحد في المملكة العربية السعودية حتى يومنا الحاضر. وتقوم كلتا الشركتين بدور المزود الشامل للخدمة، حيث تغطي الخدمات التي تقدمها الشركتان تأجير محطات التبريد ومحطات تحلية المياه المنقلة. من ناحية أخرى، قامت مجموعة شركات الزاهد بتوسيع نطاق علاقتها مع شركة توتال، التي تعتبر من كبرى شركات النفط الفرنسية، من مجرد امتلاك مصنع لزيت التشحيم في مدينة الملك عبد الله الاقتصادية شمال جدة، إلى شراء حصة تقدر بنحو ٣٠ في المائة من أسهم شركة توتال ماروك، وهي إحدى شركات التسويق والخدمات التابعة لشركة توتال، وكان هذا في شهر مايو/أيار الماضي.

الخدمة العامة

في شهر سبتمبر/أيلول من عام ٢٠١١، تم تعيين خاشقجي في منصب كبير منسقي برنامج الامتداد السعودي. وعلى مدار فترة سبعة أشهر قام بعملية تنظيم الوفود التي تضم أشخاصاً ينتمون إلى مستويات مختلفة من المجتمع السعودي؛ منهم الأكاديميون والإعلاميون ورجال الأعمال وموظفو الحكومة، للسفر إلى الولايات المتحدة والمملكة المتحدة، ويوضح خاشقجي: «قمنا بتشكيل لجنة للتجارة الدولية أصبحت جزءاً من مجلس الغرف التجارية والصناعية السعودية. ومن خلال هذا الحوار نجحنا في تطوير قناة اتصال مفتوحة ساهمت في محو كثير من المعتقدات الخاطئة عن المجتمع السعودي. وهناك عدد كبير من الطلاب السعوديين المبتعثين في منح دراسية في المملكة المتحدة والولايات المتحدة وفي أجزاء أخرى من العالم تتضمن الصين واليابان والهند. إن هؤلاء الشباب سوف يصبحون سفراء لبلادنا وشعبنا. إنهم بمثابة سفراء غير رسميين للمملكة يمثلون مجتمعاتهم المحلية ودوائر التأثير الخاصة بهم». وإضافة إلى عضويته في اللجنة التنفيذية لبرنامج الامتداد السعودي، يظل خاشقجي ممثلاً للبرنامج عبر الأحاديث الخاصة بالإسلام والمملكة العربية السعودية والتنمية العربية في العديد من المناسبات في شتى أنحاء العالم.

الدعم والمساندة الاجتماعية

إضافة إلى نشاطاته التجارية، يشارك السيد خاشقجي أيضاً في تعزيز فهم الأشخاص من ذوي الإعاقات، ممن يعيشون في داخل المجتمع السعودي، والتوعية باحتياجاتهم. ويقول خاشقجي:

«ما زال مجتمعنا يندرج في إطار المجتمعات الشابة، ونحن الآن نمضي قدماً في طريق التطور والتعلم والنمو. ولتحقيق هذا، قمنا بالتركيز على ثلاثة تحديات رئيسية هي التعليم والتوظيف والطاقة». وكجزء من هذه الفلسفة، يشارك خاشقجي في عدد من المشروعات الاجتماعية، والتي يهدف واحد منها على الأقل إلى تغيير مفاهيم الباحثين عن وظيفة من ذوي الإعاقات في المملكة. فهناك نسبة تتراوح ما بين ١٣,٥ في المائة من عدد سكان المملكة يعانون من حالة من حالات الإعاقة، وما يقرب من نصف هذه النسبة مصابون بإعاقة حركية أو سمعية أو بصرية. ويجدر بالذكر أن مجموعة الزاهد قامت، في عام ١٩٩١، بإنشاء مركز جدة للنطق والسمع، وهو منظمة غير ربحية، الهدف منها مساعدة الأشخاص المصابين باضطرابات التواصل (مثل مشكلات النطق والطلاقة، والصوت، والتأخر اللغوي بشقيه الاستقبالي والتعبيري، والتوظيف الاجتماعي للغة وإعادة تأهيل الفهم، وحالات احتباس الكلام) على تحقيق أقصى إمكاناتهم في التواصل. ويشير خاشقجي إلى تغير المواقف في المملكة فيما يتعلق بالأفكار والتصورات السبقة عن الإعاقات الذهنية والجسدية. ويعلق خاشقجي على ذلك بقوله: «بدأنا نفكر فيما يمكننا أن نفعله في المرحلة التالية. هناك الكثير من المنظمات، غير الهادفة إلى الربح في المملكة العربية السعودية، توفر الرعاية للأشخاص من ذوي الإعاقات في حين أن الحكومة تعني بالأمور الاقتصادية والمالية. أما على الوجه الآخر من العملة فيأتي دور المستخدمين على مستوى البلاد ككل». وقد قامت وزارة العمل بإطلاق شارة البدء فقمنا، بالتعاون مع هيئات سعودية أخرى، لإقامة شبكة «قادرون لأصحاب الأعمال والإعاقة»، وتعرض هذه المبادرة الوطنية، غير الهادفة إلى الربح، عضويتها على الشركات التي تلتزم بتوظيف الأشخاص من ذوي الإعاقة وتعتبرهم أعضاء فاعلين ومتساوين في القوى العاملة. وبحسب خاشقجي «تشبه شبكة قادرون شبكة المستخدمين المعروفة باسم منتدى أصحاب العمل للمعايير التي يقع مقرها في المملكة المتحدة، من حيث أنها تقدم الإرشاد والنصح وأفضل الممارسات لأعضائها، لتيسير عملية توظيف طالبي العمل من ذوي الإعاقة، والإبقاء عليهم في وظائفهم من خلال سياسات حكومية مناسبة وبيئة عمل مشجعة لذوي الإعاقات». وقد قامت مجموعة شركات الزاهد وخمس شركات أخرى، وهي تحديداً صافولا والعُلَيان وتمر والزامل والمراعي، بتدشين مبادرة قادرون في شهر مارس/آذار من عام ٢٠١٤ في الرياض تحت رعاية وزير العمل وفي حضور وزير الشؤون الاجتماعية وغيره من الشخصيات البارزة التي تضم مجموعة من المتفهمين وأصحاب المصلحة. ومنذ ذلك الحين نمت الشبكة وأصبحت تضم ١٠ أعضاء وتهدف إلى زيادة عدد أعضائها إلى ١٨ شركة بنهاية هذا العام. ويضيف خاشقجي، الذي يتولى رئاسة «قادرون»: «إننا نعمل أكثر مما يتطلبه الواجب. فيصفتنا مواطنين ننتمي إلى هذه الأمة، ندعو غيرنا من الشركات الأخرى إلى المشاركة في إدارة الأعمال التي سوف تصبح بمثابة حركة للتغيير الاجتماعي فيما يتعلق بمفهوم الإعاقة. إننا نرغب في أن نساعد الأشخاص من أصحاب المواهب على الاندماج في المجتمع وأن نركز على ما يمتلكونه من قدرات وليس على جوانب الإعاقة فيما يتعلق بنمو مساهمهم المهني».

ولدى خاشقجي، ومجموعة شركات الزاهد، أفكاراً جريئة ورغبة قوية في استحداث وخلق برامج يكون لها تأثير إيجابي على المجتمع السعودي ككل، وعلى مواطني المملكة جميعاً. وبينما تتطلع مجموعة شركات الزاهد إلى مواصلة توسعها على المستويين المحلي والدولي، ينوي خاشقجي الاستمرار في التعبير عن القيم والرؤية التي ساهمت في النمو الكبير للمجموعة.



عمرو خاشقجي، نائب الرئيس لشؤون المجموعة في مجموعة شركات الزاهد

القيم والرؤية

في مقابلة حصرية مع «النشرة التقنية»، يتحدث عمرو خاشقجي، نائب الرئيس لشؤون المجموعة في مجموعة شركات الزاهد، عملاق الصناعة السعودية، عن الدور الذي يقوم به في الترويج للعلامة التجارية لمجموعة شركات الزاهد، والحضور الدولي المتزايد للمجموعة، إضافة إلى مساهماته الاجتماعية، بوصفه مواطناً سعودياً، في تعزيز التغييرات الاجتماعية والبيئية ذات الطابع الإيجابي في المملكة.

ولد عمرو خاشقجي، نائب الرئيس لشؤون المجموعة في مجموعة شركات الزاهد، في عام ١٩٥٢، قبل عام واحد من وفاة الملك عبد العزيز الذي يعد أول الملوك الذين جلسوا على عرش المملكة العربية السعودية. ويوصفه رجال يتمتع بحماس وإصرار شديدين على تعزيز الحوار والعلاقات بين المجتمعات المختلفة، لم يكن خاشقجي غريباً على التعامل مع الصحافة، لأنه يتقاسم مع رجال الصحافة مزيجاً من القيم السعودية

التقليدية والأفكار التنظيمية التقدمية. وإذا تتبعنا قصة صعود مجموعة شركات الزاهد لوجدناها نمت وترعرعت. يبدأ بيد. مع تطور الدولة السعودية الحديثة ونموها. فقد حققت المجموعة نمواً سريعاً أثناء السنوات الأولى من عمر المملكة؛ حيث قامت بتوريد كثير من الآلات والمعدات والأدوات اللازمة للوفاء باحتياجات بلد يمر بفترة متسارعة من التنمية الاقتصادية والصناعية.

فمنذ ستة عقود، كانت المملكة لا تزال في سنوات عمرها الأولى، وكان رجال الأعمال السعوديون، وكذلك النساء، يتطلعون إلى بناء علاقات شراكة متينة مع الشركات الكبرى، وبصفة أساسية في الولايات المتحدة والمملكة المتحدة وفرنسا وغيرها من الدول الغربية الأخرى. وفي حالة مجموعة شركات الزاهد، تكونت تلك الشراكة مع عملاق معدات التشييد والبناء الأمريكي كاتربيلر. إضافة إلى ذلك، تمكنت المجموعة من بناء

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كاتربيلر تطلق ضاغطاً جديداً للخدمة الشاقة



مع حمولة تشغيل قصوى تصل إلى ٣٥,٥٢٨ كجم، يقوم الضاغط Cat 825K بتطوير ٣٠٢ كيلواط من محركه Cat C15 ACERT. بالإضافة إلى كل إصدار جديد تنتجه الشركة، فضاغط Cat 825K يمثل استمراراً لتاريخ طويل من الاعتمادية وجودة الأداء والسلامة وراحة المشغل، علاوة على سهولة الصيانة والكفاءة.

أطلقت، مؤخراً، شركة كاتربيلر Caterpillar الضاغط الجديد Cat 825K لتنفيذ مهام الضغط والجر الشاقة في منطقة الشرق الأوسط. وقالت الشركة، التي يقع مقرها في الولايات المتحدة، إن الضاغط موديل Cat 825K يحتوي على نظام تشغيل قيادة الآلات (MDP)، وهي ميزة تُمكن المشغلين من الوصول إلى مواصفات الضغط مع الحد الأدنى من الدفعات، كما ينتج عنها تكاليف تشغيل منخفضة من خلال توفير الوقت والوقود ومصروفات إعادة العمل، وأيضاً ساعات تشغيل الآلة. كذلك يضمن تصميم الضاغط الجديد مقاومة لقوى الالتواء وأحمال الصدمات. وبالإضافة إلى ذكاء تقنية الضغط، يتميز هذا الضاغط بهياكل ضخمة لإمكانية التحمل على المدى الطويل، وبيئة تشغيل تضمن أقصى حد من الراحة والسلامة والإنتاجية.

وصرح أحد مسؤولي شركة كاتربيلر بأن سلامة المشغل تضمنها كاميرا متوفرة للرؤية الخلفية أو ما يعرف بنظام CAT DETECT الذي يراقب منطقة العمل، ويبلغ عن أية أخطار محتملة في مسار الآلة. وأضاف المسؤول: «حيث إن شغلنا الشاغل هو تقديم المساعدة لعملائنا وتلبية احتياجاتهم، فإننا مستمرون في

مدير العمليات بشركة جلفتينر: «إن إضافة أنظمة الرافعات المتقدمة هذه إلى محطة حاويات خورفكان تؤكد التزامنا الجاد بتعزيز عملياتنا التشغيلية في المحطة التي أثبتت جدارتها كواحدة من أفضل مراكز عمليات الحاويات من حيث الإنتاجية في العالم. ونحن حريصون دائماً على تعزيز الاستثمار المتواصل في مرافقتنا ومنشأتنا من أجل دعم كفاءة العمليات وزيادة مستوى الإنتاجية». وقال مسؤولو جلفتينر إن الرافعات الجديدة للحاويات من السفن إلى الرصيف أضخم حجماً ومصممة للتعامل مع السفن الضخمة التي تزيد سعتها عن ١٨٠٠٠ حاوية قياسية بطول ٢٠ قدماً. إضافة إلى ذلك، توفر الرافعات الجديدة قدراً أكبر من المرونة في عملياتها، وهذا سيساعد على تسريع العمليات التشغيلية بمحطة الحاويات.

جلفتينر تتسلم ١٦ رافعة في الإمارات



تسلمت شركة جلفتينر Gulfainer للخدمات اللوجستية أربع رافعات متطورة للحاويات من السفن إلى الرصيف، و١٢ رافعة جسرية ذات إطارات مطاطية في محطة حاويات خورفكان بدولة الإمارات العربية المتحدة، ويسهم تسليم الرافعات الجديدة، بشكل كبير، في رفع مستوى إنتاجية المحطة، وفقاً لما أعلنه مسؤولو جلفتينر. ودخلت الرافعات الجديدة، التي تطلب شراؤها استثماراً بقيمة تزيد على ٦٠ مليون دولار أمريكي، حيز التشغيل بالفعل بعد أن تم تسليمها في الموقع وتجميعها بشكل كامل. والرافعات المذكورة مجهزة بنظام كامل للتحكم المنطقي القابل للبرمجة (PLC) وتتميز بواجهات تشغيل سلسة وبسيطة الاستخدام.

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تحليلات

عمرو خاشقجي يتحدث عن القيم والرؤية ٥



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Technical Review Middle East ISSN 0267 5307
تنشرها ست مرات في العام، لقاء 99 دولاراً أمريكياً، شركة آلان تشارلز للنشر
Alain Charles Publishing , University House, 11-13 Lower Grosvenor Place, London, SW1W 0EX, UK
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• جلفينر تتسلم ١٦ رافعة في الإمارات

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• عمرو خاشقجي يتحدث عن القيم والرؤية

القيم والرؤية في المملكة العربية السعودية