

TECHNICAL REVIEW

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Annual Construction Review 2016

ANNUAL CONSTRUCTION REVIEW 2016

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EDITOR'S NOTE

AFTER MONTHS OF economic uncertainty due to lower oil prices, optimism appears to have returned to the construction industry. The green shoots of recovery are beginning to show, especially in the GCC where governments are investing heavily in major infrastructure projects, residential and commercial developments, and one-off events such as Expo 2020 and the 2022 FIFA World Cup. With that in mind, our GCC Construction Review (p10) points out many of the positives the industry is experiencing, while our focus on the steel industry (p16) highlights some of the successes of national economic diversification initiatives. Elsewhere in this issue we have news from the HVAC industry (p34), developments from major truck manufacturers (p28), and the latest industrial innovations in the Middle East (p42).

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

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TECHNICAL REVIEW

الخدمة شركات المنطقة منذ 1984

SERVING THE REGION'S BUSINESS SINCE 1984

MIDDLE EAST

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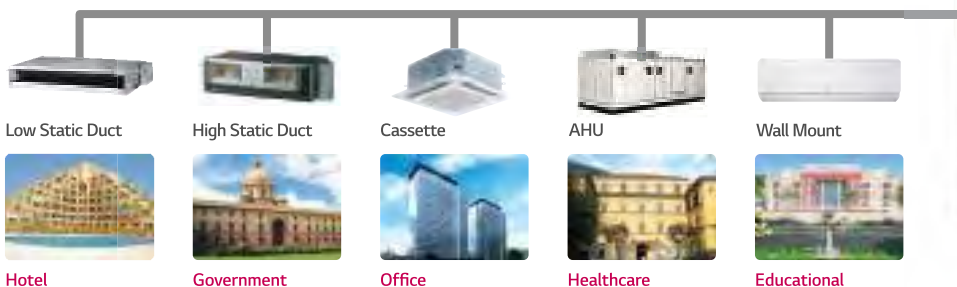
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Briefly

Barakah Unit 3 RV installation completed

THE EMIRATES NUCLEAR Energy Corporation (ENEC) has announced the completion and successful installation of its Unit 3 Reactor Vessel (RV) at Barakah nuclear power plant in the UAE.

Barakah, the country's first nuclear energy plant, had previously seen two of its four reactors successfully installed with Unit 2 RV completed in 2015 and Unit 1 RV installed in 2014.

Weighing more than 400 tonnes and reaching almost 15 metres in height, the RV will contain the controlled nuclear reaction that will generate nuclear energy, which will feed into the UAE grid.

ENEC CEO HE Mohamed Al Hammadi said, "The safe and successful installation of ENEC's third reactor vessel is the culmination of many years of hard work and dedication. All teams involved have worked to the highest standards of safety and quality, and I would like to personally thank the KEPCO and Doosan teams for their commitment to the Barakah project's development."

When all four of Barakah's reactors have been completed, the UAE's nuclear energy programme will provide approximately 25 per cent of the UAE's electricity needs.

AkzoNobel acquires Egypt powder coatings venture

AKZONOBEL HAS INCREASED its stake in AkzoNobel Powder Coatings SAE in Egypt from 60 per cent to 100 per cent, as the company continues to pursue its growth strategy across North Africa and the Middle East.

AkzoNobel's executive committee member responsible for performance coatings, Conrad Keijzer, said, "This is an important step in our strategy to enhance our presence in the region. We are now taking our operations in Egypt and North Africa to the next level and consolidating our credentials as a leader in the powder coating sector."

According to AkzoNobel, the global powder coatings market is expected to grow at a compound annual growth rate (CAGR) of 6.8 per cent from 2016 to 2020, to more than US\$11bn in value, and the company has recently announced new joint ventures in the UAE, Qatar and Oman, recording double-digit growth in the region.

Saudi Arabia heads MEA pipeline for power generation construction projects

THE TOTAL VALUE of power generation construction projects currently in the pipeline for the Middle East and Africa (MEA) stands at US\$876.6bn, with Saudi Arabia and South Africa accounting for the largest shares, valued at US\$275.5bn and US\$167.4bn respectively.

According to a new report from Timetric's Construction Intelligence Center (CIC), the nuclear sector has the highest value at US\$367.5bn with Saudi Arabia accounting for US\$211bn of this share. Gas power generation is in second place with a value of US\$149.4bn.

Renewables energy is also starting to have a bigger impact on the market, with solar power projects having a combined value of US\$126.5bn, ahead of hydroelectric with US\$46.1bn and wind with US\$20.1bn. Saudi Arabia leads in the nuclear, gas and oil sectors, and is one of three countries in the MEA region, together with Iraq and Zimbabwe, investing in the oil power sector.

South Africa has the highest investment in coal power generation, followed by Egypt. Egypt plans to have 15 per cent of its power generation supplied by its own coal resources by 2030, although it is still dependent on imported coal.

Neil Martin, manager at Timetric's CIC, commented, "Although countries in the Middle



Saudi Arabia has US\$275.5bn worth of power generation construction projects in the pipeline, according to Timetric's Construction Intelligence Center. (Photo: peerawat444)

East and Africa are beginning to invest in renewable fuel, with countries such as Nigeria leading in solar energy, Kenya with geothermal and Ethiopia with hydroelectric, nuclear power generation remains a significant part of the strategy for Saudi Arabia, South Africa, Iran and the UAE.

"Gas, oil and coal power continue to play a significant role in the power strategy for most of the countries studied as ongoing power demands from growing populations and increased industrialisation drive investment in these sectors," he added.

Dubai South awards major infrastructure contract to Tristar

DEVELOPER DUBAI SOUTH has awarded a contract worth AED300mn (US\$81.7mn) for infrastructure works at its flagship Residential District to Tristar Engineering & Construction LLC.

Tristar will take responsibility for the delivery of the completed infrastructure works of Phase 1 and 2 of the Residential District in Dubai South, with both phases scheduled for completion by Q4 2017. HE Khalifa Al Zaffin, executive chairman of Dubai Aviation City Corporation and Ahmed Al



Dubai Aviation City Corporation executive chairman HE Khalifa Al Zaffin and Tristar Engineering & Construction chairman Najji Al Harthi at a signing ceremony at Dubai South's Headquarters.

Ansari, acting CEO of Dubai South, were joined at the signing ceremony at the Dubai South Headquarters by Najji Hasan Al Harthi, chairman of Tristar Engineering & Construction, and Tristar Engineering & Construction executive manager Sabah Khattar.

"The award of this contract is a huge step forward for Dubai South's Residential District and we are delighted to be working with Tristar," said HE Khalifa Al Zaffin.

"This award goes a long way in boosting the confidence of our stakeholders and will ensure a strong pipeline of launches and deliveries into the real estate market."

Under the terms of the contract, Tristar will carry out complete community infrastructure work, including road works, potable water network, sewerage network, storm water drainage network, combined irrigation and firefighting network, district cooling network, electrical works, telecommunication works, road lighting, gas network and spare ducts, across the 2.2 sq km project site.

Tristar Engineering & Construction chairman Najji Hasan Al Harthi said the company was "honoured" to be appointed as the contractor for the project.

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ON THE WEB

A round up of the leading developments and innovations recently featured on *Technical Review Middle East's* online portal. To read more or to stay up to date with the latest industry news, visit www.technicalreview.me

Kuwait outlines ambitious investment in major development plan

KUWAIT PLANS TO invest US\$15.75bn in its 2017–2018 development plan, according to Khaled Mahdi, secretary general of the country's supreme council for planning and development.

The financing of the country's five-year development plan is being shared between the general government (49.3 per cent), oil sector (33.8 per cent) and private sector (16.9 per cent).

The plan has many goals, including effective government, sustainable and diversified economy, developed infrastructure, sustainable livelihood environment, high-quality healthcare, creative manpower and improving Kuwait's international status.

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Kuwait plans to boost its international status by improving its image abroad by focusing on arts, media and development. (Photo: Arlo Magicman)

Gulf Air signs Rolls-Royce engines deal

GULF AIR, BAHRAIN'S national carrier, has awarded Rolls-Royce a US\$900mn contract for Trent 1000 engines to power 10 Boeing 787-9 Dreamliners, including service support.

Gulf Air also has the option to purchase the same engine to power a further six of its Boeing 787-9s. The airline previously selected Rolls-Royce's Trent 700 engine to power its current wide body fleet.

"We have experience of the Trent engine and its durability and resilience in a variety of operating conditions and we are confident the Trent 1000 will deliver the same outstanding performance," said Maher Salman Al Musallam, chief executive of Gulf Air.

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Daimler Buses premieres world's first automated bus

DAIMLER BUSES HAS announced the debut of the fully-automated Mercedes-Benz Future Bus, which utilises autonomous driving system CityPilot.

The bus drove autonomously for the first time on a route of 20 km in Amsterdam.

On a section of the longest bus rapid transit (BRT) line in Europe, the bus can drive at speeds up to 70 km/h, stop to the nearest centimetre at bus stops and traffic lights, drive off again automatically, pass through tunnels, brake for obstacles or pedestrians and communicate with traffic signals.

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Daimler Buses is investing an estimated US\$219.35mn in the development of its city-bus portfolio. (Photo: Daimler Buses)

Shipping fund launched in Saudi Arabia

THE ARAB PETROLEUM Investments Corporation (APICORP) and The National Shipping Company of Saudi Arabia (Bahri) have announced the launch of a landmark shipping fund to acquire very large crude carriers (VLCCs).

An agreement to establish the APICORP Bahri Oil Shipping Fund (ABOSF) between both companies was formally signed at a ceremony in Riyadh, in the presence of Khalid Al-Falih, Saudi Arabia's minister of energy, industry and mineral resources, and chairman of Saudi Aramco.

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3D printing 'to soar' in MENA

THE 3D PRINTING industry is set to soar to new heights in the MENA region, according to the organisers of the upcoming SGI Dubai 2017.

Abdul Rahman Falaknaz, chairman of event organisers International Expo Consults, said, "The 3D printing revolution is one of the most formidable components of the printing industry. This industry has evolved over time and today there is a wealth of 3D technologies. Although it is in its nascent stage, it has innovated to come up with some of the finest end products."

SGI Dubai, a tradeshow for the signage, outdoor media, screen and digital printing industry, will be held from 15-17 January 2017.

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International Expo Consults chairman Abdul Rahman Falaknaz described the 3D printing revolution as "formidable". (Photo: ryanking999)

Iran establishing plans for first renewable energy tender

IRAN IS PLANNING its first tender for utility-scale renewable-energy projects by 2016-end in order to draw in US\$12bn worth of investment by the time the tender process has been completed.

Re-opened to investors following last year's nuclear deal, Iran has been courted by international green power investors, while at the same time boosting its oil production for export.

"We are not going to use the money from oil in that sector at all," said Iran's energy minister Hamid Chitchian. "All of the investment will be done by the private sector, including both local and foreign companies."

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In Abu Dhabi, despite a downturn in demand for commercial and residential properties, developer Aldar has reported a half year increase in second-quarter net profits.

Unearthing optimism in construction

Lower oil prices, cuts in government spending and construction project delays may have hindered the GCC's economic outlook, but the region's developers and building contractors have reason to be positive as the green shoots of recovery emerge. Ben Watts reports.

IT HASN'T BEEN an easy few years for the GCC's construction market. Known the world over for its ambition, huge government investments and ability to attract the best of the world's engineering talent, the market has struggled to replicate the heights of the mid-2000s when every day seemed to bring with it a major project announcement.

A decade on, and while construction has for the most part continued, the market has endured falling demands, a global economic crisis and plunging oil prices.

But it would appear the corner is finally turning. Saudi Binladin Group (SBG), the biggest construction company in Saudi Arabia, is on

the road to recovery after a period of economic turmoil. Speaking to Jordanian news portal Albawaba, banking and construction experts revealed that the company's recovery has been aided by the Saudi Arabian government making long-overdue payments to the group. This follows a ban on the contractor bidding for new projects after the collapse of a crane in Mecca's Grand Mosque, killing 107 people, and for which the company is being held accountable.

SBG has since resumed bidding for new contracts and secured a US\$667mn loan from Arab National Bank and Saudi British Bank, allowing it to pay salaries to some 10,000 workers, repay bondholders and resume work on stalled projects, such as the King Abdulaziz Airport in Jeddah.

Research and Markets' report *Saudi Arabia Construction Market* provides a detailed insight into the Kingdom's construction industry environment. Pointing to the fact the country's government plans to spend US\$29.9bn on construction projects in 2016 and the same amount again in 2017, despite the global oil price slump, the outlook appears to be positive for Saudi Arabian developers and contractors. The report points to evident reasons for optimism in Saudi Arabia, such as the Saudi Vision 2030 and National Transformation Plan (NTP) 2020 initiatives, which look set to

Despite the global oil price slump, the outlook appears to be positive for Saudi Arabian developers and contractors.

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encourage further growth and investment in the Kingdom's construction market over the coming decade.

Before kick-off

The construction market in Qatar also has a positive outlook, according to the latest analysis of global construction markets by Procorre, which highlighted Qatar as a construction hotspot.

Procorre found that Qatar was among a number of emerging markets, including India, Mexico and Egypt, that are joining more established construction markets, such as the UK, in becoming hotbeds of investment, project launches and better infrastructure. The evolution of Qatar's construction market is leading to a raft of job opportunities for contractors, predicted to be worth US\$59bn by 2020 thanks to government investment, a stable business environment and growing consumer demand.

Procorre described the market as "the fastest growing construction and infrastructure market in the Middle East", thanks in a large part to the 2022 FIFA World Cup, which is expected to create around US\$135bn worth of contracts over the next five years.

James Alexander, director of global mobility at Procorre, remarked, "These geographical hotspots have seen the most impressive growth since the global recession hit in 2008 and are continuing to see high levels of government and private investment. This, in turn, is sparking an employment boom which is helping projects get off the ground, as well as completing on time and on budget."

Flying high

According to the organisers of September's Big 5 Kuwait, planned developments in Kuwait have been valued at an estimated US\$123.6bn, and with a US\$68.9bn government construction budget for 2016 in place, the country's construction industry appears to be offering plentiful business opportunities.

In August, Kuwait announced plans to invest US\$15.75bn in its 2017-2018 development plan, while another report by Timetric revealed that the construction industry in Kuwait is expected to grow at a compound annual growth rate of 6.44 per cent from 2016 to 2020, thanks in part to government-backed projects in rail, infrastructure, roads and airports under its Vision 2035 initiative.

Bahrain, meanwhile, started 2016 with the announcement of a series of mega development projects worth more than US\$32bn to be delivered over the coming years, including a US\$1.1bn airport expansion project, which is underway and will increase Bahrain International Airport's capacity to 14mn passengers a year.

The airport expansion in Bahrain also forms part of a region-wide push to improve aviation facilities with international airport

"These geographical hotspots have seen the most impressive growth since the global recession hit in 2008 and are continuing to see high levels of government and private investment."

Procorre director of global mobility James Alexander



Bahrain has this year announced a series of mega development projects worth more than US\$32bn. (Photo: eugenegergeev)

consultancy Hunter Douglas claiming that GCC countries are investing US\$100bn in airport expansion projects.

In Oman, where the construction sector accounts for between five and six per cent of GDP, the Oman Society of Contractors has stated that the construction sector has the potential to contribute closer to 10 per cent towards Oman's GDP by 2020.

With annual power demand forecast to grow eight per cent up to 2022, an increasing number of large-scale power generation developments are in the pipeline.

In the commercial and retail sectors, investment continues unabated, as work on the multi-billion dollar Omagine project in Oman's Seeb region is scheduled to start in 2017, with completion slated for 2024. The US\$2.5bn real estate and tourism project is expected to create more than 1,000 local jobs.

In the materials sector, Oman Cement Company recently reported a 24.9 per cent growth in net profit for the six-month period ended June 30, 2016, signalling rising demands from construction companies for the most basic of construction materials.

Encouragement in the emirates

Like SBC in Saudi Arabia, Emaar Properties, the Dubai-listed developer behind some of Dubai's iconic construction projects, has endured a few difficult years. It has, however, reported eight per cent higher net profits for the second quarter of 2016, earning profits of US\$346mn, compared to US\$321mn last year. With revenue for the period seven per cent higher than for the same time

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last year, Emaar said, "This was the result of Emaar's focus on on-scheduled construction progress and the achievement of new milestones that contributed to higher revenue recognition."

Dubai has been at the forefront of construction news throughout the GCC, with major commercial and residential development project announcements often overshadowing major infrastructure projects; now, as always, that appears to be the case. Upcoming projects include Emaar Properties' US\$1bn The Tower, which is set to rise 100m higher than the Burj Khalifa. Recently, advance wind tunnel tests were completed to confirm the structural strength and durability of the tower, which will be located in Dubai Creek Harbour.

"We are in one of the most exciting phases of our growth story having launched a brand new icon for the city – The Tower at Dubai Creek Harbour – and the imminent roll-out of Dubai Opera in Downtown Dubai," remarked Mohamed Alabbar, Chairman of Emaar Properties. "We are scaling up our malls business with the launch of a retail district in Dubai Creek Harbour and the expansion of The Dubai Mall. We are also strengthening our hospitality portfolio with 35 new hotels and serviced residences in the UAE and international markets."

Work has also begun on the first Six Flags theme park in the Middle East. The US\$707mn attraction will cover an area of 185,806 sqm, with an additional 139,354 sqm set aside for future expansion, and has been scheduled to open in Dubai in late 2019. Its developer, Dubai Parks and Resorts, is also behind a huge project set to open in October 2016 that includes three other parks – Motiongate Dubai, Bollywood Parks Dubai and Legoland Dubai.



The region's thirst for large-scale power generation facilities, such as Abu Dhabi's Barakah nuclear power plant, has led to an upsurge in construction activity in the energy sector.

Infrastructure work on the Expo 2020 Dubai site has been scheduled to start this summer, according to the Minister of State for International Cooperation and Director General of Expo 2020 Dubai Bureau, Reem Al Hashimy. Major construction on the expo site is due to be completed about a year before the Opening Ceremony on 20 October 2020.

Meanwhile, in the UAE's capital, a slowdown in the property market has done little to slow down major residential and commercial development announcements, and Abu Dhabi developer Aldar recently reported a nine per cent increase in second-quarter net profits. The company reported profits of US\$178mn during Q2 2016, up from US\$163.6mn last year, on revenues of US\$462.8mn.

"There is still demand in Abu Dhabi for the right product and the right location," remarked Talal al-Dhiyebi, chief development officer at Aldar.

Power and infrastructure

Away from the more glamorous construction projects, infrastructure work and power projects continue to give GCC investors reason to be cheerful.

Construction is ongoing in the power generation sector as demand for power continues to rise across the GCC. A recent report from Research and Markets, *Project Insight - Power Generation Construction Projects in the Middle East and Africa*, found that power generation construction projects in the pipeline within the markets covered by the report have a combined value of US\$876.2bn, with Saudi Arabia having the largest pipeline value of US\$275.5bn.

Meanwhile, the ambitious US\$250bn rail project that will link all six GCC states will, reportedly, go ahead in spite of cutbacks in spending throughout the region due to declining oil prices.

GCC assistant secretary general for economic affairs, Abdullah Bin Juma al-Shibli, remarked earlier this year, "Twelve hundred kilometres of railway will be established. The GCC has pledged ongoing support to this project through partnerships with the private sector."

The new Sheikh Jaber Al-Ahmad Al-Sabah Causeway Project, which will cross the Bay of Kuwait, is an impressive US\$3bn engineering project among a number major infrastructure projects under construction in Kuwait at the moment.

The country has, like many others, cut back on spending in various areas due primarily to lower oil prices. Along with its neighbouring GCC states, however, Kuwait appears to be maintaining a positive approach to construction investment, harnessing the industry's role in ensuring a resilient economic outlook at a time of deep uncertainty in global financial markets. ■

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High economic growth rates and major construction projects are presenting plenty of opportunities to the region's steel industry.
(Photo: Сварка 37/Fotolia)

Steel going strong

Despite the global steel sector enduring a bumpy ride over the past couple of years, the steel market in the Middle East is taking progressive steps, thanks to the support of the region's governments.

It is anticipated that steel consumption in the UAE will grow at a CAGR of eight per cent from 2016 to 2020.

THE LAST TWO years have seen steel production drop worldwide due to a low appetite for the metal from its largest consumer, China. With the Chinese economy growing at its slowest pace for 25 years and steel mills producing at overcapacity, China has been forced to export steel at low prices.

In the Middle East, however, booming construction activity has led to an increasing demand for steel. Steel companies in the Middle East say that the number of upcoming projects in the power, railways and airport sectors, especially in the UAE, Saudi Arabia and Qatar, are acting to encourage an upsurge within the local steel sector.

According to *Metal Bulletin Research*, GCC finished steel consumption rose by 6.1 per cent in 2015. The development of the steel industry in the region has been connected with the recent surge in economic prosperity, and some of the revenues resulting from high oil prices in recent years have been directed towards

investing in and setting up steel projects. Improvements in the price of steel have also encouraged investment in this sector. In addition, the industry has had a guaranteed return, and its export capabilities – as well as its ability to satisfy the increasing needs of domestic markets – mean it has become a very attractive investment.

Steel production in the region, however, remains far below the level of demand in the region, making it one of the major import markets – especially as steel is a major component in buildings, tools, automobiles and appliances.

Middle East steel production is fairly fragmented, but opportunities for the industry abound, as the region invests billions of dollars in projects such as the GCC railway network, major power generation facilities Expo 2020 Dubai and 2022 FIFA World Cup in Qatar.

The UAE

MEED's annual *UAE Outlook Report for 2016* reveals that a recovery in oil prices,

combined with growing public and private sector activity boosted by Dubai's preparations for Expo 2020, will see real GDP growth rise to between four to five per cent a year from 2017-2020, compared with around 3.1 per cent growth this year.

This is one of the core reasons why the UAE's steel demand has grown to make it the largest consumer in the region. It is anticipated that steel consumption in the UAE will grow at a CAGR of eight per cent from 2016 to 2020.

Despite fluctuations in the construction market, demand for steel products in the UAE is stable. In its push for economic diversification, the UAE has put in place plans to take the non-oil sector's contribution to as high as 80 per cent by 2021 through intensive investment in the industrial sector, along with other industries. A consistent policy push and government support are encouraging the steel fabrication industry to expand, upgrade, retro-fit and set up new units, providing a great opportunity for machinery and equipment makers and dealers.

"The UAE is the least affected by low oil prices compared to the other GCC countries, thanks to the diversification policies and increased reliance on the non-oil sector. In fact, the non-oil sector contributes nearly 70 per cent of UAE's GDP. This has had a direct and positive bearing on the steel fabrication sector, which is now an essential cog in the wheel of our economic growth," according to Saif Mohammed Al Midfa, CEO of Expo Centre Sharjah, which is hosting Steel Fab in January 2017.

Liberty House Group, the UK's second biggest steel manufacturer, last year opened Liberty Building Solutions in Jebel Ali, a 465 sqm facility that stocks products for the domestic market. Selling via agent Al Hathboor, up until March this year the Liberty House Group subsidiary pulled off more than US\$4.5mn of orders and US\$3mn of sales, CEO Richard Botting says, as he reiterates the UAE's position within the global steel market. Holding exclusive rights to sell UK-produced Barton Engineering products, the company is selling high-class engineering solutions to clients in the Middle East. "Our projects comprise public infrastructure namely schools, airports, hospitals, malls, places of worship, stadiums and high-rises," Botting explains.

Selling across premium and economic segments, the company is now looking to build its brand in the automobile sector in the UAE. "There is a lot of controlled diversification, but then this market has a

lot to offer," adds Botting. The company plans to expand its Jebel Ali facility within a year to four times its current size.

Bharat Bhatia, CEO of UAE-based steel manufacturing firm Conares, shares Liberty Building Solutions' sentiments. Speaking at The Big 5 in Dubai last year, he said traders in the UAE are keen to buy from local manufacturers in order to save inventory cost and avoid price fluctuation risks.

In an attempt to push for stable steel prices, Emirates Steel, the largest integrated steelmaker in the UAE, warns of the damaging effects of the flow in China's and Turkey's steel to the UAE markets, and calls for protective actions to face the increasing competition and falling prices that it says will affect the UAE's future industrial development plans.

Saudi Arabia

Saudi Arabia topped the Middle East rankings in terms of the production of steel, with a 5.6mn tonnes capacity in 2015, *Al-Riyadh* reported.

The current demand for steel in Saudi Arabia is around 10mn to 12mn tonnes per year (as per end-2015) and demand is set to grow by 19.5 per cent per year against the backdrop of large governmental projects, infrastructure spending, and transportation and housing projects. According to Saudi Arabia Vision 2030, the government is also diversifying the country's economy away from its dependence on oil. In particular, the government is increasing investment in its manufacturing sector, which includes steel fabrication.

Also, as Saudi Arabia is seeking to invest US\$106.6bn in solar energy production in the coming years, energy expert Osama Al-Othman told *Asharq Al-Awsat* newspaper that the country could rely on its local production of steel, cables and other materials to expand its solar energy industry, thus securing local production.

There was a temporary ban on steel exports that coincided with declining demand and rising costs, which caused Saudi Arabian iron factories to suffer significant losses. But in April 2016, the government eased that ban, leading to sighs of relief from local producers.

The Kingdom's leading position among Arab countries in steel production, however, is not enough for its factories to compete with Chinese manufacturers in terms of production. Steel production in Saudi Arabia decreased to 390,000 tonnes in June 2016 from 405,000 tonnes in May of 2016, according to the World Steel Association.

Qatar

The 2022 FIFA World Cup has given Qatar's construction industry a strong impetus and the country has significantly invested in the development of steel and aluminium plants.

According to reports, leading steel producer Qatar Steel achieved a record production of more than one million tonnes of rebar at RM II, the company's ultra-modern rolling mill. Qatar Steel is also looking to upgrade its steel mill in Mesaeeed in order to increase billets production capacity by 30 per cent. Expansions will include importing an electric arc furnace



Sanjeev Gupta, executive chairman of Liberty House Group, says that the UAE is a very positive market for steel. (Photo: Liberty House Group)

with a 95 tonnes capacity and a ladle furnace, also with a 95 tonnes capacity from Siemens, in addition to a unit containing six billet continuous casting lines. The sector is showing signs of positive growth as the existing output serves increased local demand.

Elsewhere in the GCC

Kuwait's rapidly growing population is ensuring that the construction industry remains buoyant. Substantial imminent major construction projects include new hospitals, ports and housing developments, as well as projects planned under the Kuwait Development Plan, which has is providing a roadmap for the construction sector for the coming years.

Kirby Building Systems, which is a subsidiary of Kuwaiti holding group Al Ghanim Industries, is one of the largest pre-engineered steel buildings companies in the world with production sites located in Kuwait, Ras Al Khaimah in the UAE, India and Vietnam. Total production capacity stands at around 400,000 tonnes a year.

In Bahrain, a series of investments have been made since 2008 by Foulath, a holding company focused on the GCC steel industry. It is 50 per cent owned by Gulf Investment Corporation of Kuwait and Qatar Steel has a 25 per cent stake, with the rest of the equity divided among institutional Kuwaiti investors.

Foulath owns three companies in Bahrain: Bahrain Steel, who imports iron ore from Brazil and then converts it into iron ore pellets that are used in steel manufacture; United Stainless Steel Company (USCO), described as the Middle East's first re-roller of stainless steel; and

A consistent policy push and government support are encouraging the steel fabrication industry to expand and upgrade in the UAE.



Despite fluctuations in the construction market, the demand for steel products in the UAE remains stable. (Photo: Blend images/Fotolia)

United Steel Company, a joint venture with Japan's Yamato Kogyo Company who makes steel beams and structural sections. Foulath said that its Bahrain Steel plants would be operating at their full capacity of 11m tonnes per annum in 2016 to meet demand from the GCC's steel industry.

Iran

Iran's gradual re-entry onto the world stage has provided plenty of promise for the global steel industry. According to World Steel Association's (WSA) latest report, the country sits in 12th place among the world's top steel producers, just ahead of Mexico. Iran produced 8.372mn tonnes of crude steel in H2 2015.

According to the WSA, Iran is the largest steel consumer in the Middle East region, with annual steel use of about 18mn metric tonnes.

The socio-economic environment of the country suggests that steel demand is likely to continue growing for a number of years to come. A few of the advantages afforded to Iran's steel industry include the low cost of iron ore production, favourable steel demand and government support for the industry, to name a few, according to Iran's *Financial Tribune*.

Egypt

Last year, Egyptian steel production fell by 40 per cent due to lower steel demand.

Mohamed Hanafy, director of Cairo Chamber of Metallurgical at the Egyptian Industrial Federation, said, "Egypt has an annual production capacity of around nine million tonnes, but in 2015 the factories' output reached roughly 6.8mn tonnes."

However, with the Egyptian government encouraging the use of local steel within the country, the market may soon stabilise. Especially as the country plans to build one million residential homes at a cost of almost US\$20bn over the next five years.

Positive progress

The Middle East steel industry is benefitting from governments pushing through economic reforms focused on the development of core infrastructure, such as power, airports and railways. High economic growth rates also represent an opportunity for those investing in increasing production in the region's steel sectors, as is a surge in demand for machinery, equipment and consumables that require steel. Combined, this is making the Middle East one of the most open and attractive markets for a number of big international steel players. ■



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Current building practice relies upon the traditional 2D or 3D CAD drawings.
(Photo: Autodesk)

How BIM can revolutionise construction design

Suhail Arfath, head of consulting at Autodesk, discusses the future of the Middle East's construction industry while making a case for Building Information Modelling (BIM) for today's time-based projects.

THE MIDDLE EAST region's construction industry is expected to tread cautiously in 2016, particularly when faced with lower oil prices. Government entities and developers are also looking to get to market much quicker than they did in the past, while maintaining budgets and schedules. Amid these factors, industry experts have allayed fears by saying that despite these challenges, construction activity will continue to remain active and continuous – including preparations for several international events that the region will be hosting, such as Expo 2020 Dubai and the 2022 FIFA World Cup in Qatar.

However, according to a study by the Independent Project Analysis Institute, major capital projects worldwide are found to have a 60 per cent failure rate in terms of meeting cost or schedule targets.

Infrastructure projects are complex undertakings, and have been plagued by time delays and cost overruns, resulting from a variety of causes. These challenges include coordination across projects, project team collaboration, and supply chain management, as well as integration. This poor performance has resulted in a stagnation of industry productivity that drives up costs in infrastructure, in an environment with increased financial pressures on those charged with delivering these programmes. This performance gap is even more prevalent in 'Time bound Programmes' like Expo 2020 and 2022 FIFA World Cup than in typical building projects,

where major capital programmes are often larger and more heterogeneous.

To mitigate these risks requires long-term structural change through the participation of stakeholders across the industry, replacing outdated methodologies and driving more collaborative approaches by embracing new technologies and emerging modern techniques in construction, especially the adoption and implementation of building information modeling (BIM) software. BIM enables users to make more informed design decisions, build more efficiently and cost-effectively and manage and maintain buildings with greater ease.

As stated earlier, both Expo 2020 and the 2022 FIFA World Cup have sparked key construction activity in the region. Preparations for these global events come at a maximum includes the construction and development of major infrastructure that has been designed to accommodate a large number of people who will be visiting Dubai and Qatar during these international events. For Expo 2020, as soon as the decision was handed down that Dubai would be hosting the event, preparations were already rolled out to reinforce the region's infrastructure in preparing to host the six-month extravaganza. The event, which follows the theme 'Connecting minds, creating the future', is set to position the emirate as a city of the future. To help do so, Dubai is preparing key projects like the Mohammad Bin Rashid Solar Park, the Dubai Canal Project and Blue Waters Island.

Industry reports have shown that Dubai is expected to deliver housing, entertainment and infrastructure projects worth around US\$81.95bn by Expo 2020. At its peak, the exhibition site, which will be located at Dubai Trade Centre-Jebel Ali, will be able to accommodate up to 300,000 visitors, with the average week-day attendance expected at 153,000. Meanwhile, Qatar is poised to become the first Arab country to host the World Cup, with ambitious plans including the construction of eight stadiums for the event. The stadiums aim to employ cooling technology capable of reducing temperatures within the stadium by up to 20°C. With this in mind, the government has granted a contract worth approximately

BIM is a data repository for building design, construction and maintenance information combined in one convenient model to share with all stakeholders.

US\$851mn to Italian firm Salini Impregilo Group to construct the Al Bayt Al Khor stadium for the 2022 World Cup. With an area covering 200,000 sqm and with a seating capacity of 70,000, the massive stadium is scheduled for completion by September 2018.

Challenges of using traditional CAD drawings

Industry proponents have pointed out that time-bound mega capital projects in the region are expected to be delivered on time, with the highest quality and cost effectiveness. Current building practice relies upon traditional 2D or 3D CAD drawings. Building designs are communicated through dozens or even hundreds of separate, often inconsistent documents. However, CAD documents usually exclude the very information necessary for effective design evaluation and construction, such as bid and contract documents, Bills of Materials (BOMs), timelines, specifications, price lists, installation and maintenance guides, cable lists and labels. Construction experts have realised that this method or process is inefficient to meet tight deadlines and also to address various complexities in time bound capital projects. The following are some typical challenges faced in delivering time bound capital projects when following traditional 2D or 3D CAD drawings:

- Errors and omissions within construction documents
- Lack of collaboration with other project team organisations
- Increased rework/wastage
- Extremely slow client approval cycles
- Cost control and budget management on large complex time bound capital projects
- Environmental impact and challenges that are complex for time bound capital projects

With these challenging deadlines and expectations, the only way projects can move faster and more efficiently is by adopting BIM throughout the complete project lifecycle. Construction experts have described BIM as a digital representation of physical and functional characteristics of a facility. As such it serves as a shared knowledge resource for information about a facility forming a reliable basis for decisions during its life-cycle from inception onward. BIM has been touted as the backbone of new, leaner design and construction methods such as Integrated

Project Delivery (IPD) and Virtual Design and Construction (VDC). This Autodesk pioneered revolutionary concept in construction has the ability to design, construct and operate a building virtually, proving to be an important instrument to increasing productivity while at the same time improving the quality of work.

In addition, BIM will be valuable in developing more sustainable buildings and their related systems. As sustainable design becomes the standard and not the exception, BIM's ability to capture and manipulate large amounts of data related to the built environment will prove to be an invaluable tool.

The benefits of BIM

It should be pointed out that there is more to BIM than drawings. In fact, BIM is a data repository for building design, construction and maintenance information combined in one convenient model to share with all the stakeholders.

As these stakeholders increase their commitment to project success using BIM, they should also profit from BIM combined with IPD, hence modeling and not drawing. Based on what we have just shared, non-

elements of the model create a robust database. The building owner and facility manager can utilise the data within the model during the occupation of the building. Harvesting the information in that database can help everyone be more efficient and also create new opportunities for revenue expansion. Modeling, instead of drawing, is the new paradigm, fostering new cooperation, innovation and building life-cycle savings. Benefits include:

- Enhanced project collaboration and control among stakeholders
- Improved and increased productivity
- Improved project performance and quality
- Faster project delivery
- Reduced wastages
- Reduced construction costs
- New revenue and business opportunities

In conclusion, these are challenging times in the construction market, due to various market forces in play, and leveraging BIM across these mega projects in the region to implement and fast track them will play a significant role in its on-time completion and delivery. This revolutionary design



A single, connected model improves communication within the design and construction teams. (Photo: Autodesk)

use of BIM technology could drastically result in the late completion and delivery of these projects – and lacking the world class quality that it is being constructed to be. As stated before, BIM affords manufacturers, designers and integrators advantages in design efficiency and quality control. A single, connected model improves communication within the design and construction teams and the parametric

solution can help in visualising, analysing and simulating the project lifecycle even before the groundbreaking ceremonies are held. It also ensures that mega time-bound projects like Expo 2020 or 2022 FIFA World Cup are successfully delivered on time, to a high quality and at reduced costs by predicting behavior and challenges, and thus minimising changes at the later stages of the product lifecycle. ■

Doosan expands range of small portable compressor

The 7/53 HA portable compressor is the latest addition to Doosan's small portable compressor range.

THE PORTABLE COMPRESSOR range from Doosan Portable Power, among the most comprehensive available to customers throughout the Middle East and Africa, includes a selection of small Stage IIIA/Tier 3 models, including the 7/20 and the high ambient 7/26E HA, 7/31E HA, 7/41 HA and 7/53 HA models, with free air deliveries from 2.0-5.0 m³/min (70-177 cfm) and a rated operating pressure of 7 bar (100 psi).

Doosan has targeted these small compressors at a wide range of applications in plant hire, construction and general industry, including standard pressure applications, such as powering breakers and tools in road repair, demolition and refurbishment.

Built to withstand the tough conditions, these small portable compressors can be equipped with a 'bundled base' option for environmental safety, providing a fully contained base that ensures all operating fluids, whether its fuel, oil or water, stay within the compressor unit.

The 7/26E HA, 7/31E HA, 7/41 HA and 7/53 HA models offer a number of options, including an integral 6 kVA generator, which increases compressor flexibility by supplying electrical output in addition to compressed air. As a result, electric tools or other electrical equipment such as lights and fusion welding systems can be run in parallel with pneumatic equipment.

The new 7/53 HA portable compressor is the latest addition to the range, replacing the previous 7/51 HA model. The compressor has been redesigned by Doosan so that it remains in the Stage IIIA category, avoiding the need to transition to meet Stage IIIB regulations and ensuring it is ideal for use in the Middle East market.

The 7/53 HA model supplies 5.0 m³/min (177 cfm) of compressed air and is powered by the 4-cylinder mechanical turbo-charged Yanmar liquid-cooled 4TNV84T-BMDP engine producing 36 kW (49 HP) of power at



The new 7/53 HA portable compressor from Doosan.

2,600 rpm. It can be supplied with a range of running gear options to meet local market requirements, which can also be replaced with a permanent metal support, typically ordered when the compressor is to be truck-mounted.

The new compressor offers a reduced size, with a length of 3,389 mm in the fixed height, running gear version and a min/max

height of 3,520/3,770 mm with adjustable height running gear. It has a width of 1,432 mm, a height of 1,301 mm and additional new features include integral forklift slots and increased fuel autonomy.

All areas of the model have been designed to ease the inspection, maintenance and repair of the compressor, with Doosan stating that service intervals for several components have been extended to increase uptime and reduce maintenance costs. The compressor also incorporates a new spin-on separation element that Doosan said would further reduce service time.

It features a simple key-start sequence, with a control panel offering an open layout of instruments and warning indicators. A folding lift bail reduces the risk of theft by keeping the lifting eye within the compressor enclosure and a built-in toolbox compartment offers ample storage space.

The small compressor range is part of a complete line of portable compressors from Doosan Portable Power comprising 24 different models. ■

Doosan has targeted these small compressors at a wide range of applications in plant hire, construction and general industry.

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“In a region where business downtime is not acceptable, this solution offers operators peace of mind and greater control over their assets.”

Benoit Dubarle – president, Gulf countries and Pakistan at Schneider Electric

ENERGY MANAGEMENT AND automation specialists Schneider Electric has launched Gutor PXC, a standardised, fully-industrial uninterruptible power supply (UPS) for harsh environments, in the Gulf region.

Designed with rugged and outdoor settings in mind, such as oil and gas, marine and construction sites that face extreme temperatures, Gutor PXC protects critical equipment and industrial applications from damage due to power outages, surges, and spikes, while also providing short-term battery power during an outage.

Users such as facility managers, engineers and contractors have the ability to deploy a turnkey solution in a dramatically shorter time frame and at a lower cost, according to Schneider Electric.

“In today’s industrial infrastructure environment there exists a whole range of mission critical systems that need secure and reliable power protection against the electrical effects of harsh elements, for example, oil rigs where emergency shutdown or sprinkler systems are required during an unexpected disaster,” said Benoit Dubarle – president, Gulf countries and Pakistan at Schneider Electric.

“The Gutor PXC provides the utmost reliability, safety and efficiency to protect critical equipment in remote and rugged condition. In a region where business downtime is not acceptable, this solution offers operators peace of mind and greater control over their assets.”

Via its new solution, Schneider Electric claims to be bridging the product gap between industrial UPS for soft environments and customised UPS solutions for harsh environments.

The Gutor PXC offers a standardised and flexible design, available in a range of configurations to suit a variety of rugged operating environments. Schneider Electric said that users would benefit from reduced engineering-to-order lead time (from 18-20 weeks to 6-8 weeks) and lower cost expenditure.

Other key features and benefits of the Gutor PXC include a high operating temperature of up to 55°C, an integrated seismic compliance comprising an all-steel enclosures able to withstand vibrations up to 1Gm, and an embedded dust filter. ■



Available across the Gulf region, Gutor PXC protects critical equipment and industrial applications from damage due to power outages, surges and spikes, while providing short term battery power during an outage.



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Dig this: positive times ahead for the stone market

In a move to create more sustainable buildings, companies throughout the GCC are leaving no stone unturned in sourcing the best quality materials from across the globe.

LOWER OIL PRICES have not greatly affected the progress of infrastructural projects in the GCC. That said, the regional stone industry has great potential to develop over the next three to five years, according to international experts. The natural stone market is booming as there are an estimated 60,000 construction projects at concept, design or tender stage in the region, worth US\$3 trillion, placing it among the most active markets globally. According to experts at Middle East Stone 2016, the region demands high-quality stone products that offer both beauty and durability. Stone and ceramics are basic building materials used in construction and contribute a significant percentage towards total project values in the region, according to a Ventures Onsite report.

Stone products constitute between and 10 per cent of a building project's value at fit-out stage. The percentage of project value spent on stone products varies according to building project type, such as residential, commercial, hospitality, retail, medical, education and mixed-use projects.

There are two main types of building stone used — dimension and decorative. Dimension stone is often quarried and prepared in blocks, according to standard specifications, and can be used without much processing, whereas decorative stone is quarried and later cut, or carved, to improve its appearance. Decorative stone is more often used in interior construction for decoration and monuments, than as a standard building material.

Speaking with *Technical Review Middle East*, Francesco Pettenon, managing director of FILA Surface Care Solutions, said that Q3 2016 would see the stone industry getting back on track as oil prices rebound somewhat, meaning governments will start investing in big projects again and the private sector will follow the trend.

"Natural stones have always been synonymous with beauty and luxury and



The GCC region demands high-quality stone products that offer both beauty and durability. (Photo: Monicore/Pixabay)

enhance projects that use them, whether commercial or residential," he said.

"The look of marble, limestone, sandstone and granite makes them more attractive, which is leading to their popularity and growth in the GCC. An example is at the Hamad International Airport in Doha where more than 28 different types of natural stones have been used to create a look of luxury and magnificence."

There is also a noticeable growth in tile and ceramic products and this can be explained by the latest innovations in tile design, Pettenon added.

Frost & Sullivan analysis forecasts that US\$4.3 trillion will be spent on the construction sector in the GCC over the next 10 years. Hence, the tiles market in the GCC is expected to witness a positive trend and manufacturers are expected to give equal attention to exports and local markets.

Although usage of dimension stone is limited in the GCC, there is an increasing interest, especially from projects that aim to be LEED certified. Dimension stone, which is inherently earth-friendly, has a higher advantage over steel, concrete, glass and laminated plastics that have energy-intensive manufacturing process and create significant air and water pollution. Dimension stone has certain attributes such as recyclability,

durability and ease of maintenance, which makes it an environmentally-friendly product. As demand for green buildings increases, ceramic tile manufacturers are also starting to manufacture tiles from recycled materials. Key manufacturers of ceramic and porcelain tiles in the Middle East have introduced a variety of green products that can improve the environmental quality of buildings.

The Ventures Onsite report added that the stone market size reached US\$5.4bn in 2015 in the GCC. With a share of 47 per cent, Saudi Arabia with its largest growing construction market is the largest market for marble and stone, followed by the UAE with a share of 31 per cent in 2014. Qatar is the third largest with an 11 per cent share, followed by Kuwait, Oman and Bahrain with five per cent, four per cent and two per cent shares respectively.

"For us, the largest construction stone market in the region is the UAE, where we have witnessed constant growth, followed by Qatar," Pettenon stated.

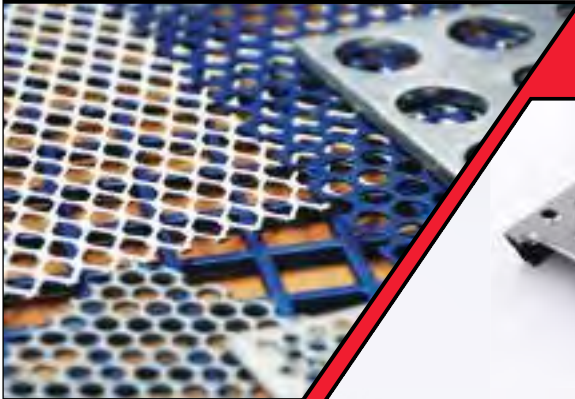
"We have also recently seen a noticeable increase in Kuwait, and with Iran soon being able to import stones and chemicals from abroad, we are expecting it to be an important player very soon, as the local market there is massive." ■



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Manoeuvring through tough terrains

With new and improved features for construction machinery, Volvo Trucks is inching towards efficient transportation.

Despite challenging economic conditions in the second part of 2015, Volvo Trucks saw its sales rise across most of its Middle East markets. (Photo: Volvo Trucks)

AS CONSTRUCTION CONTINUES to progress slowly, but surely, in the Middle East, Swedish premium heavy construction machinery maker Volvo Trucks has brought to the fore multiple new features for the heavy machinery sector, which helps improve both efficiency and productivity.

New and improved I-Shift

The new I-Shift with crawler gears addresses the issue of startability in heavy vehicles. A further development of Volvo Trucks' I-Shift automated transmission, the new gears provide exceptional startability for trucks carrying heavy loads. Providing crawler functionality for concrete mixers with curb-pouring capability, asphalt paving and other low-speed tasks, as well as improved startability for heavy haul, the new version of I-Shift has added two new

crawler gears. This means, among other things, that the truck can move from standstill position and transport a gross combination weight (GCW) of up to 325 tonnes, from earlier 200 tonnes, and can be hauled up to eight per cent slope.

"I-Shift with crawler gears offers new scope for heavy trucks with automated transmission to regulate their speed when moving slowly and reversing," says Peter Hardin, product manager FM and FMX.

With the new crawler gears, the truck can drive at speeds as low as 0.5-2 km/h. This also helps precision manoeuvres such as in construction and maintenance tasks.

Crawler gears also offer considerable flexibility and the possibility of improved fuel economy.

"I-Shift with crawler gears makes it possible to start off from standstill in extreme situations. Combining them with a

suitable rear axle ratio that optimises engine revs at high speeds results in lower fuel consumption on the highway. This is of significant benefit," says Hardin. I-Shift with crawler gears is available for Volvo Trucks' 13- and 16-litre engines in the Volvo FM, Volvo FMX, Volvo FH and Volvo FH16

"From the launch until 2016, I-Shift gears sales have risen by 92 per cent and we want to keep numbers that way," says Jonas Nordqvist, product features manager, to which Per Forsberg, acting V-P, Commercial Trucks, adds, "With the new F generation transmission, we can now add an additional 125 tonnes of weight. We are introducing the gears in all F generation trucks counter shaft brakes that are used to synchronise the speeds between the shafts in the transmission. The next update is taking dual clutch to the next level."

With production beginning back in June 2016, the new F generation complies with Euro III to Euro VI standards.

Crawler gears are advantageous for a region like the Middle East that has soft ground. At a Volvo Trucks' demonstration at its facilities in Gothenburg, Sweden, Robert Celec, product manager of FH and FH16, explained, "When you are in the soft ground, the wheels dig down in the soil and

Although the new version of I-Shift may steal the show, other recent inclusions in Volvo trucks have also created a stir in the construction market worldwide.



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then the rolling resistance gets very high. With crawler gears, it gets the necessary power to lower the friction and start slowly.”

Although the new version of I-Shift may steal the show, other recent inclusions in Volvo’s trucks have also created a stir in the construction market worldwide.

In 2013, Volvo FMX introduced Volvo Dynamic Steering and improved on this in 2015. The new series of solutions enable drivers operating in tough conditions to perform their tasks efficiently.

Volvo dynamic steering

Volvo dynamic steering is now available on trucks with dual front axles, a common configuration in construction operation. Since such trucks often carry heavy loads, the benefits of dynamic steering are huge. In addition to far lower turning resistance at low speeds, the steering wheel returns automatically to the straight-ahead position after full lock, cutting out the need for added effort in close-quarter manoeuvring and saving the driver both time and energy.

First with automatic all-wheel drive

Volvo Trucks is the first truck manufacturer to offer automatic engagement of all-wheel drive on construction trucks. The automatic traction control (ATC) function activates the front wheel drive when the rear wheels lose traction on slippery or soft ground. Benefits also include improved manoeuvrability, lower fuel consumption and less wear and tear on the truck.

ATC is now standard in the Volvo FMX with driven front axle, and is already being used by Volvo Construction Equipment in their articulated haulers.

Increased front axle loads

Volvo’s heavy duty trucks with dual front axles increase the maximum technical capacity from 18 to 20 tonnes. This improves productivity and adds flexibility. The extra load capacity translates directly into profit for businesses. On a four-axle truck with a gross weight of 32 tonnes the load bed is also longer and there is greater flexibility where to place a load such as gravel in a tipper body. This means maximum load is reached more quickly when loading. Higher load capacity above the front axles also permits a greater variety of crane configurations and allows other applications with considerable weight on the front axles.

In order to meet the demand for heavier applications both on highways and in construction, Volvo Trucks is now launching factory-built five-axle combinations.



Volvo Group CEO Martin Lundstedt at the Demo Centre in Gothenburg, Sweden. (Photo: Technical Review Middle East)

The two front axles permit up to 20 tonnes maximum load and the three rear axles can handle up to 36 tonnes. This solution is also suitable for concrete pumps and large crane trucks that need uniform axle load distribution.

Electronic brake system (EBS)

The system’s electronics give access to a range of intelligent functions such as hill start aid for better control on steep gradients. Safety is, thus, improved due to the integration of engine braking and retarder function — brake blending. EBS, in combination with drum brakes, also offers access to Volvo dynamic steering and more efficient gear changes since I-Shift obtains some of its features from the EBS.

“These new features, in combination with our completely updated product range, set a new standard of what a construction truck can deliver,” according to Volvo Trucks’ V-P.

Tandem axle lifts

Volvo Trucks has launched the tandem axle lift designed for heavy duty transports with loads being carried one way like in construction and bulk cargo operations.

“With tandem axle lift, the second driven axle can be disengaged and its wheels raised off the road when the truck is driven empty. Driving with the second driven axle raised saves up to four per cent in fuel compared with having all the axles lowered,” Celec explains, adding that this is perfect for transports where ground conditions or gross vehicle weights demand a tandem-drive

truck, but where the vehicle returns empty or lightly loaded in the opposite direction.

“On slippery or soft surfaces, the driver can increase pressure on the first axle by raising the second driven axle, which results in better grip and reduces the risk of getting stuck,” adds Celec.

Tandem Axle Lift is available for the Volvo FM, Volvo FMX, Volvo FH and Volvo FH16.

Even as Volvo Trucks continues to innovate and improvise its products, the current market conditions in the Middle East are not as buoyant as expected.

Forsberg explains, “Volvo Trucks has great products with customised modifications for every market. The Middle East is and will remain an important market for Volvo Trucks and we have all eyes on Iran now. However, Saudi Arabia is our biggest market.

“At the moment, the Middle East market is quite low but the trends we see is that clients are looking more into total cost of operation. In Middle East, the vehicles cost more because of the demand for automatic trucks. The good news, however, is that there are more professional operations that are just not looking at the purchase price of the vehicle, but the total cost of operation. In this regard, Volvo Trucks is totally competitive,” he adds.

He also points out, however, that the majority of the clients in the Middle East are conservative in their approach to buying machinery. Which is why, he reiterates, that although it is tough to change mindsets, it is not impossible with the cost-effective features Volvo Trucks has to offer. ■

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New Stralis model launched by Iveco

Italian commercial truck manufacturer Iveco launches gas-powered truck model at industry event in Madrid.

The new Stralis from Iveco was launched at an event in Madrid, Spain, in June. (Photo: Iveco)

IVECO IS HAILING a major step forward for natural gas-powered trucks with the launch of its new Stralis model, claimed to be the first of its kind to be specially designed for long haul operations and “the most sustainable transport truck ever”.

The venue for the roll-out on 15 June was the company’s plant on the eastern outskirts of Spanish capital Madrid, where the vehicles will be built.

Capable of running on condensed or liquid natural gas (LNG) or a blend of the two, the new Stralis features a revamped engine, the Cursor 9 Natural Power Euro VI, which the company says will deliver 400 hp

“Iveco is taking gas trucks out of the niche market dimension and into that of a volume market”

Iveco president Pierre Lahutte

and 1,700 Nm torque, matching the performance of diesel equivalents and 17 per cent better than its best gas competitor.

Upgrades to previous motors include re-profiled intake ports to increase fuel economy, modifications to injectors and rail to give greater fuel injection pressure, and a new three-way catalyst to reduce noise and consumption.

It also has a 12 speed automated Hi-Tronix gearbox, a first for a natural gas-powered truck, which will improve driving comfort as well as consumption, the company adds.

This will help give the new Stralis trucks a maximum range of up to 1,500 km for the LNG-only version, with the added advantage of offering clean and quiet operating when it comes to driving through and delivering in urban areas.

The driver sits in a Hi-Way cab, first used on its predecessor, the Stralis Hi-Way, which was launched in 2012 and chosen as “International Truck of the Year” the following year.

Brand president Pierre Lahutte says Iveco had been a pioneer of natural gas use in 1991, and now had more than 15,000 vehicles, including vans and buses, operating in Europe.

“The new Stralis NP (for Natural Power) builds on Iveco’s extensive experience. It is

the first long haul gas truck that offers an alternative to diesel and the most sustainable long distance transport truck ever,” Lahutte notes.

With a complete redesign of the driveline, the new Stralis should achieve fuel savings of up to 11 per cent on top of a 5.6 per cent saving on overall operating costs (TOC), he adds.

“Iveco is taking gas trucks out of the niche market dimension and into that of a volume market,” added Lahutte. “This is the most fuel-efficient and reliable truck the market has ever seen. It is the only gas vehicle that provides a real alternative to diesel.”

Among the vehicle’s features are an integrated hydraulic retarder, a hill-holder and Adaptive Cruise Control (ACC) as standard. It comes fitted with Michelin X Line Energy Tyres, the first to receive a European Union regulatory Triple A rating for rolling resistance.

This will enable customers to “opt for the market’s first heavy truck tyre range to earn an A rating for rolling resistance on every axle,” says Iveco.

In addition, the long haul 480XP and 570XP versions incorporate the Smart EGR system which harnesses a small amount of exhaust gas to allow an earlier start of injection and further help in reducing fuel consumption. ■



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Briefly

Paroc presents PAROC Hvac Section AluCoat T

PAROC, ONE OF Europe's leading manufacturers of energy-efficient insulation solutions, has launched PAROC Hvac Section AluCoat T.

Designed for demanding conditions, the product aims to meet a number of requirements for a working installation, ensuring properly designed and insulated HVAC installations serving as one of the foundations of sustainable and energy-efficient building.



According to Paroc, the PAROC Hvac Section AluCoat T is quick and easy to install.

PAROC Hvac Section AluCoat T, a non-combustible stone wool pipe section clad with an additional layer of reinforced aluminium foil facing and tape in the longitudinal seam. It is intended for thermal and condensation insulation of heating, hot and cold water, steam and air-conditioning ducts and flues.

"Thanks to low thermal conductivity, the product helps builders and engineers to minimise energy loss and enhance the efficiency in installations for an entire period of their use," the company stated. "The pipe section clad with a layer of aluminium foil effectively protects all metal surfaces of pipes against water condensation."

PAROC Hvac Section AluCoat T has been classified with A2L-s1, d0 reaction to fire class corresponding with the "non-combustible material" classification, meeting requirements set out for technical insulations of installations.

According to its manufacturer, the product can be characterised by its high mechanical strength. It features stone wool pipe sections clad with a reinforced aluminium layer do not settle over time. The product maintains its thickness and performance parameters for the lifetime of the installation.

Portacool notes opportunities for HVAC firms

COOLING SOLUTIONS SPECIALISTS Portacool LLC is forecasting double-digit growth for sales of evaporative cooling solutions in the Middle East.

Pointing to a study that suggested that higher average temperatures and a greater number of hot days would create an environment of increased safety risks and lower productivity, the US-based company has highlighted opportunities for growth as the region's governments increase their focus on promoting sustainability and continue to invest in construction and infrastructure projects.

The company called on the HVAC industry to play a more active role in keeping up with evolving markets in the GCC that are demanding more efficient and economic modes of cooling.

"Qatar's construction pipeline remains robust, leading to more labourers coming to the region to provide the necessary manpower to help build high-rises, roads and mega-construction projects," said Bob Mangiaforte, VP of sales at Portacool LLC.

"Despite efforts to incorporate elements of natural cooling into buildings and architecture, the prevalent cooling trends remain firmly within the HVAC sphere. The implications on safety, productivity, man hours lost and costs all play a role. Studies have shown that when excessive perspiration occurs, body fluids are lost and worker productivity can suffer by up to 12 per cent. This results can be damning for both the individuals and companies."

Portacool said that companies that offer evaporative cooling solutions can help keep working environments cool and keep workers



Portacool LLC, has called on the HVAC industry to play a bigger role in ensuring the safety of the region's construction workers throughout the summer months.

more hydrated, aiding efficiency and productivity at construction sites.

Simon A. Nehme, chief business development officer at industrial solutions provider Nehmeh, who teamed up with Portacool to provide cooling solutions on the New Doha International Airport project, said, "We were able to contribute to the successful construction of the New Doha International Airport, by working with contractors to provide comfortable environments for labourers."

"We were able to deliver more than 130 Portacool portable evaporative coolers to support our customer – in this case the contractors at the airport – to succeed in achieving their milestones."

In Qatar, workers are not allowed to work when the temperature reaches 50°C, and worker productivity has been proven to be significantly affected by temperatures exceeding 33°C.

Dubai's Empower signs district cooling deal with Nakheel

EMIRATES CENTRAL COOLING Systems Corporation (Empower) has signed a contract with Nakheel worth a total of AED1.8bn (US\$490mn) to provide district cooling services to two developments in Dubai.

Empower will build up to six cooling plants in the two locations – Jumeirah Village Circle and

Jumeirah Village Triangle – in order to provide 260,000 refrigeration tons (RT) for more than 400 buildings.

The project has been divided into several phases and Empower will aim to produce 30,000 RT by Q4 2016.

Empower CEO HE Ahmad Bin Shafar commented, "Over the past few years, we saw a dramatic expansion that made us the largest global provider in terms of capacity. However, this did not cool down our ambition, so we started a new strategy this year and signed series of agreements."

"The next stage will see several partnerships and agreements in response to the wide demand for district cooling services."

Empower currently operates more than 1.1mn RT and has provided district cooling services to a number of major Dubai developments in various areas of the city, including Business Bay, Jumeirah Beach Residence, Dubai International Financial Centre and Palm Jumeirah.



(From L-R) Nakheel CEO Sanjay Manchanda, Nakheel chairman H.E Ali Rashid Lootah and Empower CEO HE Ahmad Bin Shafar at the deal's signing ceremony.



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Internet of all things logistics

Interaction between logistical units is being steadily moved to a highly digitised and automated environment, the latest of which involve dedicated apps. Sejal Bhat reports.

WE'VE COME A long way since the early days of technology where the only semblance of communicating with a device from a distance was to prod knobs on the 'telly' with a long stick. Today, most communication between us and our smart gadgets is wireless.

The latest form of communication technology focuses on the interaction between these gadgets with as little input as possible from humans, creating a seemingly intuitive space with gadgets directly interacting with each other – popularly known as the 'Internet of Things'. The developments in this field have shown potential usage in various industries by tying together the mechanisms involved with bare manual intervention. One of the latest areas of entry is logistics.

This development has extended to the storage and picking areas of commercial, industrial and service companies which fall under logistics, one of the largest networked sectors in the market. Smartphones and tablets have now made their way into this world as well, supporting a host of processes. "We are currently seeing increasing use of mobile terminals among our customers," says Volker Welsche, head of sales for Germany at psb intralogistics. He adds that there is a particular focus placed on applications that are optimised for mobile terminals and used on desktops at the same time which he believes are easy to adapt to the specificities of various projects. This comes in handy as it makes the applications flexible on the platform that they might be used on. "Easy adaptability is particularly important throughout the systems' duration of use as intralogistics systems often have to be adapted to account for changing business processes at points throughout their long life span," says Welsch.

Pallets, the structural foundation of a unit load which allow handling and storage



Logistics are the latest to welcome smart gadgets for a more automated experience. (Photo: ake1150/Fotolia)

efficiencies, are an essential part of this industry. Until now, in the case of a pallet exchange, they had to be manually recorded and checked off if the exchange was to be documented. Fraunhofer Institute for Material Flow and Logistics (IML) and the European Pallet Association (EPAL) have developed the PalletCheck Express app, which automates the process, thus saving time, reducing costs and ensuring users do not have to write off as many pallets.

The idea was born from research project MoVET by IML who then developed it further with EPAL. The final app, available on Google Play is only available in a few German-speaking countries at the moment.

All the user has to do is take a picture of the stack of pallets, which the app then

“Intralogistics systems often have to be adapted to account for changing business processes during their lifespan.”

counts, while creating an exchange document and sending it automatically via email. It also contains the time and location of the applicable exchange procedure. This cuts down the time and ease of the operation considerably.

But pallet exchange is not the only side of logistics that has been touched by growing advancement in communications technology. Hamburg-based intralogistics provider Jungheinrich has developed two applications – a logistics guide and a warehouse navigation app – that can also be found on Google Play, Windows Store and the iTunes Store.

With the logistics guide, it provides the customers with the appropriate pallet truck, forklift, picker or tow tractor for any operation – as a new vehicle, as a second-hand truck or for rent. In the warehouse navigation application, there are 600 vehicles to choose from along with shelving systems, batteries, charging devices, other accessories and services.

Another software package, KiSoft Scada from Knapp improves system monitoring. It provides simple information and testing aids for remedying problems only using vector graphics. All these apps simplify user experience in logistics by a large extent while also eliminating the majority of risks born out of human error. ■

Promoting sustainable urban planning

Dr. Ioannis Spanos, senior sustainability manager at KEO International Consultants, and a speaker at upcoming Big 5 Kuwait, explores the wealth of business opportunities to be explored through green buildings and sustainable urban planning.

ACCORDING TO DR. Ioannis Spanos, “Sustainability is not just about providing something that is ‘green’: it is about providing a product of a better quality and a higher value. Good sustainability design improves residents’ quality of life and makes sustainable buildings more desirable.”

The advantages associated with green building are manifold. Looking at the global commercial real estate market, sustainable buildings hold the highest occupancy rate while scoring higher rents to the benefit of their developers.

“On top of that, green buildings are good for the environment,” remarks Dr. Spanos.

For the development of truly sustainable cities, however, proper urban planning is paramount: “A building cannot operate in a sustainable way if surrounding facilities do not support its functions,” he warns. The design of street blocks can reduce energy consumption and cooling; the design of good roads can shrink distance travelled and commuting delays; correctly designed pedestrian and bicycle paths can limit the number of cars, making individuals more active; parks correctly placed in the urban-scape can provide elements of relaxation during stressful days.

“All of these urban planning elements improve and contribute to a building’s sustainability rate. Most importantly, they provide the foundation for sustainable buildings and a sustainable living,” Dr. Spanos remarks.

Dr. Spanos has no doubt about it: in the future, individuals residing in sustainable cities will be happier, with a higher life satisfaction rating.

“Not only will sustainability provide financial, social and environmental benefits: sustainable, smart cities will be able to do more with less,” he notes.

While more new buildings are designed to incorporate energy efficient solutions, industry experts are researching and developing innovative ways to increase sustainability in older, existing buildings.

In Kuwait, according to Dr. Spanos, “If the buildings are low rise, then external insulation may be an option. This will have a triple benefit: reduce heat losses, reduce air leakage and stop any water penetration.”



Dr. Ioannis Spanos, senior sustainability manager at KEO International Consultants, will present a seminar on the final day of Big 5 Kuwait 2016.

High-rise buildings present bigger challenges, being extremely difficult to insulate existing walls, however, “insulation is just a portion of potential energy efficient measures”.

According to the Big 5 Kuwait 2016 speaker, “Nowadays, LED lighting at the cost of the fluorescence tubes, and fans of air handling units can consume 30 per cent less of what they used to consume 15 years ago, while the efficiency of chillers has also increased dramatically.

“If any equipment is planned to be changed, then it makes a lot of sense to go for the most efficient option.

“Finally, the most cost effective solution with an immediate benefit is improving the facilities’ management, with studies demonstrating that buildings are currently wasting five to 10 per cent of their energy due to a lack of appropriate management,” he adds.

The integration of photovoltaic panels is another option when it comes to increasing a building’s sustainability rate. In Kuwait, Dr. Spanos recommends developing small-scale projects on the roofs of public sector buildings first. Here, in fact, installation costs can be kept low, energy can be used within the same facility and the overall financial benefit can return directly to the public.

In order to also support the diffusion of photovoltaic integration among private individuals, Dr. Spanos calls for the development of large-scale financially attractive plans. Indeed, investments in green building technologies and sustainable innovations are fundamental.

“Today, one of the biggest business opportunities in Kuwait’s construction industry is the development of sustainable projects, which will last for a long time providing a space where people will want to work and live,” he says. According to Dr. Spanos, stakeholders and developers are increasingly aware of the benefits of sustainability, however, there remains a long way to go to fully implement sustainable best practices in the local design and construction industry.

“Sustainable building techniques and materials have been tested globally, and their benefits proved,” says Dr. Spanos, who adds that in order for sustainability to be fully integrated in the GCC construction landscape, “contracts and design delivery should move forward to the construction process silos and produce a more coherent approach to the design and development of projects”.

As the experience in the Western world and China demonstrates, “if zero energy buildings are designed correctly, additional costs may be very small against the overall value and payback of the final product”. ■

Dr. Spanos will deliver a presentation on “Developing a project management approach to the design of net zero energy buildings”, at Big 5 Kuwait 2016 on September 27, as part of the show’s first dedicated Sustainability Day. The Big 5 Kuwait will take place at Kuwait International Fair from 25-27 September 2016.

www.big5kuwait.com

Optimism about growth at Project Qatar

Qatar's premier building exhibition reports a large increase in visitor numbers as the country's construction industry aims to deliver in time for the 2022 FIFA World Cup.

PROJECT QATAR 2016, held in May at Doha Exhibition and Convention Center, proved to be a success as its organisers reported a 36 per cent increase in visitor numbers on last year's event.

Scott Nichols, business development manager – MENA and laboratory technical manager for CTL Group Qatar, described the exhibition as “a wonderful show”. He said there are “a lot of opportunities” in the Qatari construction sector and said that the growth was a reflection of the general economy in Qatar, rather than simply a boom that stems from the 2022 FIFA World Cup.

Nichols described Qatar as a “very, very good, developing economic engine”, adding that CTL Group's focus on standards, training and certification for construction projects and workers is becoming more important to the country's authorities. Qatar is “headed in that direction”, he said when asked about the introduction of high-quality building standards and the growing emphasis on ensuring workers on construction projects are properly trained and accredited.

Jijin Nair, assistant sales manager for Al Maamoura Lifts and Escalators, which manufactures lifts for high-end clients, reiterated Nichols' optimism, telling *Technical Review Middle East* that Qatar is where virtually all of its business takes place.

However, BR Gururaj, head of business development for Maxmech Equipments, an Indian-based concrete technology company, was more circumspect about prospects at Project Qatar. While he acknowledged that infrastructure development has been booming in Qatar, he said that he was looking further afield to Saudi Arabia, Kuwait and Oman for more Middle Eastern opportunities.

“On paper, Saudi looks the most promising,” Gururaj told *Technical Review Middle East*, adding that he has been doing business in Oman, but that the political situation and low oil prices have led to some projects being put on hold.



HE Sheikh Ahmed bin Jassim Al Thani, Minister of Economy and Commerce, opened the 2016 edition of Project Qatar, held at Doha Exhibition and Convention Center.

Another company that has shifted its focus is Vortex Trading, manufacturers of Le Natura-brand luxury flooring. Moharem Khattab, marketing manager for the Doha-based company, said that in Qatar the company has been targeting high net worth customers and residential projects rather than larger public works projects. Despite this, he said that Qatari customers are “very intelligent” when it comes to appreciating high-end building materials and that the current spate of five-star hotels under construction in the lead-up to the 2022 FIFA World Cup should create more opportunities over the next year.

A highlight of the exhibition was the B2B matchmaking platform, which brought professionals from the same sectors together to discuss trends in the construction industry with experts and policy-makers. Martin Castle, group commercial manager of Gulf Contracting Company was impressed with the platform, noting that he had the opportunity to “network with major officials and policy-makers from Qatar and abroad” as well as exploring new products and innovations in the construction industry.

Site tours and workshops also played important roles in the success of the 2016 edition of the event. One of the site tours took in the Hamad New Port Project, one of the world's largest greenfield port developments at 26.5 sq km. Paolo Mastromauro, manager

of Eurostone Italy, described the projects that were covered by the site tours and opportunities to network at an international level as “the future of Qatar” and “essential for international industry leaders to explore the outstanding development of [Qatar's] infrastructure projects”.

Other site tours included Lusail City, a coastal development in the municipality of Al Daayen, which is slated to include residential areas, marinas, island resorts, retail development, leisure facilities, a golf course community and entertainment districts.

The Project Qatar workshop series covered a wide range of topics, with sessions covering product testing, the role of solar energy in the construction sector, general structural analysis system (GSAS) awareness, winning tenders, sustainable smart cities, project analytics training, HSE awareness and the properties of local unbound road materials.

Three other conferences were also held concurrently with Project Qatar. The third annual Lighting Tech Qatar discussed balancing design, engineering, compliance and incorporation of developing technologies to meet the challenges of Qatar's lighting industry. Qatar Stone Tech 2016, the fifth international stone and stone technology show and Heavy Max 2016, the 13th international exhibition for heavy machinery also took place alongside Project Qatar. ■

MEC and PMV looks to build on 2015's success

With infrastructure investment on the rise once again, Dubai trade event Middle East Concrete and PMV Live will aim to help exhibitors and visitors capitalise on business opportunities and prospects throughout the region.

WITH THE TOTAL value of planned projects in the GCC standing at US\$2 trillion, according to a recent Deloitte report, Middle East Concrete (MEC) and PMV Live (PMV) will attempt to showcase opportunities for exhibitors and visitors when the event returns to Dubai World Trade Centre on 21-24 November 2016.

MEC and PMV will look to build on a successful 2015 edition, which saw participation of 32,792 visitors from 134 countries, and more than 400 exhibiting companies and 200 media attendees.

The event will offer the latest information on opportunities that have arisen thanks to major construction projects announcements in the region, including Dubai Expo 2020 and the 2022 FIFA World Cup in Qatar, both of which have heavily boosted local infrastructure developments and have led to increasing demands for concrete and related products, plant machinery and vehicles.

Along with these global events, numerous megaprojects have also been

“PMV and MEC is a strategic and unmissable platform for the construction industry throughout the region.”

Nathan Waugh, portfolio director of the construction division at dmg events



More than 32,700 visitors attended MEC and PMV Live in 2015.

announced in recent years, and the Middle East's largest infrastructure and construction machinery event, MEC and PMV, will bring together major regional and international construction industry players, where they will have the opportunity to capitalise on prospects that have arisen from these announcements.

Governments throughout the Gulf region have been increasing their focus on economic diversification, which is translating into the construction sector's renewed impetus as it accounts for 52 per cent of the US\$2 trillion projects in the pipeline, according to the Deloitte report. Construction is followed by transport, which is responsible for 19 per cent of proposed projects, and the power sector, which accounts for 11 per cent of all future projects.

Organised by dmg events Middle East, Asia & Africa, an international exhibition company and wholly-owned subsidiary of the Daily Mail and General Trust plc (DMGT), PMV and MEC is co-located with leading construction materials exhibition The Big 5 Dubai and this year the event

looks set to be bigger than ever before, featuring more indoor and outdoor space, and a new floor plan that will take advantage of the newly constructed Za'abeel Halls 4, 5 and 6.

According to dmg events, last year's event saw exhibiting companies close deals worth approximately US\$3mn throughout the show.

“This figure is tangible proof of the event's effectiveness in facilitating access to huge market opportunities, while being a strategic and unmissable platform for the construction industry throughout the region,” said Nathan Waugh, portfolio director of the construction division at dmg events.

According to a MEED forecast, contract awards for 2016 currently stands at US\$140bn, with the UAE and Saudi Arabia continuing to lead the regional market.

Among the highlights at the 2016 edition of MEC and PMV will be hundreds of new products on display from manufacturers from around the world, seminar theatres, free CPD-certified educational sessions and live product demonstrations. ■

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Inmesol launches new canopy design model

INMESOL'S TECHNICAL DEPARTMENT has developed a new 145-165 KVA canopy for generator sets models IIRN-145, IIRN-165, IVRN-145, and IVRN-165.

The new model features a smaller design, while retaining all the qualities in terms of features and noise emissions as those of its predecessor. These generator set models were usually assembled in a canopy with the following dimensions: 3,640 mm x 1,380 mm x 2,145 mm. According to Inmesol, the new dimensions of the canopy, 3,525 mm x 1,140 mm x 1,950 mm, are ideal to take full advantage of both maritime and land load combinations.

The subtle reduction of the canopy's width now allows a 40-foot low-bed trailer truck to transport up to six units.

The company claims that the design helps to minimise the need for transport and, thus, fuel consumption and emissions and thereby reduce the impact on the environment.

Inmesol employs a continuous production system in which the steel sheet is treated with machining processes performed by computer numerical controlled machine tools, which creates perfect pieces in terms



A rendering of a 40 foot truck carrying 6 units of the IRN-165, IVRN-145, and IVRN-165 generator set models.

of both form and dimension. This allows for soldering with great precision using a spot welding robot.

Inmesol canopies are conceived to require few external nuts and bolts. This feature, together with their rounded edges, makes

them very strong so that they can house generator sets from six to 1000 kVA.

Moreover, their design and the rock wool used as soundproofing material ensure that these are the most silent canopies on the market.

Transportation firm Cometto demonstrates commitment to capacity and quality

COMETTO, A TRANSPORTATION system specialist, manufactures self-propelled electronic modular trailers (MSPE) that help logistics companies form a complete transport system for roll-on/roll-off (ro-ro) operations and heavy cargo projects.

The company's MSPE portfolio encompasses several product ranges with different characteristics, dimensions and payloads, while maintaining core commonalities that allow full interchangeability among the different product lines.

Cometto's MSPE systems enable operators to achieve the highest payloads because of features such as tubeless tires, which offer clear advantages over filled tires with respect to durability and ground aggression.

Launched at bauma 2016, Cometto's modular self-propelled transporters with electronic steering (MSPE Evo3) reaffirm its commitment to performance and quality, and its ambition to keep offering the highest load capacity in the market. In particular, MSPE Evo3 offers an increased technical axle load capacity (70 tons) over the predecessor model MSPE Evo2.

However, MSPE Evo2 continues to deliver

distinct gains to operators globally. Evo2 boasts: outstanding frame capacity, which grants high strength; air inflated tubeless tyres; dual link suspension; and of course compatibility with all previous Cometto MSPEs. The wide choice of payloads and layouts available to Evo2 operators is a definite advantage, especially when the full interchangeability among models is combined with the extensive range of power packs designed for the system.

The MSPE Evo2 has been deployed for specialised transport in locations as diverse as Panama and Italy. Most recently, an Evo2 fleet was deployed in



Cometto's MSPE Evo3 offers increased technical axle load capacity over the predecessor model MSPE Evo2.

South Korea, where it was used in the first-ever attempt at transporting a gigantic ship block (approx 14,750 tons) at Goseong. The ship block was manufactured by Samkang MNT for the Japanese company IHI-B/W Catcher FPSO FTB Transport, which awarded the transport project to KCTC International Ltd, which provides air and ocean logistics services. KCTC in turn subcontracted the project work to Anjeon, Dae Myung and Global - three Cometto customers, each with Evo2 fleets.

Each company contributed 108 axle lines, amounting to a total of 54 units of Cometto MSPE Evo2 six-axle transporters (or 324 axles) driven by 12 power pack units (at 335kW each), putting into operation an impressive total gross weight technical capacity of 19,440 tons.

Cometto demonstrated its commitment to success by providing personnel to support Anjeon, Dae Myung and Global in its work for KCTC. The project itself received a great deal of attention from the shipbuilding industry because of its significance, and also because of the excellent performance of the MSPE Evo2 transporters.



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International Trade Solutions continues to grow its footprint

INTERNATIONAL TRADE SOLUTIONS FZE (ITS) has continued to grow its presence as a provider of capital equipment solutions for the wire industry. Over the past six months, the company has been entrusted with agencies for more products within its area of expertise, while some of its existing principles have extended their agency agreement to countries beyond the Middle East.

"In the last six months we have secured sales of more than US\$15mn in the region on behalf of our principles and we are now proud to have extended our sales influence for some of our principles to India, Europe and Russia," said ITS general manager Graham Raynor.

One of the new agencies in the Middle East is for August Strecker GmbH & Co. KG, a manufacturer of butt welding equipment to the wire and cable industry. August Strecker sales director Sigrun Mobus announced further enhancements to its Full Parameter Control system for its butt welders.

"Among the improvements to this system, we include constant current control to reduce the influences on the weld quality due to



ITS has expanded its footprint beyond its traditional territories in the Middle East.

temperature, contact, material or cutting quality, which is especially important for welding large quantities as well as innovative adjustment of the clamping tools," said Mobus.

Eurolls, another principle of ITS, has expanded its influence to include sales in India. It recently supplied its Quick Rolling Process (QRC) concept in both multiple and single in-line wire rolling configurations and solutions.

An example of the multiple in-line wire rolling solution was its insertion into a lattice girder manufacturing system with five individual QRC units – three for the longitudinal wires and two for the stirrup wires.

The same philosophy is also present in the case of the single in-line solution that combines a QRC unit, a rotating cassette to produce the final twisted square profile, and a straightening and cutting line to produce straight lengths used in the production of antiskid grating panels. In both solutions, the first section is always the QRC unit whose function is to produce the final wire profile using cold rolling cassettes which can be, in accordance with the finished product, either traditional cold rolling cassettes or a combination of traditional/special cassettes.

Clifford Machines and Technology (Pty) Ltd. has also continued to show strong growth in sales of its grating welders and new economy mesh welder for use in welding reinforcing and fencing meshes. Introduced in early 2016, this machine has proved to be such a value-for-money proposition, according to ITS, that the company is struggling to keep up with demand.

With its range of internationally-respected suppliers, ITS said it was looking forward to a strong finish to the year, as it looks ahead to showcasing its offering at the The Big 5 Dubai in November 2016.

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World leaders praise Rittal's innovation

US PRESIDENT BARACK Obama and German Chancellor Angela Merkel visited Rittal's booth at the 2016 Hanover fair where they paid tribute to the innovation shown by the enclosure and system provider.

President Obama described the family-owned firm as "a fine company", praising its development since its formation 55 years ago. It has since extended its portfolio of products and services to range from standardised enclosures to equipping large data centres.



US President Barack Obama and German Chancellor Angela Merkel visiting the Rittal stand at the 2016 Hanover Fair. (Photo: Rittal GmbH & Co. KG.)

During his discussion with the heads of state, Rittal owner and CEO Dr.-Ing. E.h. Friedhelm Loh explained the importance of software and data for future industrial production, highlighting the energy efficient nature the firm's new 'Blue e+' generation of cooling units.

Chancellor Merkel also praised Rittal's up-and-coming talent, acknowledging the large crowd of company trainees who had gathered at the booth during her visit with President Obama.

Speaking on behalf of Rittal Middle East, a subsidiary of Rittal GmbH & Co. KG, a spokesperson said, "The appreciation received by Rittal from President Obama and Chancellor Merkel for its innovation, technology and efficiency-focused products and solutions, elevates further the commitment by Rittal to our customers."

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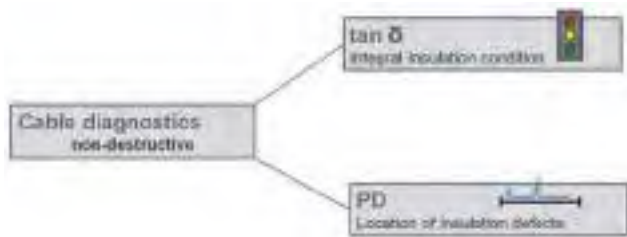
ENERGISING THE INDUSTRY

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Optimising maintenance with cable diagnostics

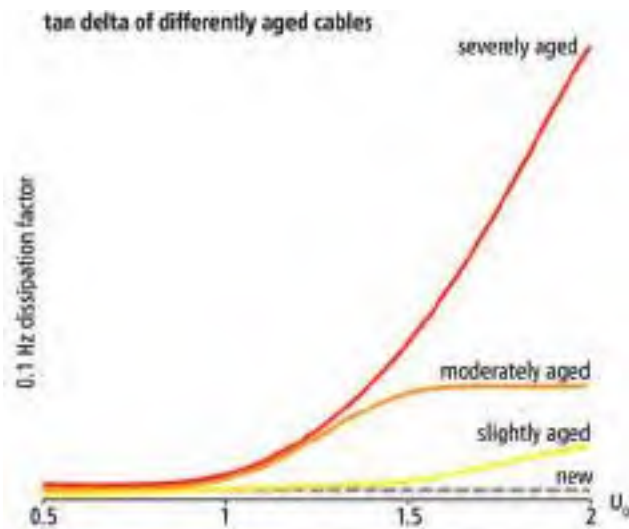
Cable diagnostics help in detecting flaws in cable routes and managing network expansion and maintenance, whether in newly laid, recently repaired or existing cable systems.

CABLE DIAGNOSTICS IS used to evaluate the condition of aged or repaired cable routes as well as for the quality control of new sections. The diagnostic results deliver information on hidden faults, incorrectly installed or damaged joints, obsolete insulations and other latent defects that could necessitate short to medium-term repair. Knowledge of the cable condition allows to schedule repairs in good time, to limit repairs to defective partial segments of a cable route and thus to reduce costs and network failure rates.



Cable diagnostics include two different procedures—dissipation factor measurement (measurement of $\tan \delta$) and partial discharge (PD) testing.

Unlike cable testing that only certifies the proper functioning and operational safety and reliability of the route at the time of testing, cable diagnostics deliver qualitative results and allow classification of cable routes into ‘good’, ‘moderately aged’ or ‘bad’, which in turn enables specific utilisation of the maintenance budget.



Example of the progression of $\tan \delta$ values depending on the voltage for different highly aged cables.

Tan δ measurement

Tan δ measurement is a non-destructive, integral procedure for evaluating the insulation of a complete cable route. The mean values of the $\tan \delta$ during multiple test voltages, the difference of these values, their standard deviation and the drift of the value during longer periods of applied voltage are evaluated. The measurements deliver information on possible partial discharges, moist joints, water trees, vaporisation or thermal or chemical obsolescence.

Partial discharge (PD) testing

Non-destructive PD testing is used to evaluate and locate insulation defects. For this, the PD level, the PD frequency, the inception and extinction voltage of the partial discharges, as well as their phase position, are evaluated. The partial discharge test enables to precisely detect electrical trees, defects in joints, incorrectly installed new joints and other fault locations.

Combining diagnostic procedures

Utilising both methods complementarily delivers better precision in condition evaluation and fault detection results. For example, while moist joints may remain unknown during PD testing, the $\tan \delta$ measurement provides information on moisture. In turn, while the $\tan \delta$ measurement does provide information on water trees, electrical trees can only be detected and located with the PD test.



Time-saving combination during the full MWT – the cable testing is completed and the dissipation factor and the PD activities of a cable route are measured in a single flow.

To ensure that the condition evaluation takes place, BAUR has integrated the diagnostics procedures in many cable testing devices. The monitored withstand test (MWT), supported by the BAUR devices frida TD, viola TD, combines cable testing and diagnostics. As part of the MWT, cable testing and $\tan \delta$ measurement is done in one cycle. ■

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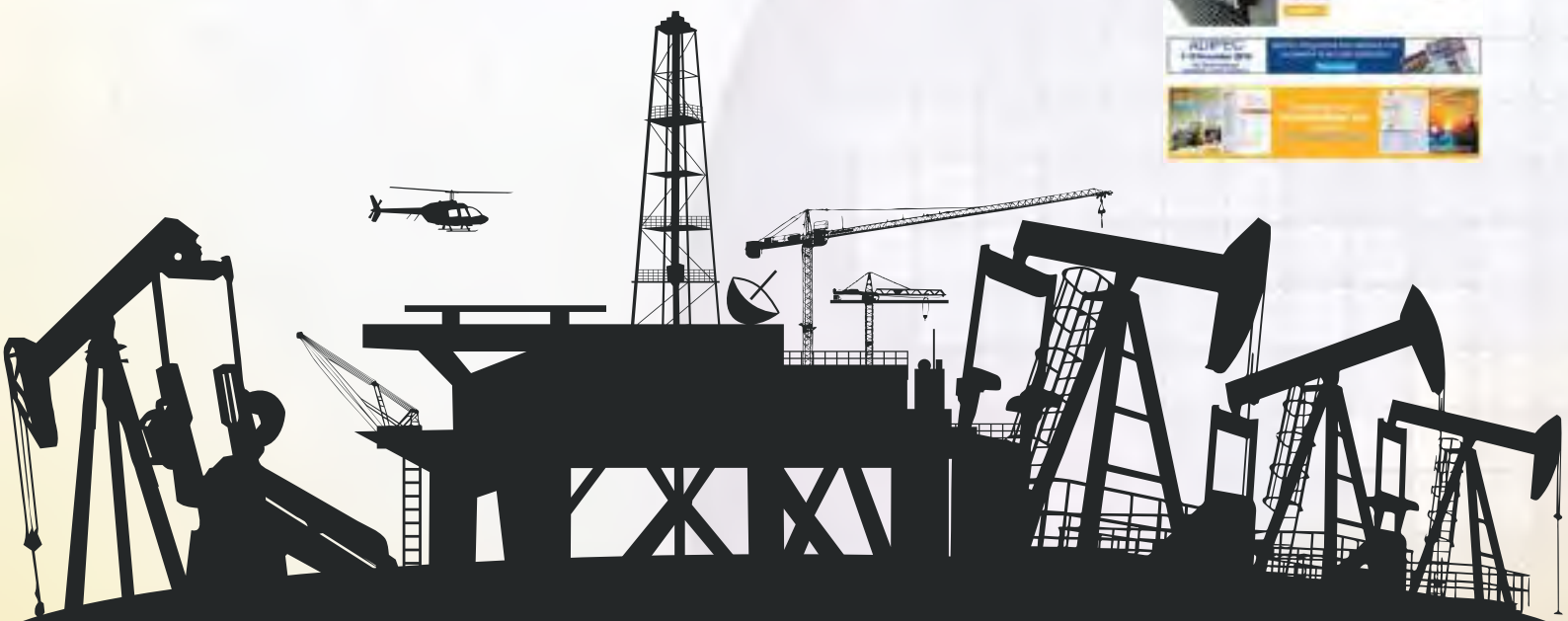
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Fastening innovation receives ETA certification

Specialinsert, the Italian fastener manufacturing company, has announced that its innovative self-anchoring insert for natural stone and compact composites, Keep-Nut, has received its first official ETA certification (ETA-15/0615) for a cladding and facades project.

SPECIALINSERT HAS ANNOUNCED that this certification guarantees the structural performance of Keep-Nut, which is used as a hidden anchor on panels made of ceramic, stones and any solid surfaces common on wall cladding projects.

The company claims that Keep-Nut facilitates an easy and cheap drilling process as it does not require undercut holes apart from ensuring fast assembly and installation without the need for adhesive or resins. It can be installed at the factory and moved without damage to the panels.

“Keep-Nut facilitates an easy and cheap drilling process as it does not require undercut holes.”

Keep-Nut is manufactured from stainless steel and is made of a threaded bush, with a set of toothed spring washers and a plastic ring to hold the parts together. It comes in different lengths, with or without flange, to fit several different panel thicknesses.



The Sheikh Abdullah Al Salem Culture Centre in Kuwait City where Keep-Nut was used to fix the fibre cement panels of buildings.

The installation of the product is easy – the user can drill the material with the right diameter and simply press the insert in.

Keep-Nut inserts for stone and solid surfaces like ceramics, composites and glass are also widely used for under mount sinks installation on countertops, furniture and interiors elements.

Specialinsert product ranges span from inserts for metal sheets and sections, inserts for wood and metal full parts, inserts for plastics and composite materials. The Italian

company, which has a background in traditional mechanical fastening systems, is now enlarging its expertise in more innovative fields of applications with the design and manufacture of custom solutions.

Established in Italy, Specialinsert supplies its products to customers in more than 40 countries worldwide, including Middle East countries. The company is currently establishing a network of distributions within the Middle East, starting with the two newest families of products, Keep-Nut and Master-Plate, and then planning on extending the distribution to the entire range.

Specialinsert claims that its complementary experience with its partners enables it to provide full support to any new projects of ventilated façades, from the design and structural calculations to the training of the technician for the installation on site. The company has completed several projects and is running more in Europe, the USA and the Middle East. ■



Ranco expands operations in sand mining

Global construction company, Rabiah & Nassar Group (Ranco), is diversifying its operations with a special focus on the sand mining industry to contribute to the Saudi Arabian government's mission to reduce the country's economic dependence on the oil and gas sectors.

RANCO GROUP OWNS one of the largest high purity silica sand mines in the Dogdom area on Khurais Road in Riyadh, with a total area of more than five million square metres. A recent detailed geological survey by the company has revealed that the land possesses higher reserves of high purity silica sand (> 99 per cent SiO₂) than the figures shown in Saudi Geological Survey (SGS) reports.

The company has plans to ensure that the Ranco silica sand mine is fully utilised for establishing value-added products for the country, as well as for export markets. This move is made with the objective of contributing to the diversification of the country's economy from oil and gas to minerals. According to the company, development and expansion of the rich silica sand reserves in the country perfectly fits into the objectives of the Saudi Arabian government's Vision 2030.

Ranco silica sand was tested in the laboratories of SGS (Jeddah) and Allgaeir (Germany) and was found to confirm API standards for fracking applications for the recovery of oil/gas from unconventional



Abdullatif Alrabiah, manager of Ranco's business development unit, which is overseeing professional development of the company's new industrial business opportunities.

drilling. Ranco claimed that around 50 per cent of the sand fell in between the 20 and 40 mesh size, which happens to be the predominant mesh size used in the fields. According to the company, the silica sand met the API standard criteria in terms of sphericity, roundness and crush strength.

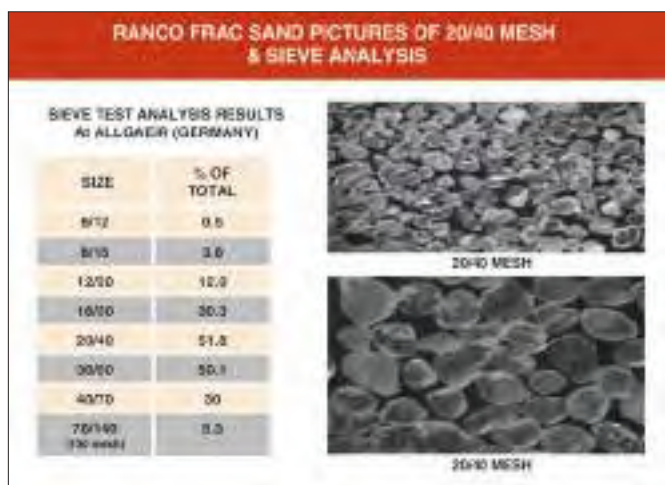
The company is currently undertaking a wider survey for assessing the quality of the mine for frac sand applications. Once completed, Ranco will be in a position to offer commercial quantities of frac sand to Saudi Aramco and international markets. The projected consumption of frac sand for the North American market alone, in 2016, is 80mn tonnes, a company statement said.

Ranco has begun the process of setting up a modern sand processing plant for grading and further enhancing the quality and consistency of its silica sand. It will aim to establish an industrial silica sand production facility as the first stage of a plan to eventually enter into higher value-added derivatives production, such

as silica flour, sodium silicate and potassium silicate. The proposed plant will have several processes such as sieving, magnetic separating, grinding, washing and drying.

Apart from its expansion in sand mining, Ranco is also set to foray into new sectors. Recently, the company's business development department (BDD) was successful in forming a joint venture with Europe's second and Germany's largest paints company, Caparol. Ranco is currently in the process of establishing showrooms, warehouses and local agents throughout Saudi Arabia for the distribution of Caparol branded products, which will be followed by the establishment of paint manufacturing facilities in the country.

Ranco has also accomplished an acquisition of a large share in Sure Energy Systems, a highly-specialised EPC company involved in the establishment of solar power plants in India on a turnkey basis. Ranco commented that it strongly believes in the future of solar energy and confirmed that once the market in Saudi Arabia opens up for renewable energy, it will be in a position to take up projects with its Indian partner. ■



Construction Buyers' Guide

2016

The Middle East's annual where-to-buy guide

Section One: Listings by category

Section Two: Suppliers of construction & mining equipment and services

Section Three: Contact details of Middle East agents & subsidiaries listed by country

Section One: Listings by category

AIR COMPRESSORS

Atlas Copco
Cummins Middle East FZE
Doosan Portable Power (Doosan Benelux SA)
Euroblast Middle East LLC
FAMCO (Al-Futtaim Auto & Machinery Company LLC)
Gardner Denver FZE
General Navigation and Commerce Co. (GENAVCO) LLC
Sullivan-Palatek, Inc.

Diesel Driven

Aggreko Middle East Ltd.
Atlas Copco Portable Energy Division
Doosan Portable Power (Doosan Benelux SA)
Euroblast Middle East LLC
FG Wilson
JCB Power Products
Jeremias Middle East
Perkins Engines Co. Ltd.

Electric

Aggreko Middle East Ltd.
Atlas Copco Portable Energy Division
COELMO spa
Euroblast Middle East LLC
HELUKABEL Middle East
Marelli Motori S.p.A.
WAGO Middle East FZC

AIR CONDITIONING

Aggreko Middle East Ltd.
LG Electronics Gulf FZE
Polycon Gulf Ltd.
Technical Converters Ltd.

ALTERNATORS FOR GENSETS

Linz Electric S.p.A.

BUILDINGS

COELMO spa
Danway LLC
Diamond Metal Screen Pvt. Ltd.
INMESOL, S.L.
Polycon Gulf Ltd.
Powertech Switchgear Industries FZE
Saudi Building Systems Mfg. Co.
WAGO Middle East FZC

COMPONENTS AND SPARE PARTS

Al Muqarram Auto Spare Parts Trading LLC
Associated Power Solutions FZC
COELMO spa
Conrico International Ltd.
Flowrox Oy

Gardner Denver FZE
Leroy-Somer
Liebherr-Export AG
Lovato Electric S.p.A.
Maitek S.r.l.
Marelli Motori S.p.A.
Marini S.p.A.
Powertech Switchgear Industries FZE
Shandong Shantui Construction Machinery Imp. & Exp.Co. Ltd.
Specialinsert S.r.l.
Van der Hilst International b.v

CONCRETE EQUIPMENT

Atlas Copco
Iveco Astra
Kraft Tool Co.
Liebherr-Export AG
Shandong Shantui Construction Machinery Imp. & Exp.Co. Ltd.
Vortex Hydra S.r.l.
Wacker Neuson Vertrieb Europa GmbH & Co. KG - Dubai Branch Representative Office

Batching Plant

Ammann Group
LINTEC Germany GmbH
Parker Plant Ltd.
SPECO Ltd.
Vortex Hydra S.r.l.

Block/Tile - Making Equipment

German-Gulf Enterprises Ltd.
Vortex Hydra S.r.l.

Breakers

Bobcat (Doosan Benelux SA)
Danway LLC
Doosan Portable Power (Doosan Benelux SA)
Keestrack
Lovato Electric S.p.A.

Concrete Pumps

Flowrox Oy
German-Gulf Enterprises Ltd.

Formwork

Doka Middle East
Herrenknecht AG
PASCHAL-Werk G. Maier GmbH
PERI
RMD Kwiform Middle East

Mobile Mixing Plant

LINTEC Germany GmbH
Parker Plant Ltd.

Recycling

CDE Global
Keestrack
Liebherr-Export AG
Terex Minerals Processing Systems

Reinforcement

Alyaf Industrial Company Ltd.
International Trade Solutions FZE
Maklada

Concrete Equipment - Other

Bobcat (Doosan Benelux SA)
Doka Middle East
Doosan Portable Power (Doosan Benelux SA)
Euroblast Middle East LLC
Kraft Tool Co.
LINTEC Germany GmbH
Vortex Hydra S.r.l.

CONSTRUCTION VEHICLES

Caterpillar SARL
Conrico International Ltd.
FAMCO (Al-Futtaim Auto & Machinery Company LLC)
General Navigation and Commerce Co. (GENAVCO) LLC
Haulotte Middle East FZE
Iveco Astra
Liebherr-Export AG
Perkins Engines Co. Ltd.
Terex Trucks
Volvo Construction Equipment
Zahid Tractor

Dump Trucks and Haulers

Balkrishna Industries Ltd. (BKT)
Caterpillar SARL
Iveco Astra
Kleyn Trucks
Terex Trucks

Engines, Components and Accessories

Aksa Power Generation FZE
Caterpillar SARL
COELMO spa
Dresser-Rand
HUEGLI TECH, Schweiz
Jubaili Bros
Kleyn Trucks
Lovato Electric S.p.A.
Motorenfabrik Hatz GmbH & Co. KG
Perkins Engines Co. Ltd.
RUD Ketten Rieger & Dietz GmbH u. Co. KG
Van der Hilst International b.v
Volvo Penta
Weichai Middle East FZE

Site Dumpers

Caterpillar SARL
Kleyn Trucks

Tractors

Caterpillar SARL
Diamond Metal Screen Pvt. Ltd.
Kleyn Trucks

Trailers

Kleyn Trucks

Construction Vehicles - Other

Aquamec Ltd.
Caterpillar SARL
Haulotte Middle East FZE
Iveco Astra
Liebherr-Export AG

CONSULTANCY SERVICES

Cummins Middle East FZE
Imeco Austria
SRK Consulting Africa

DEMOLITION EQUIPMENT

Atlas Copco
Bobcat (Doosan Benelux SA)
Doosan Portable Power (Doosan Benelux SA)
Liebherr-Export AG
MB Crusher
Volvo Construction Equipment
Wacker Neuson Vertrieb Europa GmbH & Co. KG - Dubai Branch Representative Office

DRILLING

Eland Cables
Sullivan-Palatek, Inc.

Components and Accessories

HUEGLI TECH, Schweiz
Van der Hilst International b.v
WAGO Middle East FZC

Drilling Machinery and Plant

Herrenknecht AG
Imeco Austria

Piling

Imeco Austria

Trenching and Pipe Laying

Alyaf Industrial Company Ltd.
Imeco Austria

Tunnelling

CDE Global
Doka Middle East
Herrenknecht AG
Imeco Austria
Liebherr-Export AG

Drilling - Other

Doosan Portable Power (Doosan Benelux SA)

EARTHMOVING EQUIPMENT

Bobcat (Doosan Benelux SA)
Caterpillar SARL
Conrico International Ltd.
General Navigation and Commerce Co. (GENAVCO) LLC
Iveco Astra
Liebherr-Export AG

MB Crusher
Perkins Engines Co. Ltd.
Volvo Construction Equipment
Wacker Neuson Vertrieb Europa GmbH & Co. KG - Dubai Branch Representative Office
Zahid Tractor

Attachments and Accessories

Bobcat (Doosan Benelux SA)
Caterpillar SARL
HUEGLI TECH, Schweiz
MB Crusher
Van der Hilst International b.v

Backhoe Loaders

Balkrishna Industries Ltd. (BKT)
Caterpillar SARL
Liugong Machinery (Middle East) FZE

Dozers

Caterpillar SARL
Liebherr-Export AG
Shandong Shantui Construction Machinery Imp. & Exp.Co. Ltd.

Dumpsters

Kaesar Kompressoren FZE
Liebherr-Export AG

Excavators

Bobcat (Doosan Benelux SA)
Caterpillar SARL
Kaesar Kompressoren FZE
Liebherr-Export AG
Liugong Machinery (Middle East) FZE
Shandong Shantui Construction Machinery Imp. & Exp.Co. Ltd.

Mini-Excavators

Bobcat (Doosan Benelux SA)
Caterpillar SARL
Kaesar Kompressoren FZE
Liebherr-Export AG

Motor Graders

Balkrishna Industries Ltd. (BKT)
Caterpillar SARL
Liugong Machinery (Middle East) FZE

Scrapers

Caterpillar SARL

Skidsteer Loaders

Balkrishna Industries Ltd. (BKT)
Bobcat (Doosan Benelux SA)
Caterpillar SARL

Earthmoving Equipment - Other

Aquamec Ltd.
Bobcat (Doosan Benelux SA)
Caterpillar SARL
Liebherr-Export AG
Telestack

Loaders - Other

Bobcat (Doosan Benelux SA)
Caterpillar SARL
Kaeser Kompressoren FZE
Liebherr-Export AG
Shandong Shantui Construction Machinery Imp. & Exp.Co. Ltd.

FINISHING

Equipment

CDE Global
Euroblast Middle East LLC
Jubaili Bros
Kraft Tool Co.
Vortex Hydra S.r.l.

Materials

Rabiah & Nassar Group
tremco- illbruck LLC

Services

PASCHAL-Werk G. Maier GmbH

LIFTING EQUIPMENT

Conrico International Ltd.
Eland Cables
General Navigation and Commerce Co. (GENAVCO) LLC
Haulotte Middle East FZE
Hi-Force Ltd.
Liebherr-Export AG
Perkins Engines Co. Ltd.

Access

Danway LLC
Haulotte Middle East FZE

Components and Accessories

Hi-Force Ltd.
HUEGLI TECH, Schweiz
RUD Ketten Rieger & Dietz GmbH u. Co. KG
Van der Hilst International b.v

Cranes

Balkrishna Industries Ltd. (BKT)
Danway LLC
German-Gulf Enterprises Ltd.
Liebherr-Export AG
Rabiah & Nassar Group

Hoists

Liebherr-Export AG

Hydraulic

Alyaf Industrial Company Ltd.
Hi-Force Ltd.

Jacking Equipment

Hi-Force Ltd.

Lift Trucks

FAMCO (Al-Futtaim Auto & Machinery Company LLC)

Mechanical

Hi-Force Ltd.

Pneumatic

Doosan Portable Power (Doosan Benelux SA)
PRAMAC Middle East FZE

Telescopic Handlers

Bobcat (Doosan Benelux SA)
Haulotte Middle East FZE

MOBILE POWER SUPPLY UNITS

Aggreko Middle East Ltd.
Aksa Power Generation FZE
Altaaq Global CAT Rental Power

APR Energy
Assosiated Power Solutions FZC
Atlas Copco
Conrico International Ltd.
Cummins Middle East FZE
Doosan Portable Power (Doosan Benelux SA)
Dresser-Rand
Eland Cables
FG Wilson
Himoinsa S.L.
HUEGLI TECH, Schweiz
INMESOL, S.L.
JCB Power Products
Jubaili Bros
Linz Electric S.p.A.
Mahindra Powerol - Mahindra & Mahindra Ltd.
Motorenfabrik Hatz GmbH & Co. KG
SDMO Industries
Visa S.p.A.
Weichai Middle East FZE

PIPES

Jeremias Middle East

Pipe and Cable Detecting Systems

HELUKABEL Middle East

Pipe and Pipeline Fittings/Coatings

METALLURGICA ABRUZZESE S.p.A.
METSO
Rabiah & Nassar Group
Technical Converters Ltd.
Triplefast Middle East Ltd.

Pipe Laying

METSO

Pipeline Accessories

Triplefast Middle East Ltd.

PUMPING EQUIPMENT

Eland Cables
Flowrox Oy
Mahindra Powerol - Mahindra & Mahindra Ltd.
METSO
Sullivan-Palatek, Inc.
Wacker Neuson Vertrieb Europa GmbH & Co. KG - Dubai Branch Representative Office

Concrete

Liebherr-Export AG

Pumping Equipment - Other

Flowrox Oy
Maitek S.r.l.
Motorenfabrik Hatz GmbH & Co. KG
Visa S.p.A.

Submersible

Atlas Copco Portable Energy Division
Danway LLC

RAW MATERIALS

Diamond Metal Screen Pvt. Ltd.
METSO

Crushing, Screening and Washing

CDE Global
Diamond Metal Screen Pvt. Ltd.
German-Gulf Enterprises Ltd.
Keestrack
Maitek S.r.l.

MB Crusher
McCloskey International Ltd.
Minyu Machinery Corp.
Parker Plant Ltd.
Rockster Recycler
SPECO Ltd.
Telestack
Terex Minerals Processing Systems

Quarrying

CDE Global
Doosan Portable Power (Doosan Benelux SA)
German-Gulf Enterprises Ltd.
Liebherr-Export AG
Minyu Machinery Corp.
Telestack
Terex Minerals Processing Systems

Testing

Rabiah & Nassar Group

Raw Materials - Other

Diamond Metal Screen Pvt. Ltd.
Rabiah & Nassar Group

RENTAL EQUIPMENT

Aggreko Middle East Ltd.
Aksa Power Generation FZE
Altaaq Global CAT Rental Power
APR Energy
Assosiated Power Solutions FZC
Caterpillar SARL
Cummins Middle East FZE
FAMCO (Al-Futtaim Auto & Machinery Company LLC)
FG Wilson
Herrenknecht AG
Hi-Force Ltd.
Himoinsa S.L.
INMESOL, S.L.
JCB Power Products
Jubaili Bros
Peter Berghaus GmbH
RMD Kwikform Middle East
Sullivan-Palatek, Inc.
Terex Trucks
Visa S.p.A.
Zahid Tractor

ROAD BUILDING EQUIPMENT

Atlas Copco
Bobcat (Doosan Benelux SA)
Caterpillar SARL
Ciber Equipamentos Rodoviários Ltda
Doosan Portable Power (Doosan Benelux SA)
Gardner Denver FZE
General Navigation and Commerce Co. (GENAVCO) LLC
Liebherr-Export AG
MB Crusher
Sullivan-Palatek, Inc.
Volvo Construction Equipment
Wacker Neuson Vertrieb Europa GmbH & Co. KG - Dubai Branch Representative Office

Asphalt Plant

Ammann Group
Ciber Equipamentos Rodoviários Ltda
LINTEC Germany GmbH
Marini S.p.A.
Parker Plant Ltd.
SPECO Ltd.

Compaction Equipment

Ammann Group
Caterpillar SARL
Doosan Portable Power (Doosan Benelux SA)

Pavers

Alyaf Industrial Company Ltd.
Ammann Group
Caterpillar SARL
Ciber Equipamentos Rodoviários Ltda

Recycling

Ciber Equipamentos Rodoviários Ltda
LINTEC Germany GmbH
Maitek S.r.l.
Marini S.p.A.
Telestack
Terex Minerals Processing Systems

Road Marking

Euroblast Middle East LLC
Telestack

Rollers

Ammann Group
Caterpillar SARL
Ciber Equipamentos Rodoviários Ltda
Liugong Machinery (Middle East) FZE

Road Building Equipment - Other

Alyaf Industrial Company Ltd.
Bobcat (Doosan Benelux SA)
Caterpillar SARL
Doosan Portable Power (Doosan Benelux SA)
Kraft Tool Co.
Marini S.p.A.
METALLURGICA ABRUZZESE S.p.A.
Peter Berghaus GmbH
Zahid Tractor

SOFTWARE

Construction Computer Software (Gulf) LLC
PASCHAL-Werk G. Maier GmbH

CAD

Construction Computer Software (Gulf) LLC

Management Systems

Construction Computer Software (Gulf) LLC

Software - Other

Construction Computer Software (Gulf) LLC

STEEL

Diamond Metal Screen Pvt. Ltd.
Hypertherm Europe b.v.
Maklada
Saudi Building Sytems Mfg. Co.
Valbruna Gulf FZE

Fabrication and Structures

Diamond Metal Screen Pvt. Ltd.
Galva Coat for Galvanizing & Lighting Poles
Hypertherm Europe b.v.
Jeremias Middle East
Saudi Building Sytems Mfg. Co.
Technical Converters Ltd.

Steel - Other

Diamond Metal Screen Pvt. Ltd.
Hypertherm Europe b.v.
Jeremias Middle East
METALLURGICA ABRUZZESE S.p.A.
Technical Converters Ltd.
Triplefast Middle East Ltd.

TOOLS

Conren Ltd.
Doosan Portable Power (Doosan Benelux SA)
Gardner Denver FZE
Hi-Force Ltd.
Hypertherm Europe b.v.

Hydraulic

Hi-Force Ltd.

Mechanical

Hi-Force Ltd.

Pneumatic

Doosan Portable Power (Doosan Benelux SA)
Hi-Force Ltd.

Tools - Other

Hi-Force Ltd.
Hypertherm Europe b.v.
Kraft Tool Co.
Specialinsert S.r.l.

OTHER SITE EQUIPMENT AND MATERIALS

Bobcat (Doosan Benelux SA)
COELMO spa
Conren Ltd.
Cummins Middle East FZE
Doosan Portable Power (Doosan Benelux SA)
Eland Cables
FAMCO (Al-Futtaim Auto & Machinery Company LLC)
FG Wilson

Fencing

Diamond Metal Screen Pvt. Ltd.
International Trade Solutions (FZE)
METALLURGICA ABRUZZESE S.p.A.

Lighting Masts/Towers

Aksa Power Generation FZE
Assosiated Power Solutions FZC
Atlas Copco Portable Energy Division

Doosan Portable Power (Doosan Benelux SA)

Galva Coat for Galvanizing & Lighting Poles
Himoinsa S.L.
INMESOL, S.L.
JCB Power Products
Jubaili Bros
Mahindra Powerol - Mahindra & Mahindra Ltd.
PRAMAC Middle East FZE
SDMO Industries
Visa S.p.A.

Pipe and Cable Detecting Systems

HELUKABEL Middle East

Sand Blasting Equipment

Doosan Portable Power (Doosan Benelux SA)
Euroblast Middle East LLC

Scaffolding

Diamond Metal Screen Pvt. Ltd.
Doka Middle East
PASCHAL-Werk G. Maier GmbH
PERI

RMD Kwikform Middle East
Wilhelm Layher GmbH & Co KG

Silos

Diamond Metal Screen Pvt. Ltd.

Welding Equipment

INMESOL, S.L.
International Trade Solutions
(FZE)

Linz Electric S.p.A.
PRAMAC Middle East FZE
SDMO Industries

Wood-working Equipment/ Services

Doka Middle East

Pipe Manufacturing

Charlotte Pipe and Foundry Co.
Jeremias Middle East

USED EQUIPMENT

Atlas Copco Portable Energy
Division
Caterpillar SARM
Herrenknecht AG

Himoinsa S.L.
Maitek S.r.l.
Terex Minerals Processing
Systems
Terex Trucks
Visa S.p.A.
Vortex Hydra S.r.l.

Section Two: Suppliers of construction & mining equipment and Services**Aggreko Middle East Ltd.**


PO Box 16875
Jebel Ali Free Zone
Dubai
United Arab Emirates
Tel: +971 4 8086100
Fax: +971 4 8831827
Web: me.aggreko.com
E-mail: rentals@aggreko.ae

Aggreko has grown to become the world's leading provider of rental power and temperature control solutions and offers round-the-clock service, support and equipment availability in the Middle East through a network of twelve locations. Aggreko serves a diverse market from construction sites to quarrying, oil and gas to refineries and events.

Aksa Power Generation FZE


PO Box 18167
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Dubai
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Web: www.aksauae.com
E-mail: sales@aksauae.com

For 30 years, Aksa Power Generation has manufactured generating sets from 1kVA up to 2500 kVA, supplies comprehensive spare parts, rental solutions and a customer-focused after sales service all around the world.

Agents:
Iran - Aksa Generator Arya

Al Muqarram Auto Spare Parts Trading LLC

PO Box 60235
Deira, Dubai
United Arab Emirates
Tel: +971 4 2241423
Fax: +971 4 2241450
Web: www.a-map.net
E-mail: info@a-map.net

A-MAP trading is the sole distributor of Solite Batteries in the region. Solite Batteries are O.E.M to Hyundai and KIA motors. The batteries are currently being used by some of the biggest Construction and Heavy Equipment companies in the UAE.

Altaaq Global CAT Rental Power

PO Box 262989, Dubai
United Arab Emirates
Tel: +971 4 8808006
Fax: +971 4 8808007
Web: www.altaaqglobal.com
E-mail: rbagatsing@altaaqglobal.com

Altaaq Global, a subsidiary of Zahid Group, has been selected by Caterpillar Inc. to deliver multi-megawatt turnkey temporary power solutions worldwide. The company owns, mobilizes, installs, and operates efficient temporary independent power plants (IPP's) at customer sites, offering power rental equipment that will operate with different types of fuel such as diesel, natural gas or dual-fuel.

Alyaf Industrial Company Ltd.

PO Box 10737, Dammam
31443, Saudi Arabia
Tel: +966 3 8121206
Fax: +966 3 8121836
Web: www.alyaf.com
E-mail: info@alyaf.com

Alyaf Industrial Company Ltd., is the largest manufacturer of geotextiles in the Middle East and has pioneered the development of technical nonwovens. Incorporated in the year 1992 with manufacturing facility located at Dammam, Saudi Arabia, and sales offices at Riyadh and Jeddah; it is currently one of the few companies in the world that manufactures the widest possible range of nonwoven geotextiles.

Ammann Group

Eisenbahnstrasse 25
Langenthal
CH-4901, Switzerland
Tel: +41 62 9166161
Fax: +41 62 916402
Web: www.ammann-group.com
E-mail: info.aag@ammann-group.com

Ammann is the leading supplier of machines, systems and services for the construction industry with core competences in asphalt and road building worldwide. Established in 1869 Ammann is a highly credible family owned Swiss business representing sustainable values – Productivity Partnership for a lifetime!

APR Energy

Dubai
United Arab Emirates
Tel: +971 800 27738224
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E-mail: info@aprenergy.com

APR Energy is a global leader in rapidly delivered large-scale power solutions and, following its purchase of GE's power rental business, is the world's leading provider of fast-track mobile

turbine power. APR Energy sells electricity and generation capacity to utility and industrial customers that require power generation solutions.

Aquamec Ltd.

PO Box 260
Sakyla, 27801
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Tel: +358 10 4026400
Fax: +358 10 4026422
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E-mail: watermaster@watermaster.fi

Watermaster is a uniquely mobile multipurpose water construction and dredging machine. Watermaster's capabilities include suction dredging, backhoe dredging and pile driving. Finnish made serially produced Watermaster is a proven concept with over 300 references worldwide. Watermaster is versatile, mobile and proven - a smart solution for hard work.

Arminox Middle East FZC

PO Box 51626
Hamariyah Free Zone
Sharjah
United Arab Emirates
Tel: +971 4 8872777
Fax: +971 4 8872778
Web: www.arminox.com
E-mail: arminox@emirates.net.ae

Associated Power Solutions FZC

6E – 16 & 17
Hamriyah Free Zone
Sharjah
United Arab Emirates
Tel: +971 6 5528142
Fax: +971 6 5528143
E-mail: sales@apsuae.com

Associated Power Solutions (APS) offers various products like:

- Diesel Generators (with choice of any engine) ranging from 9 kVA up to 2500 kVA
- Associated Switchgear (ATS Panels and Synchronizing Panels)
- Fuel tanks - Bunded and Containerised
- Lighting Towers - ranging from 9kVA, 13kVA & 20kVA
- Turnkey Project and Installation services: - 1MW to 50MW.

We can also offer a complete site survey and provide you with the most cost effective solutions from our in-house design / manufacturing / commissioning teams.

Atlas Copco

PO Box 122778, Office 2119-26
Building 2, Gold & Diamond Park
Dubai, United Arab Emirates
Tel: +971 4 3738111
Fax: +971 4 3233961
Web: www.atlascopco.com
E-mail: info.acsme@bh.atlascopco.com

Atlas Copco is a leading manufacturer of road construction equipment, portable compressors, generators, tools and attachments used in the construction and demolition industries. We are constantly seeking ways to improve ourselves and to accommodate the specific demands, of our customers by providing them with one total construction solution.

Atlas Copco Portable Energy Division

Ingberthoeveweg 7, Aartselaar
2630, Belgium
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E-mail: info@atlascopco.com

Atlas Copco is a world-leading provider of sustainable productivity solutions. We serve customers in more than 180 countries with products and services focused on productivity, energy efficiency, safety and ergonomics. The Portable Energy division develops, manufactures and markets portable compressors, high pressure boosters, generators, light towers and portable dewatering pumps.

Atlas Copco CR/MR Regional Office MEN covers the following countries:

1. Egypt
2. Iraq
3. Jordan
4. Kuwait
5. Lebanon
6. Libyan Arab Jamahiriya
7. Oman
9. Qatar
10. Saudi Arabia
11. United Arab Emirates
12. Yemen

Agents:
Bahrain - Atlas Copco CR/MR Regional Office MEN
Egypt - Atlas Copco Equipment Egypt S.A.E.

Balkrishna Industries Ltd. (BKT)

BKT House, C-15, Trade World
Kamala Mills Compound
Lower Parel, Mumbai, 400013, India
Tel: +91 22 66663800
Fax: +91 22 66663898
Web: www.bkt-tires.com
E-mail: mena@bkt-tires.com

BKT is one of the global leaders in the 'off highway' tires segment which includes industrial & construction, earthmoving, agriculture and lawn & garden application. For more details, please visit the website www.bkt-tires.com

Benninghoven GmbH & Co. KG

Industriegelände
Mülheim/Mosel
54486, Germany
Tel: +49 65 341890
Fax: +49 65 348970
Web: www.benninghoven.com
E-mail: info@benninghoven.com

Bobcat (Doosan Benelux SA)

PO Box 262688, JLT Platinum Tower
Cluster I, Level 18, Office 1802
Dubai
United Arab Emirates
Tel: +971 4 2767206
Fax: +971 4 2767204
Web: www.bobcat.com
E-mail: gaby.rhayem@doosan.com

Bobcat manufactures the widest range of market-leading compact equipment including skid-steer and compact tracked loaders, compact excavators and telescopic handlers. The impressive selection of Bobcat attachments for use with these machines includes wheel saws, trenchers, planers, hydraulic breakers and graders, saving time, effort and cost in carrying out an increasing range of applications in the Middle East.

Agents:

Bahrain - Yusuf Bin Ahmed Kanoo Co. WLL
Egypt - Otrac Heavy Equipment (Bobcat)
Iraq - Tristar Co. Iraq
Jordan - Arab Equipment Trading Co.
Kuwait - Bahrah Trading Co. WLL
Lebanon - Tracksparco Ltd.
Libya - Rawasee Co.
Oman - International Heavy Equipment LLC
Qatar - Jaidah Motors & Trading Co.
Saudi Arabia - General Trading & Equipment
Syria - Interimex
United Arab Emirates - Kanoo Machinery LLC

Bosch Thermoteknik Isitma ve Klima Ticaret AS

Aydınevler Mah. İnönü Cad.
No:20, Ofis Park A Blok Küçükyalı
Maltepe, İstanbul
34854
Turkey
Tel: +90 216 4320800
Fax: +90 216 4320986
Web: www.bosch-industrial.com
E-mail: ekin.tezeren@tr.bosch.com

Bosch Thermoteknik GmbH represents the Thermotechnology Division of the Bosch Group. Together with its subsidiaries, the company is a leading supplier of heating products and hot water solutions in Europe.

Bosch Thermotechnology has strong international and regional brands and manufactures a diversified product range in 21 plants in 11 European, North American and Asian countries.

Bosch Thermoteknik can draw on many decades of experience as a manufacturer of heating and water heating systems - with an uncompromising priority on quality, customer benefits and innovations.

About Bosch Industriekessel
Located in Gunzenhausen in Northern Bavaria, the company has been offering innovative large-scale and industrial boilers for all commercial and industrial applications for more than 145 years. Our customers benefit from project-specific solutions, advanced products and extensive

expertise in the area of industrial boiler technology.

At modern production facilities in Germany and Austria we manufacture over 1,500 boiler systems annually. Our product range comprises steam boilers with an output range from 175 kg/h up to 55,000 kg/h. Furthermore, we produce hot waters for power ranges of up to 38 MW and heating boilers up to 19.2 MW. Our boiler house components in modular technology can be used individually and simplify the planning, construction and operation of the boiler systems. We also offer a comprehensive range of services to complement our product portfolio.

Caterpillar Lift Trucks

Hefbrugweg 77
Almere, 1332 AC
Netherlands
Tel: +31 36 5494411
Fax: +31 36 5494698
Web: www.catlifttruck.com

Agents:

Bahrain - Mohamed Abdulrahman Al-Bahar Bahrain
Jordan - Jordan Tractor & Equipment
Kuwait - Mohamed Abdulrahman Al-Bahar Kuwait
Lebanon - M. Ezzat Jallad & Fils
Oman - Oasis Trading & Equipment Co. LLC
Qatar - Mohamed Abdulrahman Al-Bahar Qatar
Saudi Arabia - Zahid Tractor & Heavy Machinery Co. Ltd.
United Arab Emirates - Mohamed Abdulrahman Al-Bahar Al Ain
United Arab Emirates - Mohamed Abdulrahman Al-Bahar Abu Dhabi
United Arab Emirates - Mohamed Abdulrahman Al-Bahar Sharjah
Yemen - The Tehama Trading Co.

Caterpillar SARL

PO Box 262147
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United Arab Emirates
Tel: +971 4 8106464
Fax: +971 4 8106465
Web: www.cat.com

For nearly 90 years, Caterpillar Inc. has been making sustainable progress possible and driving positive change on every continent. Customers turn to Caterpillar to help them develop infrastructure, energy and natural resource assets. Caterpillar is the world's leading manufacturer of construction and mining equipment, company principally operates through its three product segments - Resource Industries, Construction Industries and Energy & Transportation - and also provides financing and related services through its Financial Products segment. For more information, visit caterpillar.com. To connect with us on social media, visit caterpillar.com/social-media.

Agents:

Bahrain - Mohamed Abdulrahman Al-Bahar Bahrain
Egypt - Mantrac SAE
Iraq - Iraqi Co. for Machinery and Equipment Service
Jordan - Jordan Tractor & Equipment
Kuwait - Mohamed Abdulrahman Al-Bahar Kuwait
Lebanon - M. Ezzat Jallad & Fils
Morocco - Tractrafic Equipement
Oman - Oasis Trading & Equipment Co. LLC
Palestine - Palestinian Tractor & Equipment Co.
Qatar - Mohamed Abdulrahman Al-Bahar Qatar
Saudi Arabia - Zahid Tractor & Heavy Machinery Co. Ltd.
Tunisia - Parenin
United Arab Emirates - Mohamed Abdulrahman Al-Bahar Abu Dhabi
United Arab Emirates - Mohamed Abdulrahman Al-Bahar Sharjah
Yemen - Tehama Trading

CDE Global

Ballyreagh Industrial Estate
Cookstown, Northern Ireland
BT80 9DG, United Kingdom
Tel: +44 2886 767900
Fax: +44 2886 761414
Web: www.cdeglobal.com
E-mail: marketing@cdeglobal.com

CDE Global is the leading provider of washing equipment for quarries, mines and recycling operations on the global market. The CDE equipment range has applications across a wide range of materials and delivers significant efficiencies in the construction and recycling, mining, specialist industrial sands and environmental sectors.

Charlotte Pipe and Foundry Co.

PO Box 35430, Charlotte, NC
28235, USA
Tel: +1 704 3486450
Fax: +1 800 5531605
Web: www.charlottepipe.com
E-mail: contactus@charlottepipe.com

Chauvin Arnoux Group

190, rue Championnet, Cedex 18
Paris, 75876, France
Tel: +33 1 44854485
Fax: +33 1 46277389
Web: www.chauvin-arnoux.fr
E-mail: info@chauvin-arnoux.fr
Agents:
Lebanon - Chauvin Arnoux Middle East

Ciber Equipamentos Rodoviários Ltda

Rua Senhor do Bom Fim, 177
Porto Alegre/RS, CEP: 91140-380
Brazil
Tel: +55 51 33649200
Fax: +55 51 33649228
Web: www.ciber.com.br
E-mail: ciber@ciber.com.br

Ciber offers a complete line of equipments for building, maintaining and repairing pavements in the markets where it is located. The company manufactures high-quality equipments for various highway applications that streamlines the building of roads and brings savings to its customers by joining efficiency and high productivity.

COELMO spa

Via Delle Industrie, 278
Agglomerato Industriale ASI
Acerra (NA), 80011, Italy
Tel: +39 081 8039731
Fax: +39 081 8039724
Web: www.coelmo.it
E-mail: sales@coelmo.it

Coelmo is one of the oldest European manufacturers of industrial and marine generators from 3kVA up to 3000kVA. Based in Italy, with a large stock of generating sets available to be shipped overnight to any destination in the world. Company profile, products and models are available online at www.coelmo.it.

Agents:

United Arab Emirates - COELMO (DMCC Branch)

Conren Ltd.

Unit 1 The Bridge Business Centre
Ash Road South, Wrexham Industrial Estate
Wrexham, LL13 9UG
United Kingdom
Tel: +44 1978 661991
Fax: +44 1978 664664
Web: www.conren.com
E-mail: exports@conren.com

Established in 1971 Conren are UK manufactures and exporters of construction materials including waterproofing membranes, epoxy resin coatings and screeds, anti-skid resins for highways and external decorative resin bound and bonded surfacing.

Agents:

Bahrain - Bader Trading Co. WLL
Lebanon - T A Group SARL
Qatar - Torbay Trading & Contracting
Saudi Arabia - Saad H Abukhadra & Co.
United Arab Emirates - Al-Shirawi Contracting Co. LLC

Conrico International Ltd.

Hanworth Lane Business Park
Chertsey, Surrey, KT16 9LA
United Kingdom
Tel: +44 1932 567321
Web: www.conrico.com
E-mail: info@conrico.com

Conrico International are export distributors of construction equipment, parts, power generators and motor vehicles. With over 60 years of experience, we provide a professional and expert service for all your project needs with top brands such as Suzuki, JCB and PMD under our belts.

Construction Computer Software (Gulf) LLC

PO Box 34387
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United Arab Emirates
Tel: +971 4 3466456
Fax: +971 4 3884663
Web: www.ccsulf.com
E-mail: info@ccsulf.com

Construction Computer Software or CCS provides essential software solutions to the construction industry and has been doing so far over 30 years. CCS's two leading software products are buildsmart an ERP construction accounting & costing system and candy, a construction estimating & project control system.

Cummins Middle East FZE

PO Box 17636
South Zone 2
Jebel Ali Free Zone
Dubai, United Arab Emirates
Tel: +971 4 8809911/800
Fax: +971 4 8860518/9
Web: www.middleeast.cummins.com
E-mail: cummins.middleeast@cummins.com

Cummins Middle East FZE, the first wholly-owned Cummins Inc. distributor in the region, was established in 2000 and covers UAE, Bahrain, Qatar, Yemen, Oman, Saudi Arabia, Kuwait, Jordan, Iraq, Lebanon, Afghanistan and Pakistan. In 2016, Cummins Inc. and the Olayay Group announced the formation of Cummins Arabia, a joint venture between UAE, Saudi Arabia and Kuwait. Cummins Power Generation offers one of the widest ranges in diesel power generators, starting from 17 kVA till 3750 kVA.

Danway LLC

PO Box 50048, Dubai
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Fax: +971 4 3473232
Web: www.danwayllc.com
E-mail: info@danwayllc.com

Danway, the proud engineering arm of Al-Nowais Investments is a registered UAE manufacturer and also holds a GCC state-manufacturing license for a variety of products. The multi-coloured bouquet of DANWAY's areas of excellence includes the electrical, power and automation division, the support technologies division, power division and the industrial and retail systems division.

Diamond Metal Screen Pvt. Ltd.

Plot No. 26, R.S.S. No. 336/1
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Karnataka, 590008, India
Tel: +91 831 2407775/2441508
Fax: +91 831 2441524
Web: www.diamondscreens.com
E-mail:

komalbadani@diamondscreens.com

Diamond Metal Screen PL is Asia's leading manufacturer and exported of custom made perforated metal sheets. We have a state-of-art manufacturing facility spread over 50,000 sq.ft. We perforate almost all metal in various designs for industrial and architectural purpose. If you have a design we can perforate it for you.

Doka Middle East

C/o Doka Gulf FZE
Country headquarters United
Arab Emirates, Jebel Ali Free Zone
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Worldwide, Doka is one of the leading firms in the formwork industry. Our globe-spanning organisation with 160 sales and logistics locations give construction companies around the world fast access to safe, dependable and high-performing formwork solutions. Doka customers profit from speedy and prompt availability of required formwork together with Doka's unmatched services for every type of building construction and civil engineering project.

Agents:

Bahrain - Doka Bahrain Doka Saudi Co. Ltd. for Trading Rep. Office
Jordan - Doka Jordan LLC
Kuwait - Doka Kuwait - Div. of Riham Gen. Trad. & Cont. Co.
Lebanon - Doka Lebanon
Oman - Doka Muscat LLC
Qatar - Doka Qatar WLL
Saudi Arabia - Doka Saudi Arabia Co. Ltd. for Trading (Dammam Branch)
Saudi Arabia - Doka Saudi Arabia Co. Ltd. for Trading (Jeddah - Head Office)
Saudi Arabia - Doka Saudi Arabia Co. Ltd. for Trading (Riyadh Branch)
United Arab Emirates - Doka Emirates LLC (Abu Dhabi Branch)
United Arab Emirates - Doka Emirates LLC (Sharjah Branch)

**Doosan Portable Power
(Doosan Benelux SA)**

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JLT Platinum Tower
Cluster I, Level 18, Office 1802
Dubai
United Arab Emirates
Tel: +971 4 2767206
Fax: +971 4 2767204
Web: www.doosanportablepower.com
E-mail: hazem.elnaqeeb@doosan.com

Doosan Portable Power is a market leading manufacturer of portable compressors and mobile lighting systems for the Middle East market. All Doosan Portable Power products are designed and rigorously tested to ensure they give outstanding operation on the toughest sites and in the most extreme conditions around the world, for applications in construction, roads, utilities, rental, quarrying and many other industries.

Agents:

Bahrain - Mohammed Jalal & Sons WLL
Egypt - Otrac Heavy Equipment Co. (Doosan Portable)
Iraq - Tristar Co. Iraq
Jordan - Arab Equipment Trading Co.
Kuwait - Bahrah Trading Co. WLL
Lebanon - Tracksparco Bachalani SARL
Libya - Rawasee Co.
Oman - Al-Futtaim Auto & Machinery Co. LLC (FAMCO - Oman)
Qatar - Jaidah Group
Saudi Arabia - The Machinery Group LLC
United Arab Emirates - Al Futtaim Auto & Machinery Co. LLC

Dresser-Rand

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20759, Spain
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Fax: +34 943 865210
Web: guascor@dresser-rand.com
E-mail: www.dresser-rand.com

Dresser-Rand, a global supplier of environmentally-friendly technology in power generation of oil & gas, industrial, construction, mining, and commercial industries, are designed to work with a wide range of fuels for its Guascor engines, including natgas, diesel, biogas, biodiesel, flare gas, syngas, low methane and other gases to produce hot water, steam/cold and power. Range: 100kWe-2.5mWe.

Agents:

Egypt - Proserve
Mozambique - Tecnel Service Lda.
Tunisia - SIGMA Industrie

Eaton

Eaton Middle East
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Eaton is a power management company with 2013 sales of \$22.0 billion. Eaton provides energy-efficient solutions that help our customers effectively manage electrical, hydraulic and mechanical power more efficiently, safely and sustainably. Eaton has approximately 101,000 employees and sells products to customers in more than 175 countries. For more information, visit www.eaton.com.

Eland Cables

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For more than 35 years, Eland Cables have been supplying cable to some of the world's most demanding industries including oil & gas, marine, rail and power transmission. Today the company operates in more than 130 countries worldwide.

Euroblast Middle East LLC

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Euroblast is the exclusive provider of turnkey solutions to the surface preparation industry and has created an icon in the industry as a solution provider for steel and concrete surface preparation and coating.

Euroblast is associated with world leaders in the technology for surface preparation and coating offers the following:

- Autoblaster Machine
- Wheel Blast Machine and Blast Room
- Automated Blast Room Facilities
- Automated Paint Room Facilities
- Graco Paint Spray Equipment
- Metalization Equipment
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Agents:

Qatar - Euroblast, Doha
Saudi Arabia - Euroblast, Dammam
Saudi Arabia - Euroblast, Jeddah
United Arab Emirates - Euroblast, Abu Dhabi

FAMCO (Al-Futtaim Auto & Machinery Company LLC)

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FAMCO is a market leading supplier of products and services to a diverse range of industries and commercial undertakings covering the transportation, construction, manufacturing, warehousing, oil & gas and marine sectors. FAMCO serves these industries with world-class brands like Yanmar generators & Himoinsa generators & lighting towers, Volvo, Merlo, Ingersoll Rand, Linde, Dexion, Hart, Nassau, Steril & Stanley Proto. FAMCO's operations cover the entire UAE, with bases in Dubai, Abu Dhabi, Al Ain and Ras Al Khaimah, plus branches across Saudi Arabia, Oman and Qatar. The company's development and success has been based on an in-depth understanding of customer needs and the dedication of its skilled staff.

FG Wilson

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Web: www.fgwilson.com
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For 50 years, FG Wilson has been a leading

manufacturer of diesel and gas generator sets from 6.8 to 2,500kVA and beyond. Since 1990 alone, we have installed 600,000 generator sets, supported by over 300 distributors, offering world-class levels of service from product selection to installation and lifetime support.

Flowrox Oy

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Flowrox offers reliable solutions for abrasive, corrosive and other demanding shut-off, control, pumping and dosing applications serving a wide range of process industries worldwide. The main focus is on Mining & Minerals and Energy & Environment industries. Almost with 40 years experience in elastomer technology Flowrox is the benchmark in heavy duty valves and pumps. The best service is guaranteed by an international sales and service network, covering over 55 countries globally.

Agents:

Bahrain - Al Kuwaiti Industrial

Galva Coat for Galvanizing & Lighting Poles

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Tel: +971 2 5511188
Fax: +971 2 5510188
Web: www.galvaccoat.ae
E-mail: galvaind@eim.ae

Galvaccoat, 3 time winner of Sheikh Khalifa Industry Golden Award, winner of Sheikh Khalifa Excellence Quality Award and having ISO 9001-2008, ISO 14001-2004 & Oshad approval certificate, is a leading manufacturer of various kinds of lighting & transmission poles, guard rails, cable management system and providing hot dip galvanizing services in the UAE.

Agents:

Saudi Arabia - M/s Inara Company Ltd.

Gardner Denver FZE

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Gardner Denver is a leading supplier of compressed air solutions and with over 200 years experience in the design of portable compressors, can offer from the smallest model, powering a single pneumatic tool, through to the innovative Turboscrew range. With an extensive network of sales companies and distributors, Gardner Denver offers global expertise with local service capability.

General Navigation and Commerce Co. (GENAVCO) LLC



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GENAVCO LLC, a member of the Juma Al Majid Group, has H.O in Dubai and branches in Abu Dhabi & Sharjah, dealing with Isuzu Commercial Vehicle, British petroleum (BP) Lubricants, Voegel Asphalt Pavers, JLG Aerial Work Platform, Kleemann & Terex Crushing and Screening Equipment, Wirtgen Road Milling & Recycling machines, Benninghoven Asphalt Plants, Hamm Rollers, Liebherr Earthmoving Equipment, Allison Transmission, SDMO Diesel Generators, Boge Stationary & compAir Portable Air Compressors, Crown Electric Forklifts, Flexi Articulated Lift Trucks and Shantui Earthmoving Equipment in the U.A.E.

German-Gulf Enterprises Ltd.

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Since its establishment in 1974, German-Gulf has maintained its position and principal task of providing technical solutions and services to cater to the needs of the various upcoming industries that includes construction, oil & gas, aviation, ship building, marine engineering, hospitality industries. German-Gulf proudly operates with over 700 employees, representing 12 nationalities in approximately 5 countries around the GCC countries.

Agents:

United Arab Emirates - Atlas
United Arab Emirates - Moldtech
United Arab Emirates - Putzmeister
United Arab Emirates - Triman Group
United Arab Emirates - Zenith

Greaves Cotton Ltd.

3rd Floor, Motilal Oswal Tower
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Fax: +91 22 3351799
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Hamm AG

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Haulotte Middle East FZE

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Haulotte Group is the largest European manufacturer of people and material handling equipment with a full range of telehandlers and aerial work platforms ranging from 6M to 43M. Based in Dubai, Haulotte Middle East is the regional hub for equipment and spare parts sales and technical support of Haulotte machines.

HELUKABEL Middle East

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Logistics City
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Web: www.helukabel.ae
E-mail: waseem.ashqar@helukabel.ae

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Herrenknecht AG

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E-mail: pr@herrenknecht.com

Herrenknecht is a technology and market leader in the area of mechanized tunnelling systems. As the only company worldwide, Herrenknecht delivers cutting-edge tunnel boring machines for all ground conditions and in all diameters - ranging from 0.10 to 19 meters.

Agents:

United Arab Emirates - Herrenknecht Middle East FZE

Hi-Force Ltd.

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Web: www.hi-force.com
E-mail: daventry@hi-force.com

Hi-Force is the UK's leading manufacturer and supplier of hydraulic tools and bolting equipment, and offers a wide range of products suitable for use in several industries worldwide.

Agents:

United Arab Emirates - Hi-Force FZCO
United Arab Emirates - Hi-Force Hydraulics

HIMOINSA S.L.



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Fax: +34 968 191217
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E-mail: info@himoinsa.com

HIMOINSA is a global corporation that designs and distributes power generation equipment. It manufactures diesel and gas generator sets, control panels and paralleling systems for standby, prime, peak power and distributed power. HIMOINSA offers a wide range of rental generators for the construction sector. Also, it undertakes Power Plant and IPP projects. Their Engineering team has developed a Plug and Play product that allows a fast and easy configuration to increase or reduce the power generated depending on the needs of the client.

Agents:

United Arab Emirates - Himoinsa Middle East FZE

Hitachi Construction Machinery Middle East Corporation FZE

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HUEGLI TECH, Schweiz

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Huegli Tech is a leading supplier and wholesaler with core competences in Engine Governing Systems, Generating Set Controls, Hydraulic Engine Starting Systems, Vehicle Control Systems, Gas Engine Management System, Engine Accessories and Dual Fuel Conversions. We are active worldwide and our distribution network is well developed.

Agents:

Lebanon - Black Box SARL
Saudi Arabia - Black Box KSA
United Arab Emirates - Natheer Technical Services

HYDAC International GmbH

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Agents:

Egypt - El-Masry Industrial Services LLC
Egypt - Yasser Fahmy Hydraulic Eng.

Hypertherm Europe b.v.

Vaartveld 9, Roosendaal, 4704 SE
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Web: www.hypertherm.com

Hypertherm designs and manufactures advanced cutting products for use in a variety of industries such as construction, shipbuilding and manufacturing. Its product line includes hand-held and mechanized plasma systems and consumables as well as fiber laser and waterjet products, in addition to CNC motion and height controls and CAM cutting software.

Imeco Austria

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E-mail: imeco@imeco.at

Exporting new and used machines and equipment for infrastructure, civil engineering and marine projects especially for trench shoring, tunneling, piling, drilling and foundation works. Serving contractors in the Middle East for more than 30 years with products of outstanding quality as well as consultancy services.

INMESOL, S.L.



Ctra. Fuente Alamo, 2
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INMESOL is a company that designs, manufactures and sells: generators set (from 2,2 to 2500 kVA), lighting towers, welding generators and hybrid generation systems.

International Trade Solutions FZE



INTERNATIONAL
TRADE SOLUTIONS (FZE)

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Sales and service of machinery for the ferrous wire industry. Mesh welders, rolling lines, wire drawing, barbed wire, chain link fence, gabion, butt welders, grating welders and other related equipment.

Iveco Astra

Via Caorsana 79
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Fax: +39 0523 591773
Web: www.astraspas.com

Truck manufacturer - special vehicles.

JCB Power Products

Denstone Road
Rocester, Staffordshire
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Tel: +44 1889 590312
Web: www.jcbgenerators.com
E-mail: romy.tilbury@jcb.com

JCB Power Products offer a comprehensive range of over 170 generators and lighting towers ranging from 8-3300kVA. Available in 50Hz or 60Hz, the range divides into standard, rental and heavy, including both open and canopy, as well as containerised generators. JCB Power Products support your power and lighting needs, 24, 7. For general enquiries please email generator.sales@jcb.com

Agents:

Egypt - IPC
Iraq - Al Ghodwa
Iraq - KM Machinery
Kuwait - Riham
Lebanon - Fares Baladi
Libya - Al Noras
Oman - MOS
Qatar - Mannai
Saudi Arabia - Abahsain
Turkey - SIF
United Arab Emirates - Galadari

JCB Sales Ltd.

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Web: www.jcb.com

Agents:

Kuwait - Riham General Trading and Contracting Co. WLL
Qatar - Mannai Trading Co. WLL
Saudi Arabia - Saleh & Abdulaziz Abahsain Co. Ltd.
United Arab Emirates - Galadari Trucks & Heavy Equipment Co. Ltd. (JCB Sales)

Jeremias Middle East

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Fax: +971 4 4470152
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Jeremias is one of the world's leading manufacturers of high pressure, high temperature, stainless steel flue and chimney systems for the exhaust of gases and ventilation. Jeremias product range includes 60 different CE certified systems covering all kinds of domestic, commercial and industrial applications complemented by freestanding industrial steel chimneys up to 3 meter diameter.

John Deere Power Systems

Orléans - Saran Unit
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45401, France
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Fax: +33 2 38846266
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John Deere Power Systems develops, manufactures and markets diesel engines for a large variety of industrial and agricultural applications, material handling equipment, compressors and generator sets.

Jotun Paints UAE Ltd. LLC

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Agents:

Bahrain - Jotun Bahrain
Egypt - El-Mohandes Jotun SAE
Egypt - El-Mohandes Jotun SAE (Cairo)
Egypt - El-Mohandes Jotun SAE (Smouha)
Jordan - Corro-Coat Saudi Arabia Co. Ltd.
Jordan - Universal Paint Inc.
Kuwait - Jotun Powder Coatings
Lebanon - Commrite Group SARL
Saudi Arabia - Jotun Saudia Co. Ltd. (Jeddah)
Saudi Arabia - Red Sea Paints Co. Ltd.
United Arab Emirates - Jotun Abu Dhabi Ltd. LLC
United Arab Emirates - Jotun Al Ain
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Yemen - Jotun Yemen Paints Co. Ltd.

Jubaili Bros

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Jubaili Bros is one of the leading providers of Power Solutions in the Middle East, Africa and Asia. With over 35 years of experience in the field of power generation, Jubaili Bros is the perfect choice for your power solution needs. Jubaili Bros serves its customers from 8 countries with 24 branches and a strong dealer network.

Agents:

Kuwait - Jubaili Bros (Kuwait)
Lebanon - Jubaili Bros (Lebanon)
Qatar - Jubaili Bros WLL

Kaesar Kompressoren FZE

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United Arab Emirates
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Fax: +971 4 8050077
Web: www.kaeser.com
E-mail: info.dubai@kaeser.com

Manufactures of industrial air compressors, construction type air compressors as well as industrial low pressure blowers, together with associated accessories such as air treatment equipment and centralised control systems.

Keestrack

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E-mail: info@keestrack.net

Keestrack designs and produces mobile crushing and screening equipment. Quality, innovation, flexibility and after sales support are key. R&D ensures Keestrack equipment is recognized as a market leader in quality and performance all over the world. Keestrack has a wide range mobile screens, impact crushers, jaw crushers, cone crushers and stackers.

Agents:

United Arab Emirates - ILE Rental

Kirloskar Oil Engines Ltd.

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Kirloskar Group is counted amongst India's largest multi-product, multi-location diversified engineering conglomerates with annual sales of US \$1.6 billion. Kirloskar Oil Engines Ltd. was incorporated in 1946 and is the flagship company of the Kirloskar Group. Today Koel is an acknowledged leader in the manufacturing of Diesel Engines, Agricultural Pump Sets and Kirloskar Green generating sets company has state of the art manufacturing units in India that offer world class products. Koel has a sizable presence in international markets with offices in Kenya, South Africa, UAE and USA and representatives in Indonesia and Nigeria. Koel also has a strong distribution network throughout the Middle East and Africa.

Agents:

Bahrain - M.H. Al Mahros BSC (Kirloskar)
Egypt - Egyptian Engineering & Trading Co.
Kuwait - Boodai Trading Co. (Kirloskar)
Lebanon - HMH Machinery Est.
Morocco - HIB Agricole
Oman - Kala International LLC
Qatar - Boodai Trading Co.
Saudi Arabia - Abdullah Hashim Company Ltd.
United Arab Emirates - Al Shirawi Enterprises

Kleyn Trucks

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E-mail: salestrucks@kleyn.com

Kleyn Trucks is one of the largest independent traders in used commercial vehicles worldwide. You can choose from a stock of 1,200 used trucks, tractor units, semi-trailers and trailers. Kleyn Trucks sells to more than 150 countries worldwide and has nearly 100 years of experience.

Kohler Power Systems

Kristallaan 1, Zevenbergen, 4761
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Web: www.kohlerpower.com
E-mail: powersystems.emea@kohler.com

For every aspect of your critical load requirements, Kohler has engineered the product: EPA-complaint generator sets from 5 to 3250 kW, a full line of automatic transfer switches, customizable paralleling switchgear, controls that can manage a multitude of power systems applications, along with wireless and web-enabled remote PC power system monitoring.

Agents:

Saudi Arabia - A-Abunayyan Trading Corporation

Komatsu Ltd.

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Web: www.komatsu.com

Main products: construction and mining equipment, utility equipment (compact machines), forest machines, industrial machinery and others.

Agents:

Bahrain - Y.K. Al Moayyed & Sons, B.S.C.
Egypt - Egyptian International Motors Co. Ltd.
Jordan - The Near East Equipment Co. (Irbid Branch)
Jordan - The Near East Equipment Co. (NEEC)
Oman - Saud Bahwan Projects & Equipment LLC
Qatar - Jaidah Motors & Trading Co.
Saudi Arabia - A.S. Bugshan & Bros. (Bugshan)
Saudi Arabia - A.S. Bugshan & Bros. (Dammam Branch)
Saudi Arabia - A.S. Bugshan & Bros. (Riyadh Branch)
Turkey - Temsa Global Sanayi Ve Ticaret AS
United Arab Emirates - Galadari Trucks & Heavy Equipment Co. Ltd. (Abu Dhabi)
United Arab Emirates - Galadari Trucks & Heavy Equipment Co. Ltd. (Komsatu)
United Arab Emirates - Galadari Trucks & Heavy Equipment Co. Ltd. (Sharjah)

Kraft Tool Co.

8325 Hedge Lane Terrace
USA
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Fax: +1 913 4221018
Web: www.krafttool.com
E-mail: steve@krafttool.com

Kraft Tool Co.® manufactures over 5,000 high quality tools and accessories for the concrete, masonry, asphalt, drywall and floor covering industries. Manufactured with care and precision, Kraft offers high quality tools for construction professionals. We are proud of our "Hand-Krafted" workmanship attributed to every product made in the USA.

For more details on agents please contact export department.

Leroy-Somer

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Leroy-Somer, is the world leader in low and medium-voltage alternators and one of the world's leading manufacturers in electro-mechanical and electronic drive systems, with extensive ranges of electric motors, gearmotors, variable speed drives and electronic controllers. These drive solutions help increase productivity and energy efficiency.

Agents:

United Arab Emirates - Leroy-Somer C/o Emerson FZE

LG Electronics Gulf FZE

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LG Electronics Middle East & Africa is the regional headquarters for LG Electronics based in Dubai that oversees operations in 23 countries comprised of 12 subsidiaries, 11 branch offices & 3 manufacturing facilities. LG's world-leading products are an investment for the future that are made up of 4 forward-looking business units - Home Entertainment, Mobile Communications, Home Appliance & Air Solution, & Vehicle Components. For more information about LG Electronics, please visit www.lgnewsroom.com

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LINTEC Germany GmbH

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Rabiah & Nassar Group



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Telestack Ltd. is a UK based company that designs, manufactures and distributes a range of mobile bulk material handling solutions. They have over 1,000 reference sites across the globe and operate in a variety of applications including mines, quarries, ports, rail yards, power stations and steel mills.

Terex Minerals Processing Systems

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Terex® Minerals Processing Systems provides a complete range of crushing & screening equipment to customers around the world. With over 100 years in the minerals processing industry we understand your business.

Terex Trucks

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Based in Scotland, Terex Trucks (a division of Volvo Construction Equipment) manufactures four models of rigid haulers (41-91 tons) and three models of articulated hauler (25-38 tons). These no-nonsense machines battle intense and demanding conditions all over the world, from the bitter arctic cold to the baking desert heat.

Agents:

Iraq - Alca Diamond Group
Israel - COMASCO Construction Machinery & Systems Ltd.
Jordan - Jasco
Oman - Al Fairuz Trading & Contracting Co. LLC
Qatar - Rumailah Motors
Saudi Arabia - Middle East Development Co (Medco)
Turkey - Ascendum
United Arab Emirates - CMC
Yemen - Ashibami Corporation for Trading & Gen. Agencies

ThyssenKrupp Bautechnik GmbH

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Trelawny Spt Ltd.

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Trelawny Spt Ltd. is an independent manufacturer of pneumatic tools and surface preparation equipment operating from its headquarters in the

engineering heart of the UK in Leamington SPA. For over 60 years Trelawny has been offering a range of equipment for the preparation of concrete, steel and stone in various industries.

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tremco-illbruck is a European manufacturer and service provider of high-performance sealing, bonding, flooring, waterproofing, and passive fire protection for the construction and manufacturing industries. We provide a broad range of reliable products and services under our product brands: illbruck, TREMCO, Nullifire and PACTAN. With nearly 80 years experience, we have an unrivalled understanding of our customer's business. Our local presence means we are on the ground daily, helping our customers make the most of our products and responding rapidly to their questions. We understand specific local markets, standards and regulations, and actively incorporate customer feedback. Our tailored solutions ensure our customers success in every project.

Triplefast Middle East Ltd.

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Triplefast Middle East is the regional supply hub of the LoneStar Group offering a unique service of logistical supply and manufacturer of fasteners and gaskets, standard and bespoke solutions including coatings to industries requiring quality and safety critical products with full traceability.

Valbruna Gulf FZE

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A wholly owned subsidiary of Acciaierie Valbruna S.p.A. Italy Valbruna Gulf FZE is a stockiest and distributor for Middle East, Iran and India for long profiles such as Round, Dowels, Flat, Square, Hexagon, Angles, Channels, Wire, Threaded Rods, Reinforcement Bars & Seamless Pipes in all type of Stainless Steel.

The mill also manufacture various Nickel Alloys and Titanium Bars.

Agents:

Kuwait - Kharafi National KSC
Oman - Bahwan Building Materials LLC
Qatar - Valbruna Qatar
Saudi Arabia - Zamil Group Holding Co.

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Visa S.p.A. is one of the world's leading genset suppliers, based in Italy, designing, developing and manufacturing diesel gensets, from 9 to 3000 kVA, in standard or customized versions for a large variety of applications to meet customers' precise requirements (constructions, industry, oil & gas, mining, etc.). It is present in over 80 countries through a global network to support in the successful completion of projects through an efficient engineering department, guaranteeing a highly operational flexibility and qualitative standards for which it has become a leader in the market for more than 50 years.

Volvo Construction Equipment

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Volvo Construction Equipment, a business area within the Volvo group, is among the world's leading manufacturers of articulated haulers and wheel loaders and one the world's primary manufacturers of excavation equipment, road development machines and compact construction equipment. The products, spare parts and services are offered worldwide in more than 150 markets.

Agents:

Bahrain - A.A. Bin Hindi B.S.C ©
Iraq - Sardar Automobile and Machinery Trading Co.
Kuwait - Al-Zabin International Group Co. for Heavy Equipment
Lebanon - Abdelmassih Trading Co. - Amtrac
Oman - General Engineering Services Est. (GENSERV)
Qatar - Arabian Agencies Co. WLL
Saudi Arabia - FAMCO (Al-Futtaim Auto & Machinery Co. LLC)
Syria - Nassib Saad Est. Trading & Import
Turkey - Ascendum Makina
United Arab Emirates - FAMCO (Al-Futtaim Auto & Machinery Co. LLC)
Yemen - Elaghlil Trading Co.

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Volvo Penta, with approximately 4,000 dealers in over 130 countries, is a world-leading and global manufacturer of engines and complete power systems for both marine and industrial

applications. The engine programme comprises diesel and gasoline engines with power outputs of between 10 and 900hp. Volvo Penta is part of the Volvo Group, one of the world's leading manufacturers of trucks, buses and construction equipment.

Agents:

Bahrain - International Agencies Co. Ltd.
Egypt - Orascom Trading SAE HQ
Iraq - Inma
Jordan - Mithkal, Shawkat & Sami Asfour Co.
Kuwait - Al Boom Marine Co.
Lebanon - Khonaysser Motors
Libya - LIBTRAC
Oman - Muscat Overseas Industrial & Marine Equipment Trading Co. LLC
Qatar - Al-Badi Trading & Contracting Co. Ltd.
Saudi Arabia - Alkhorayef Commercial Co. Ltd.
Tunisia - SC Bateaux De Plaisance et de Peche Bateauemad
United Arab Emirates - Al Masood Trucks, Equipment & Marine Engines Division

Vortex Hydra S.r.l.

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Based in Italy, Vortex Hydra have obtained the enviable reputation of being world leaders in the specialist field of concrete roof tile manufacture. Renowned for their "state of the art" large scale, fully automatic production plants, the company has applied its expertise in developing the new Uno Evoluzione lower volume affordable plants.

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United Arab Emirates - SunPower Gen FZCO

Wilhelm Layher GmbH & Co KG

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Established in 1973, Yamuna Cable Accessories Pvt. Ltd. (YCAPL) is a leading designing/manufacturing/supplier for Power Cable jointing accessories and associated power

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Otrac Heavy Equipment Co. (Doosan Portable)

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ساعات عدد من المشروعات، مثل مدينة مصدر، على تأكيد أهمية البنايات الخضراء

تحتل المركز الثاني بعد دولة الإمارات من حيث نصيب الفرد من الأبنية الخضراء، على الرغم من أنها تحظى بأعلى إجمالي ناتج محلي بين دول التعاون الخليجي . وربما تشهد المملكة اليوم نقطة تحول لتحقيق قفزات واسعة في هذا المجال. حيث تتوقع دراسة خاصة بتوجهات الأبنية الخضراء في العالم، صادرة عن «دوج داتا أند أناليتكس»، حدوث نمو بمقدار أربعة أضعاف في نصيب الفرد من الأبنية الخضراء في الإنشاءات الجديدة كلية بحلول ٢٠١٨ في المملكة، لتزداد النسبة الحالية من ثمانية في المائة إلى ٣٢ في المائة. وتتفق جمعية الشرق الأوسط لإدارة المرافق مع هذا الطرح وتصرح بأن «هناك جزءاً كبيراً من البنية التحتية من المزمع الانتهاء منها» في المملكة» خلال الثلاث إلى الخمس سنوات المقبلة، والكثير منها متطور للغاية ويضم الأبنية الخضراء. وهذه تشمل مركز الملك عبد الله المالي البالغ مساحته أكثر من ثلاثة ملايين متر مربع، والمكاتب الجديدة والبنية التحتية عالية الجودة في مدينة جازان الصناعية، ومدينة الملك عبد الله الاقتصادية، والتي من المقرر أن تضم ميناءً بحرياً ومناطق صناعية، ومدينة المملكة البالغة مساحتها أكثر من خمسة ملايين متر مربع في جدة، والتي من المزمع أن تضم برج المملكة. وتواصل الجمعية التعليق على ذلك بالقول إن «العديد من السعوديين قد زاروا دبي وشاهدوا مستوى رضا العملاء، وهم يرغبون في تحقيق الشيء نفسه في المملكة». إن مستقبل الأبنية الخضراء في دول مجلس التعاون الخليجي واعدٌ للغاية خلال السنوات المقبلة. بيد أنه، كما يرى العديد من الملاحظين، لن يكون هناك بديلاً، في عالمنا الأكثر جفافاً وقسوة، عن إحداث التوازن بين التنمية الحضرية والموارد التي تنضب اليوم تلو الآخر. ويتضح جلياً أن المدن في منطقة الشرق الأوسط وشمال إفريقيا تعكف على اختبار الحدود الحالية للاستدامة الحضرية.

الخضراء، الذي سيعقد خلال الفترة ١٣-١٤ نوفمبر/تشرين الثاني ٢٠١٦ في مركز قطر الوطني للمؤتمرات. وتستهدف تايوان زيادة قدرة وحداتها الضوئية المنزلية من ٤٢٠ ميغاواط في ٢٠١٥ إلى ٢١٠٠ ميغاواط بحلول ٢٠٢٠. وفي كلمة له في قطر، قال جورج هو، مدير التسويق في مكتب المشاريع التجارية الخضراء التابع لوزارة الشؤون الاقتصادية - وهو مكتب مدعوم من الحكومة يهدف لرأب الصدع بين المصنعين التايوانيين والسوق الدولية - قال إن بلاده حريصة على نقل تجربتها لقطر. كما صرح بأن التنمية المستدامة كانت أمراً ضرورياً لتحويل قطر إلى دولة ذات اقتصاد قائم على المعرفة وتمكينها من لعب دور محوري في بناء المدن الذكية. ويعرض مكتب المشاريع التجارية الخضراء على قطر مجموعة متنوعة من الحلول، يتمثل أغلبها في منتجات صديقة للبيئة في مجال إدارة المياه ومواد الإنشاء الخضراء، إلى جانب المنتجات المعزولة حرارياً؛ مثل أنواع الطلاء العازل وأغشية العزل. وقد أصبح المطورون ومخططو المدن في منطقة الخليج والشرق الأوسط وشمال إفريقيا يدركون، بشكل متزايد، الحاجة إلى التركيز على التخطيط المدني الذكي. وتقف مشاريع، مثل أبراج البحر في أبوظبي، شاهدة على التصميم الصديق للبيئة والاستدامة على الصعيد الدولي، مثلما الحال مع مدينة الميدان الإماراتية وأفكار مثل أبراج بوابة الأردن في عمان بالأردن من تصميم حنا سلامة. وإلى جانب مكيفات الهواء الصديقة للبيئة، يوجد حلٌّ آخر رئيسي لتطويع المدن المستدامة؛ وهو تطبيق وإدماج التكنولوجيا الذكية، والتي من شأنها مساعدة السكان على مراقبة أمن وسلامة المنازل أثناء غيابهم. ويتزايد استخدام هذه التكنولوجيا أيضاً في المكاتب والشوارع. غير أن التنمية الحضرية الخضراء لم تشق طريقها في المنطقة بالسرعة نفسها. فالمملكة العربية السعودية لاتزال

مركز مؤتمرات جديد يسع ١٠ آلاف شخص من المقرر أن يضم فندقين ومكاتب، علاوة على مكتبة محمد بن راشد الجديدة.

■ «دبي ستبس»، وهو مشروع ثقافي ورياضي.

■ وأخيراً، سوق الأجهزة والدراجات والأبنية الخضراء» الذي سوف يشتمل على ١٠٠ متجر و٥٢ صالة لعرض الدراجات. أما «الريادة في الطاقة والتصميم البيئي» (ليد) فهو نظام معترف به عالمياً لمنح الشهادات للأبنية الخضراء تابع لطرف ثالث. وفيما يلي بعض المشاريع الحاصلة الآن على شهادة الريادة في الطاقة والتصميم البيئي (ليد) في الشرق الأوسط:

■ المبنى المستدام لهيئة كهرباء ومياه دبي في دبي، وهو أكبر مبنى حكومي يحصل على هذه الشهادة.

■ أول منزل لعائلة واحدة من نوعه في منطقة الشرق الأوسط يحصل على التصنيف البيلايني للريادة في الطاقة والتصميم البيئي في المملكة العربية السعودية.

■ شركة بيئة الشارقة للخدمات البيئية المتكاملة، والتي أقامت في نهاية شهر مايو/أيار حفل منح عقد في مقرها الجديد في الشارقة. وقد حصل التصميم على التصنيف البيلايني للريادة في الطاقة والتصميم البيئي.

وفي الوقت نفسه تقيم قطر، وباقي دول الخليج، روابط مع الشركات والدول في جميع أنحاء العالم لتوسعة قاعدتها المعرفية فيما يتعلق بالأبنية الصديقة للبيئة. وتعتبر تايوان إحدى الدول الشريكة التي تخطو خطوات واسعة في هذا المضمار. فهذه الدولة، التي تقع في منطقة الشرق الأقصى، ويتبنى مكتب الطاقة المحقق بوزارة الشؤون الاقتصادية لديها الترويج لمشروعها الناجح المليون وحدة ضوئية شمسية على أسطح المنازل في منطقة الخليج، قدمت عرضاً في حدث «مشروع قطر» الذي أقيم مؤخراً. ومن المتوقع أيضاً أن تحضر المؤتمر السنوي الثاني للأبنية الخضراء الخاص بمجلس قطر للأبنية

دول مجلس التعاون الخليجي تتجه نحو الأبنية الخضراء

مما لا شك فيه، أن دول منطقة الخليج، التي حباها الله بالشمس الساطعة على مدى شهور متواصلة أغلب العام، يؤهلها موقعها هذا، وبشكل فريد، للاستفادة من الطاقة الشمسية، واستيفاء بعض من أعلى معايير إنشاء الأبنية الصديقة للبيئة في العالم. ولكن، وحتى وقت قريب، تأخرت هذه الدول عن اللحاق بمناطق أخرى تتمتع بالشمس المشرقة مثل أستراليا وولاية كاليفورنيا الأمريكية. لكنها اليوم تسابق الزمن لتعويض ذلك بإطلاق مبادرات مثل مجالس المباني الخضراء العديدة بمنطقة مجلس التعاون الخليجي.

بمنتجات وأجهزة التدفئة والتهوية وتكييف الهواء إلى إنشاء وتوفير وحدات تدفئة وتهوية وتكييف هواء موفرة للطاقة بتكنولوجيا متطورة. وتعتبر شركة «إل جي إلكترونيكس» واحدة من أكبر موردي وحدات تكييف الهواء لدول منطقة الشرق الأوسط، وهي تتأهب للاستفادة من هذا النمو.

وقال كيفين تشا، رئيس شركة «إل جي إلكترونيكس» الشرق الأوسط وإفريقيا: «خصصت الشركة مؤخراً استثمارات كبرى للبحوث والتطوير. وأنشأت مصنعا جديدا للمُبردات من المقرر افتتاحه في ٢٠١٧». وعلى صعيد المساكن، خضعت مكيفات هواء «تيتان سبليب»، وهي أحدث منتجات «إل جي»، لاختبارات تحمّل درجات الحرارة الشديدة التي تصل إلى ٦٠ درجة مئوية.

ومن المتوقع لعدد من المشاريع الكبرى، التي من المزمع البدء فيها في الإمارات العربية المتحدة، أن تشمل تكنولوجيا تبريد جديدة مثل تلك التي تقوم بتسويقها شركة إل جي إلكترونيكس. وهي تشمل مشاريع الإنشاءات الخضراء التي قام بتدشينها في شهر أبريل/نيسان الشيخ محمد بن راشد آل مكتوم، نائب رئيس دولة الإمارات العربية المتحدة ورئيس الوزراء وحاكم دبي. وهي على وجه التحديد:

■ المدينة الصناعية الراسية، وهو موقع متعدد الاستخدامات على مساحة ٢٨٠ هكتاراً من المتوقع أن يتولى تصميمه مهندسون معماريون إيطاليون.

■ سفاري الخليج، وهو مُجمَع ملاعب الغولف على مساحة ١٠٠ هكتار إلى جانب أكاديمية للتدريب.

العمارة الحديثة بالشرق الأوسط من شأنه توفير تكاليف الطاقة، وإضفاء لمسة جمالية محببة على الأبنية في المنطقة.

وكانت شركة هانتر دوجلاس قد أطلقت ما وصفته بالجيل التالي للغالق الجرار ذي القضيبي المسطح. وقد أعلنت أن خصائصه الصديقة للبيئة تقلل من استهلاك الطاقة وتحتفظ ببرودة المنازل. ويقال أن الغالق يقلل مقدار حرارة الشمس بالداخل بنسبة تصل إلى ٩٠ في المائة، بجنيحاته المتداخلة وغالقه الجرار الذي يبلغ سُمكه خمسة ملليمترات فقط، وهو نصف سُمك أنظمة الغلق المشابهة، في إطار مضغوط من الألومنيوم. وقد تم اختبار نظام الغالق مؤخراً في مجمع سكني في بريشيا بإيطاليا.

غير أن واحداً من أكبر التحديات التي تواجه دول الخليج، لا سيما إذا استمر التغير المناخي على النحو المتوقع، هو توفير مكيف الهواء الصديق للبيئة. وقد بدأ مُصنعو منتجات التدفئة والتهوية وتكييف الهواء مؤخراً في إدماج المزيد من المزايا الموفرة للطاقة والصديقة للبيئة. وقد أضحت تكتسب زخماً في استجابة سريعة للوائح الجديدة المُفَعلة والخاصة بالمنتجات الموفرة للطاقة محلياً وعالمياً. وتشير توقعات الصناعة إلى وجود ارتفاع ملحوظ في استخدام منتجات وأجهزة التدفئة والتهوية وتكييف الهواء في الشرق الأوسط وإفريقيا. ومن المتوقع أن تتجه السوق بقيمة تروى على ١٦,٢٣ مليار دولار أمريكي بحلول ٢٠٢٢. وقد أورد التقرير «أن الحكومات، ومعايير الأبنية الخضراء/الذكية الناشئة، وشواغل المستهلكين المتزايدة، تدفع القائمين على تصنيع وتطوير ودمج الأنظمة الخاصة

غير أن المهمة جسيمة للغاية، إن كان على دول مجلس التعاون الخليجي أن تحقق هدف تقليل انبعاثات الكربون تحقيقاً لأهداف مؤتمر الأمم المتحدة للتغير المناخي الذي انعقد في شهر ديسمبر/كانون الأول الماضي. وبحسب تقدير تيري ويلز، الرئيس التنفيذي للمجلس العالمي للمباني الخضراء، من المنتظر أن تسهم الأبنية وحدها بنسبة ٣٠ في المائة من انبعاثات الغازات المسببة للاحتباس الحراري في العالم.

ويسعى مجلس الإمارات للأبنية الخضراء إلى أن تكون الأبنية منخفضة الطاقة في الإمارات بحلول ٢٠٢١. وفي شهر مايو/أذار، أعلن سعيد العبار، رئيس مجلس الإمارات للأبنية الخضراء، عن تحديد منهج العمل لاتخاذ إجراء ملموس من أجل تحقيق ذلك في الإطار الزمني المطلوب. ومن المؤكد أنه قد شعر بالحماس عند اطلاعه على نتائج التقرير الصادر عن جمعية الشرق الأوسط لإدارة المرافق في معرض التصميم الدولي (انديكس) الذي أقيم في شهر مايو/أيار، ومعرض التصميم الخارجي «بيلد اكسبو»، الذي أعلن أن دول مجلس التعاون الخليجي تستطيع توفير ما يصل إلى ٣,٥ مليار دولار أمريكي باستخدام الأبنية الموفرة للطاقة.

وتعتبر إدارة المرافق أمراً مهماً لصيانة الأبنية الخضراء. إذ أن الطاقة وإدارة المرافق تشكلان سوياً ٩٠ في المائة من تكاليف المبنى. ومن جانبه أفاد سانتوش فايل، مدير المبيعات في شركة هانتر دوجلاس الشرق الأوسط، الشركة الاستشارية الهولندية في التصميم المعماري، خلال الحدث، بأن كثرة استخدام الزجاج في

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إتمام الأقسام المتبقية من المرحلة الأولى لإنشاء البنية التحتية، والتي من المخطط اكتمالها بحلول الربع الأخير من عام ٢٠١٧. كما تم التعاقد مع كل من شركة «اتكينز العالمية» و«استوديو انترناشونال للهندسة المعمارية» و«آر إن إل للتصميم» للإشراف على الخطة الرئيسية والتصميم العام لتطوير مجتمع متعدد الاستخدامات في المنطقة السكنية، ليتضمن شققاً سكنية ومنازل «تاون هاوس» ومدارس ومرافق اجتماعية ووجهات ترفيهية ومنازل للبيع بالتجزئة ومنشآت لقطاع الضيافة.

للسباحة، ومركزاً رياضياً. ويشتمل المشروع على ١٠ آلاف وحدة سكنية تقريبا بين فيلات وشقق ومنازل. ومن المتوقع أن يصل عدد سكانها إلى ٣٥ ألف نسمة بحلول ٢٠٢٠.

علما بأن إنجاز عملية تطوير البنية التحتية في المنطقة السكنية سوف يتم على مراحل. وقد بدأ العمل بالفعل على القسم الأول من البنية التحتية، ومن المقرر الانتهاء منه في الربع الأخير من عام ٢٠١٦، حسب الإصدار الصحفي للشركة. هذا وقد حصلت شركة «ترايستار للهندسة والإنشاءات» على عقود



رسم تفصيلي للمشروعات التي ستقام قبل أكتوبر ٢٠٢٠

مذكرات رجال الأعمال

سبتمبر/أيلول:

- ٣ - ١ معرض اسطنبول للمياه اسطنبول
- ٢١ - ١٩ معرض ومؤتمر إنترسولار دبي
- ٢٩ - ٢٢ المعرض الألماني للشاحنات التجارية هانوفر
- ٢٧ - ٢٥ معرض بيح فايف الكويت الكويت
- ٢٩ - ٢٨ مؤتمر الخرسانة الخضراء لدول مجلس التعاون الخليجي دبي

أكتوبر/تشرين الأول:

- ٦ - ٤ معرض تكنولوجيا المياه والطاقة والبيئة ويتكس
- ١٣ - ٩ مؤتمر الطاقة الدولي اسطنبول
- ٢١ - ١٨ معرض مشروع العراق إربيل

طيران الخليج توقع عقداً بقيمة ٩٠٠ مليون دولار لشراء محركات رولز رويس

وقعت طيران الخليج، شركة النقل الجوي الوطنية في البحرين، عقداً بقيمة ٩٠٠ مليون دولار أمريكي مع شركة رولز رويس لشراء محركاتها من فئة ترينت ١٠٠٠، وذلك لتشغيل ١٠ طائرات بوينج ٧٨٧-٩ من طراز دريملاينرز، مع الاستفادة من خدمات الدعم. هذا علاوة على إمكانية شراء الشركة للمحرك نفسه لتشغيل ست طائرات أخرى من طراز بوينج ٧٨٧-٩. وقد وقع اختيار شركة الطيران في السابق على المحرك من فئة ترينت ٧٠٠ من رولز رويس لتشغيل أسطول طائراتها الحالي.

وقال ماهر سلمان المسلم، الرئيس التنفيذي لطيران الخليج: «لدينا خبرة بمتانة ومرونة محركات ترينت التي نختبرها في عدة ظروف تشغيلية. ونحن على ثقة بأن محركات ترينت ١٠٠٠ ستقدم الأداء المتميز نفسه».

ومن جانبه قال إيريك شولتس، رئيس الطيران المدني برولز رويس، إن المحرك قد استحوذ على ٦٠ في المائة من طلبات السوق خلال السنوات الست الأخيرة.

وشهد توقيع العقد كل من كمال بن أحمد محمد، وزير المواصلات والاتصالات البحريني، والشيخ فواز بن محمد آل خليفة، سفير مملكة البحرين في المملكة المتحدة، وسايمون مارتن، سفير بريطانيا لدى مملكة البحرين.

علما بأنه قد تم الإعلان عن طلبات طائرات طيران الخليج المعدلة في مستهل هذا العام، وهي تتألف من ٤٥ طائرة يبدأ استلامها بدءاً من الربع الثاني من عام ٢٠١٨.

توقعات بزيادة الطلب العالمي على مكيفات الهواء بحلول ٢٠٢٠



سكنين السعودية بين أسرع أسواق مكيفات الهواء نمواً في الفترة ٢٠١٥-٢٠٢٠

الهواء. وسوف يتواصل الطلب على مضخات الحرارة التي باتت تحظى بقبول متزايد بين أوساط المستهلكين، بينما تقدم الحكومات في مختلف أنحاء العالم حوافز مالية على استخدامها.

كذلك كشف تقرير «مجموعة فريديونيا»، المتاح أيضاً على الموقع www.freedoniagroup.com، عن أن أعلى أرباح سوقية من حيث عدد الوحدات المباعة والقيمة حتى عام ٢٠٢٠ ستكون من نصيب مكيفات هواء الغرف، والتي تمثل حالياً أعلى حصة من مبيعات أجهزة التدفئة والتهوية وتكييف الهواء في العالم عن أي منتج آخر.

وتكييف الهواء في غرب أوروبا أخذ في التعافي خلال الفترة بين ٢٠١٥-٢٠٢٠. حسبما أظهر التقرير. إذ أن عدداً من دول المنطقة، التي عانت من ضعف اقتصاداتها مما أثر بدوره على الإنفاق على إنشاء الأبنية والطلب على أجهزة التدفئة والتهوية وتكييف الهواء، بدأت تعاود نشاطها من جديد.

ومن المتوقع لمضخات الحرارة المستخدمة لتوفير تبريد أكثر كفاءة، مقارنة بمكيفات هواء الغرف التقليدية، أن تسجل أعلى زيادة في المبيعات من حيث عدد الوحدات المباعة والقيمة حتى عام ٢٠٢٠ في صناعة أجهزة التدفئة والتهوية وتكييف

هناك توقعات بزيادة الطلب العالمي على أجهزة التدفئة والتهوية وتكييف الهواء بمعدل سنوي يبلغ ٤,١ في المائة، خلال ٢٠٢٠، ليصل إلى ١٢٢ مليار دولار أمريكي، وذلك وفقاً لأحدث تقارير صناعة أجهزة التدفئة والتهوية وتكييف الهواء الصادرة عن شركة بحوث «مجموعة فريديونيا» التي مقرها الولايات المتحدة. وفي دراستها لأجهزة التدفئة والتهوية وتكييف الهواء حول العالم، صرحت «مجموعة فريديونيا» بأنه سيتم تسجيل أكبر زيادة في الطلب على هذه الأجهزة في المملكة العربية السعودية والهند وإندونيسيا بين عامي ٢٠١٥ و٢٠٢٠. وقد علق على ذلك المحلل كايل بيترز بقوله: «سوف يتواصل الاستثمار في منشآت التدفئة والتهوية وتكييف الهواء بقوة في هذه الدول التي تسعى لتوسعة قاعدة استخدامها لهذه الأجهزة، وتلوح في الأفق فرص جديدة وواعدة للمبيعات في قطاع إنشاء الأبنية الجديدة وتطبيقات التحديث». وأضاف التقرير أن النمو في السوق العالمية سيشهد تباطؤاً عن الفترة بين عامي ٢٠١٠-٢٠١٥، ويعزو ذلك، بشكل رئيسي، إلى الإنفاق المتوقع على تحديث إنشاء الأبنية في الصين. ومن المنتظر أن تواصل أكبر سوق في العالم لأجهزة التدفئة والتهوية وتكييف الهواء تحقيق أعلى الأرباح من حيث القيمة، بنسبة تبلغ ٣١ في المائة من الزيادة الإجمالية في مبيعات هذه الأجهزة في العالم بين عامي ٢٠١٥-٢٠٢٠. ويبدو أن الطلب على أجهزة التدفئة والتهوية

دبي الجنوب يستثمر ٢٧٢ مليون دولار في إنشاء منطقة سكنية

معرض تعليقه على هذه الخطوة: «دبي الجنوب يعمل على إعادة ابتكار أسلوب الحياة العصرية عبر إنشاء مدينة تتمحور، بشكل رئيسي، حول توفير كل مقومات السعادة والرفاهية للأفراد. وهذا النمط الجديد، الذي لا يوازي لنموذج الحياة العصرية، يضع الأفراد في المقام الأول، بينما يحتفي بالطبيعة ويستوعب ذوي الجنسيات المتعددة الذين يجتمعون سوياً في مجتمع صحي ينعم بالازدهار». وتضم المنطقة السكنية في مشروع دبي الجنوب مدارس ودور حضنة، ومستشفيات، ومنافذ للبيع بالتجزئة، ومكتب بريد، وأكاديمية

منح مشروع دبي الجنوب عقوداً بقيمة ٢٧٢ مليون دولار أمريكي لعدد من المشروعات التطويرية المزمع إقامتها في المنطقة السكنية المخطط لها في المدينة، بجوار موقع اكسبو ٢٠٢٠ في دبي. وقد تم منح عقود البنية التحتية والتصاميم إلى شركات مثل «بارسونز» و«أتكينز العالمية» و«استوديو انترناشونال للهندسة المعمارية» و«النصر للمقاولات» و«ترايستار للهندسة والإنشاءات» فضلاً عن شركة «آر إن إل للتصميم». وقال أحمد الأنصاري، الرئيس التنفيذي بالإدارة في دبي الجنوب، في

المحتويات

القسم العربي أخبار

توقعات بزيادة الطلب على مكيفات الهواء بحلول ٢٠٢٠ ٤
دبي الجنوب يستثمر ٢٧٢ مليون دولار في إنشاء منطقة سكنية ٤
طيران الخليج توقع عقداً بقيمة ٩٠٠ مليون دولار لشراء محركات
رولز رويس ٥

تحليلات

دول مجلس التعاون الخليجي تتجه نحو البنايات الخضراء ٧



ملخص محتويات القسم الانجليزي

التطورات: تطورات السوق.

تحليلات: قطاع الإنشاء في منطقة مجلس التعاون الخليجي، نظرة على المعرض السنوي للحديد والصلب.

إنشاءات: برمجيات التصميم، الطاقة في موقع العمل.

تعدين: أخبار قطاع التعدين، صناعة الأحجار.

خدمات لوجيستية: شاحنات، إنترالوجيستكس.

فعاليات: مشروع قطر، معرض الشرق الأوسط للخرسانة، معرض آلات البناء الثقيلة.

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