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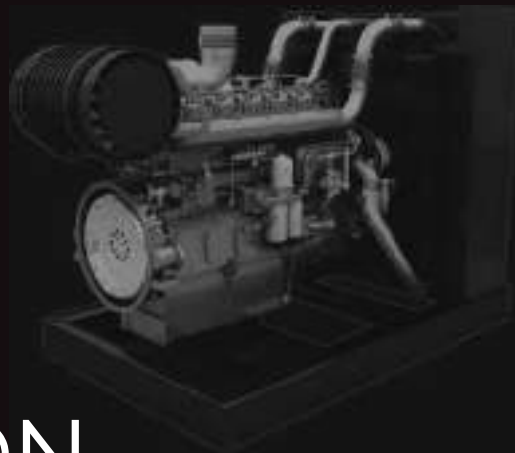
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EDITOR'S NOTE

THE MIDDLE EAST's construction industry appears to be on the up once again, leading to a raft of new projects, equipment launches and companies looking to provide building solutions and services to demanding clients throughout the region. With that in mind, this year's Annual Construction Review issue features stories on the latest industry developments, leading with our regular analysis of developments in the GCC's construction sector (p10). We also shine the spotlight on the latest equipment launches from the region's leading manufacturers (p16) and focus on the Middle East's fast-growing health and safety industry (p20). Elsewhere, we look at on-site power (p24), construction chemicals (p28) and design software (p30), while our Annual Construction Buyers' Guide (p54) features big-name brands and suppliers working throughout the Middle East.

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

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TECHNICAL REVIEW MIDDLE EAST

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Briefly

Jafza to build sustainable building for US energy company

DUBAI'S JEBEL ALI Free Zone (Jafza) is building a multi-storey facility for C&J Energy Services in the free zone.

The ground-breaking ceremony was initiated jointly by Jafza chief operations officer Talal Al Hashimi and C&J Energy Services vice-president for MENA Jeremy Alston, in the presence of the company's finance director Angus Fraser and a number of senior Jafza officials.

The 50,000 sqm facility in Jafza will include a 10,000 sqm sustainable multi-storey complex, which will serve as C&J's regional headquarters. The facility will also house a state-of-the-art maintenance, repair and operation (MRO) set-up. In addition, the facility will also be LEED-compliant and delivered to the US energy services company by Q1 2016.

Jafza officials said they have commenced work on the new facility in Jafza South.

Jeremy Alston remarked, "C&J Energy Services is committed to developing a strong regional presence in the GCC and wider Middle East.

"The development of our new regional facility with JAFZA is a clear statement of this commitment and we are excited to be working on this sustainable and cutting-edge building."

Talal Al Hashimi commented, "C&J Energy Services is one of the largest well construction, well completions and well services companies in North America.

"This facility will lay the foundation for C&J to become a leading player in the Middle East region. We are confident that their new facility in Jafza will help them in establishing an impressive presence in the region at the fastest pace. We remain fully committed to provide all the support they need to make their operations in the Free Zone seamless," he added.

The project forms part of Jafza's Customised Development Solution offering that specifically addresses a customer's industry needs and their business model-related requirements.

Saudi Arabia set to upgrade domestic aviation infrastructure

SAUDI ARABIA'S GENERAL Authority of Civil Aviation spent US\$1.2bn on the expansion of the Prince Mohammed Bin Abdul Aziz International Airport in Medina. The first phase of the new terminal opened in July 2015.

Following the inauguration of the terminal, Frost & Sullivan analysts stated that the expansion could pave the way for growth in Medina's economy, improve commercial trade to more than US\$107mn and generate nearly 20,000 jobs.

The Medina airport expansion is one among several initiatives being undertaken by the Saudi Arabian government to upgrade its aviation industry. Through infrastructure development, privatisation and market liberalisation, the Kingdom of Saudi Arabia is keen to further sophisticate the sector.

The newly-opened three-level terminal spans more than 156,940 sqm with 16 aircraft stands and boarding bridges. In addition to facilitating easy travel for Hajj and Umrah pilgrims, civil aviation authorities are looking to position the new airport as a hub for economic activity too. Frost & Sullivan has estimated that there are nearly 11mn tourists annually in the country, of which 5.7mn are aviation passengers. Air traffic is likely to grow at a CAGR of 27.2 per cent over the next decade. In view of this, the airport expansion project assumes special significance, analysts said.

Meanwhile, the Medina airport will be operated as a private enterprise. The country has been moving towards aviation privatisation – the sale of Saudia Airlines was the first of several such steps.

The Mohammed Bin Abdul Aziz International Airport in Medina, Saudi Arabia



"Besides improving efficiency, privatisation ensures that airport management will have a more focused business outlook that could contribute to the economy of the country. Growth is also more likely in the privatisation setup with airports looking to non-aeronautical revenue sources as well," said Frost & Sullivan senior consultant for business and financial services Vinod Cartic.

Additionally, the Medina airport could also pave the way for the Medina Aerotropolis – an urban area where all business and economic activities are centered around the airport, added the consultancy. Through such measures, the country hopes to make a noticeable impact in the aviation industry. In the near future, Saudi Arabia's aviation sector looks poised for growth, fuelled by enhanced infrastructure, economic conditions, an increase in population with a higher disposable income and an open capital market, Frost & Sullivan's analysts noted.

Qatari firms wins US\$466mn deal to build economic zone

QATAR'S URBACON TRADING & Contracting has won a contract for US\$466mn to design and build a special economic zone (SEZ) in Ras Bufontas in Qatar.

The SEZ will be located near Hamad International Airport (HIA) and will cover an area of 4.1 sqm. It will be a warehousing and logistics hub and the smallest of three economic zones being planned. The other two sites will be in Al Karana and Um Alhoul, UrbaCon stated.

Moataz Al-Khayyat, CEO of UrbaCon, revealed that the contract would be carried out as a joint venture (JV) between UrbaCon and Spanish company Sacyr.

He said, "It is another successful step by UrbaCon, which proves our ability to lead big construction projects in cooperation with world construction companies such as Sacyr."

Manateq, an organisation that has been established by the Qatari government to develop economic zones in the country, has awarded both the companies the construction contract.

The project will be completed in phases, with the first sector aiming for a March 2017 finish, added UrbaCon.

Prior to this, UrbaCon has been involved in a number of substantially-sized projects, including the Mall of Qatar. Other projects include the Banana Island Resort, the Sheraton Doha Hotel and Convention Centre and the Lekhwiya Stadium at Al Duhail.



The SEZ will be developed near Hamad International Airport

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Briefly

Renault Trucks expands operations in Iraq

RENAULT TRUCKS MIDDLE East and Sunflower General Trading Company have entered an exclusive partnership to position the latter as the exclusive distributor of Renault trucks in Iraq. The deal, however, excludes the Kurdistan Region of Iraq, Renault Middle East officials said. Through the deal, the truck manufacturer will consolidate efforts to expand operations throughout Iraq's heavy industry sector.

The new 1,000 sqm service centre and workshop in Baghdad, under construction, will open for business in Q1 2016, said Renault officials. The facility will service existing Renault Trucks customers based in Iraq as well as new Renault Truck vehicles imported by Sunflower.

The service centre will assist Renault Trucks and Sunflower General Trading Company, to service and facilitate a growing aftersales market as well as the existing 2,500 Renault Trucks vehicles in central and southern Iraq.

Garmco to build US\$55mn cast house in Bahrain

BAHRAIN ALUMINIUM ROLLING mill, Garmco, has signed a letter of intent with the industrial engineering firm Fives to build a US\$55mn cast house at Garmco's Bahrain-based facilities.

The re-melt project is an EPC turnkey project, which will enable Garmco to develop its metal recycling capability and lower the cost of metal casting. The project is expected to run for about 21 months starting September 2015. Stage 1 is being managed by Garmco and a local supplier, and involves the construction of a scrap storage area and segregation unit.

Garmco chairman Mahmood Al Soufi said, "This facility will have a number of advantages for us. It will bolster Garmco's position as one of the most sizable employers in Bahrain, and will generate significant cost savings."

"The project, along with a couple of others, forms an integrated part of a three-year strategy and will contribute to the profitability and growth of the company."

Once completed, the new project will enable Garmco to produce 120,000 tonnes of aluminium slabs.

Kuwait seeks to boost construction industry

KUWAIT'S INFRASTRUCTURE SECTOR is expected to grow 20 per cent in 2015, said investment bank Alpen Capital's *GCC Construction Industry* report. Projects aimed at greater GCC integration and economic diversification are serving as key growth drivers, cited the report. The GCC plans to boost investment in the construction sector by showcasing the region as a tourist and investment destination, helping to increase the industry's value from US\$91.5bn to US\$126.2bn in the three years to 2016, it added.

There is a lot of buzz in the country's construction sector. Based on analysis done on the 100 largest construction contracts in the GCC in 2014, Kuwait stood third after Saudi Arabia and the UAE based on value of projects in the pipeline. In Kuwait, certain major projects are also well poised to attain completion – in June 2015, Cairo-based Arab Contractors said the 142 km-long Al Jahra road project connecting the industrial area of Shuwaikh to Kuwait City was on track to be completed in 2016. The US\$855.7mn project is one of a number of planned infrastructure upgrades, along with the US\$2.6bn Sheikh Jaber Causeway, which will link Kuwait to Silk City; and the US\$7bn Kuwait City Metro, scheduled for completion in 2018 and 2019, respectively.

The report also pointed out the increase in demand for public housing, which is likely to drive long-term residential construction growth. Kuwait's Public Authority for Housing and Welfare announced plans to build 174,000 housing units by 2020. Private contractors can capitalise on several major developments such as the Mutlah Residential Project, Al Subiyah Residential City and Sabah Al Ahmad township. The Kuwaiti government also plans to employ a public-private



Kuwait is keen to enhance its presence in the construction sector

partnership model to deliver public housing, including 11,000 units under the Sabah Al Ahmad project, which will house up to 100,000 people upon completion.

Despite the construction sector looking rather promising, experts have cited several reasons as potential blocks. Rising cost of materials accompanied by falling oil prices could very well curtail the country's infrastructure budget, said the Alpen Capital report. According to the country's National Assembly's Budget and Final Account Committee Adnan Abdulsamad, consolidated revenues at state-owned Kuwait Petroleum Corporation (KPC) are expected to fall by 36 per cent year-on-year in the financial year 2015-16.

In addition, construction materials are also expensive. The region generally faces a shortage of basic building materials such as limestone, gabbro, cement and steel. Alpen Capital stated that Kuwait's GCC construction index rose 57.5 per cent to 156.4 per cent in the decade to 2013. Raw materials, meanwhile, are expected to rise four to five per cent, exacerbated by supply bottlenecks.

Construction on new terminal at Jebel Ali Port commences

DUBAI'S DP WORLD has begun construction work on the new container terminal in Dubai's Jebel Ali Port.

Phase 1 of Terminal 4 will cost US\$1.6bn and allow for 3.1mn twenty foot equivalent (TEUs) by 2018, taking the total capacity of the port to 22.1mn TEUs. The complex will be equipped with 110 cranes, with a total quay length of about 11,000 metres, said DP World officials.

"The new capacity is a response to feedback from customers expressing the need for more capacity at Jebel Ali due to an expected increase in trade in the run-up to Expo 2020. Shipping lines will be able to bring more of the world's largest vessels to our terminals," said DP World chairman Sultan Ahmed Bin Sulayem.

Meanwhile, the company said there was an increase of 4.1 per cent in its container volumes the world over. The Dubai-based company handled 30.6mn TEUs with growth largely driven by its terminals in Europe and the UAE. In addition, Jebel Ali was named the most productive port of 2014 by the Journal of Commerce (JOC)'s Port Productivity Data report. Nearly two million TEUs of capacity at the semi-automated Terminal 3 will be increased in the second half of 2015.



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Billions of dollars are pouring into the region's construction market, providing a boost for local and international construction firms and equipment providers, at a time when global oil prices have fallen to their lowest levels for nearly a decade (Photo: Adrian Lindley)

Building stronger foundations for growth

As the member states of the GCC look to diversify their economies at a time of lower oil prices, business is beginning to pick up for the region's construction industry.

DESPITE GLOBAL OIL prices sharply declining since mid-2014, the global construction industry has demonstrated strong signs of recovery, with surges in property development and infrastructure investment outweighing the decline in oil and gas projects. This conclusion derives from an international study of construction costs conducted by global programme managers Turner & Townsend, one of many firms experiencing an upturn in profits from its activities in the Middle East region, after announcing its own global revenue increased by 45 per cent in 2014-2015. Its Middle East team has grown by 30 per cent to around 300 people across its four offices in the region since 2010 and regional revenue from its Middle East construction consultancy grew 45 per cent to US\$40.44mn.

While the company's *International Construction Market Survey 2015*, which analyses input costs – such as labour and materials – and charts the average construction cost per square metre for

commercial and residential projects in a number of markets around the world, did not cite any cities in the Middle East as “hot” markets, it did state that the global construction industry was beginning to show strong signs of recovery in what it termed a “largely positive” picture.

Turner & Townsend CEO Vincent Clancy remarked, “It’s a changing landscape, with some markets seeing significant increases in activity, while others, which were booming, have fallen back.

“Many countries have significant plans to invest in infrastructure, and several cities are poised for further growth led by overseas investors. But, for many, it remains an uneven climb back to the levels of activity enjoyed before 2008.”

One clear and positive sign for construction markets in the Middle East, particularly those in the Gulf Cooperation Council (GCC), is the rise in demand being experienced by construction machinery rental firms. On a global scale, demand for construction machinery has been forecast by US-based industry research firm The Freedonia Group, to advance 3.9 per cent per year through to 2019 to US\$218bn. While annual growth has decelerated somewhat from the high levels experienced during the period between 2009-2014 (9.3 per cent), its *World Construction Equipment* study forecast annual growth of five per cent throughout Africa and Middle East outpacing global demand over the same period.

“The construction industry in the UAE is slowly getting back to its previous form”

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It's no surprise that the Middle East is among the markets outperforming the global standard – especially in the GCC where the big project announcements, while fewer than during the boom period of the previous decade, remain a constant feature on the news pages of industry publications throughout the region.

Around the GCC

In Saudi Arabia the construction market is picking up, and international construction trade events, such as bauma, have been targeting the country in greater numbers.

The building sector in Saudi Arabia is among the country's fastest-growing sectors and the high level of state investment in expanding the transport infrastructure, says bauma, will ensure above-average growth for the sector.

"Provisional figures for 2014 in the construction industry put growth here at around 6.7 per cent in real terms," event organiser Messe München reveals.

A recent report from Research and Markets, *Saudi Arabia Construction Equipment Rental Market Forecast and Opportunities, 2020*, found that the construction equipment rental market in Saudi Arabia was forecast to grow at a CAGR of more than 12 per cent during 2014-20.

"Growing preference for equipment rentals rather than purchases, increasing infrastructure spending and easy availability of construction equipment on rent are the major factors propelling the construction equipment rental market in Saudi Arabia," the report's authors comment. The report found that the crane rental segment dominates Saudi Arabia's construction equipment rental market, followed by excavator rental and wheel loader rental segments, with regions in the south-west and north-central collectively accounting for the majority of the country's construction equipment rental market in 2014.

"Robust growth in the construction sector is fuelling the demand for construction equipment in Gulf countries," the report states. "Saudi Arabia is the largest construction market in the GCC region...growth in construction activities is being underpinned by increasing focus of private and public participants to diversify into non-oil sectors."

With close to 300 major infrastructure projects in the planning or execution stages throughout Saudi Arabia, the market is clearly providing equipment rental firms and suppliers with plenty to be positive about, and is continue to drive foreign and local investment in the Kingdom's construction industry.

In Kuwait, meanwhile, US\$188bn of construction projects are believed to be currently at the planning or construction stages, with the country's construction sector set for significant growth, according to the organisers of the upcoming Big 5 Kuwait exhibition.

Ashley Roberts, event director of The Big 5 Kuwait, says, "Kuwait has earmarked US\$7.2bn from its annual budget for 2015-2016 for the construction sector and accelerated the sector's growth."

The Kuwaiti state is planning to develop a host of new rail links and road upgrades, as well as seaports and airports.



Construction continues in Qatar ahead of the 2022 FIFA World Cup, despite the corruption scandal that has engulfed world football's governing body (Photo: Sophie James / Shutterstock.com)

The Kuwait government has plans to build hundreds of thousands of government-funded residential units by 2020, in order to help the construction sector continue growing, as well as tackle challenges presented by a reduction in oil revenues and rising raw materials cost.

Research firm BMI, revealed in its latest report that Bahrain would experience construction sector growth of 3.6 per cent up to 2018, thanks to government-led investment in infrastructure and social housing. The report found that Bahrain's government has plans for infrastructure projects worth US\$4.4bn, of which US\$2.2bn has been allocated between 2015-17 towards housing construction, and the rest to be channelled towards the water and power sectors.

Large-scale industrial projects on their way in Bahrain include the US\$4.8bn expansion and modernisation of the state-run Bapco refinery, a US\$2.2bn production line at Alba, a US\$1.2bn expansion project by Gulf Petrochemical Industries Company, and plans to expand Bahrain International Airport. Technical studies are also under way for the long-discussed US\$5bn second causeway linking the country with Saudi Arabia.

Fast growth in Qatar

In another report from BMI, Qatar is named as "the fastest-growing construction and infrastructure market in the GCC region". The research firm's 10-year forecast found that Qatar's construction industry was experiencing an annual average real growth rate of 10.2 per cent, which will no doubt be elevated as the 2022 FIFA World Cup edges closer.

BMI's Country Risk team says it believes that Qatar's economic activity will continue to expand at a strong pace throughout 2015, driven primarily by growth in the non-oil sector, and supported by a fast-growing population, large government spending commitments, and continued progress on infrastructure projects.

Ahead of the 2022 FIFA World Cup and in line with the country's 2030 Vision development plan, Qatar's spending on infrastructure is expected to reach about US\$150bn over the next decade, with US\$4.1bn budgeted up to 2015 on electricity and water projects,

Qatar's spending on infrastructure is expected to reach about US\$150bn over the next decade

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Investment into road building throughout the GCC has played a vital role in providing a boost to the region's construction market (Photo: Vilnius Steponenas)

US\$20bn investment for road construction, US\$40bn for railways and US\$8bn on a deep-water seaport.

BMI's Infrastructure Key Projects Database recorded US\$67bn of transport projects at the planning stage or under construction, while the expansion of the recently-opened Hamad International Airport is also planned.

"We note growth will accelerate in the run-up to 2022, but will falter in the aftermath of the World Cup – although Qatar's Vision 2030 should keep growth positive," remarks BMI.

In Oman, the infrastructure sector is bearing witness to a huge expansion worth US\$78bn, according to IQPC Middle East. IQPC says

that the majority of this investment is allocated to transport infrastructure, with a number of road projects, bridge structures, tunnel construction and national railway network developments to be constructed over the next five years.

In Q2 2015, Drake & Scull Engineering subsidiary Drake & Scull Engineering Oman won a series of major contracts worth a total of AED350mn (US\$95.3mn), which included the delivery of MEP works on the Oman Convention and Exhibition Centre in Seeb, two hotels in Saraya Bandar Jissah near Muscat, and an airport hangar-related facility. These project awards demonstrate the lengths to which Oman's government is going to support and invest in different industries, and all of which is fuelling growth in the country's construction sector.

Ahmad Al Naser, managing director of Drake & Scull Engineering LLC, remarks, "Oman's real estate sector is making steady advances with the announcement of several new and upcoming projects."

After Saudi Arabia, the second-largest Gulf market for construction projects is the UAE, where last year Ventures Middle East revealed in its *GCC Building Construction and Interiors* report, that US\$21.28bn worth of projects in the UAE were due for completion by the end of last year. Since that report was released, the drop in oil prices appears to have had little affect on continued planning and construction throughout the emirates.

Major investment in tourism-related projects, infrastructure and non-residential building segments has continued, and with Dubai's plans for Expo 2020 showing no sign of abating, the market looks set to carry on performing well.

Kanishka Singh, an associate in the construction and infrastructure team at Al Tamimi & Co. told *Technical Review*, "The construction industry in the UAE is slowly getting back to its previous form. If you look at the UAE government's budget, construction is one of the foremost sectors.

"Expo 2020 has created a lot of hype, there are plans to lay new lines and the current metro line is also being extended, while residential apartments and new hotels are being constructed," he notes. "People in the industry are looking forward to 2020, and the authorities are focused on executing Expo 2020's goals and ensuring the related work is carried out without any issue."

The slowdown, it would appear, is finally over for the GCC's construction sector, and, with the investment and commitment to upcoming projects continuing largely unabated, companies should see increased profit margins and growing workforces across the region. If oil prices remain low, but stable, the collective will throughout the GCC to diversify economic activity should ensure a steady stream of business for an industry that has endured sluggish growth in recent years. ■



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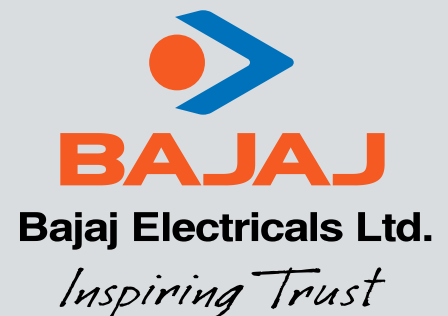
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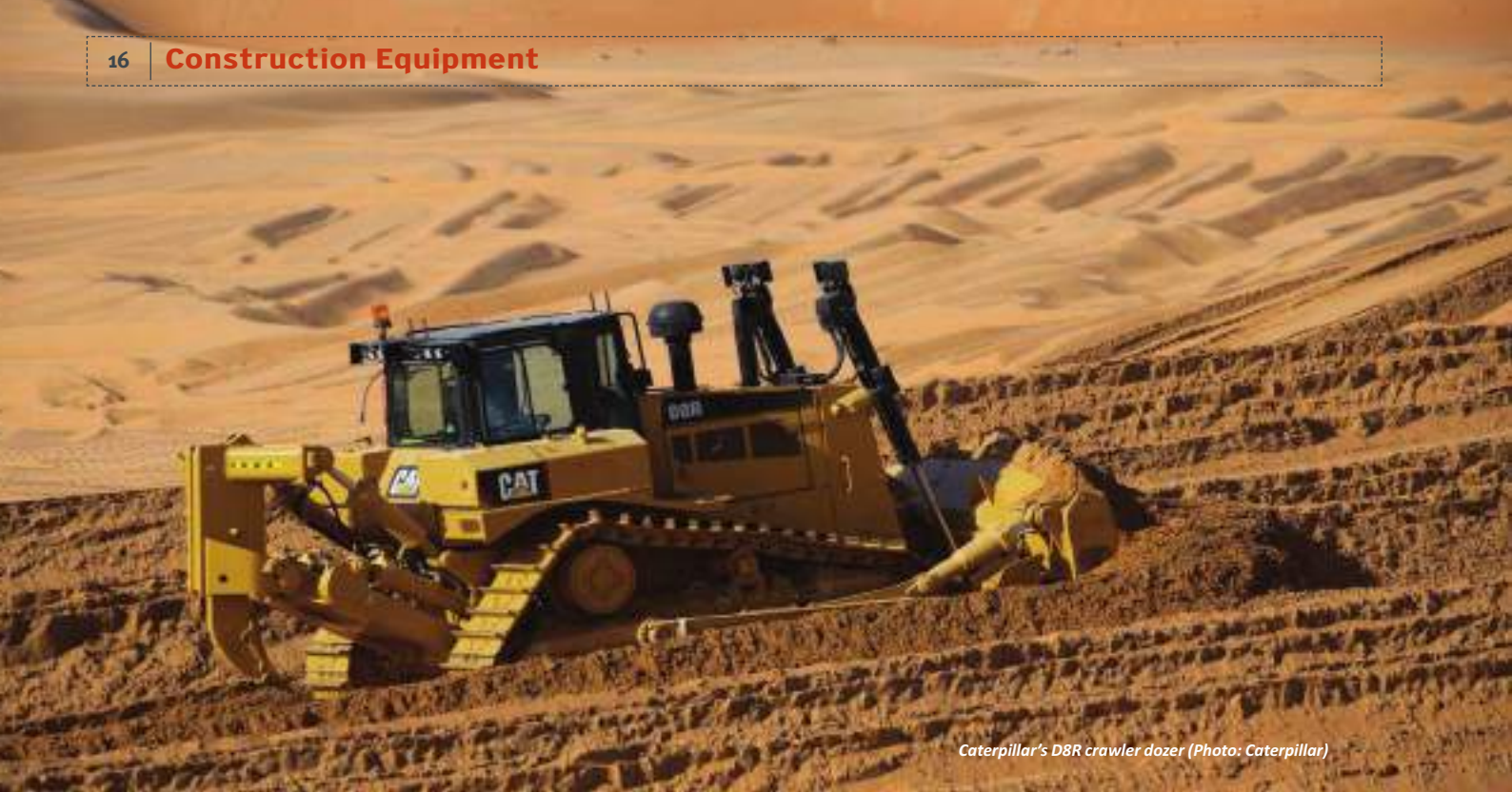
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Caterpillar's D8R crawler dozer (Photo: Caterpillar)

Equipment tailored to fit

Over the last six months, many of the major brands of construction machinery have released new pieces of equipment designed specifically for use in the Middle East.

THE MIDDLE EAST remains an important region for international construction companies. Despite the recent fall in oil prices, building schemes continue largely unabated – at least in the GCC states – although the emphasis has shifted from headline-grabbing showcase pieces to more practical infrastructure and industrial projects.

Business research group BMI predicted that the majority of such projects would continue over the coming years, as countries in the Gulf continue to diversify their economies.

Combined with the relative slowdown in construction in the more mature markets of Europe and North America over recent years, this means the region looks set to remain a key market for manufacturers of construction equipment. They have been positioning themselves to take full advantage of the opportunities as they present themselves.

“Within EMEA, the Middle East is becoming more important – especially Saudi Arabia and the UAE”

Bobcat

“The Middle East is one of the most important regions for Doosan,” states Gaby Rhayem, regional director Middle East and North Africa at Doosan Infracore Construction Equipment, which owns Bobcat. “Within the EMEA (Europe-Middle East-Africa) region, and especially considering the downturn in the European market, the Middle East is becoming more important due to the many construction projects, especially in countries like Saudi Arabia and the UAE, which are leading the way.”

Bobcat has introduced a number of new machines in the region recently, including a new range of telescopic handlers and the S450



Bobcat's S450 skid-steer loader (Photo: Bobcat)

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skid-steer loader, which replaces the famous S130 – a model Rhayem calls a “legend” in the Middle East.

The compact S450 has a 10 per cent larger cab than its predecessor, which is fully pressurised to minimise sand and dust entry, and comes with optional air conditioning – a first for a loader of this size.

Other key features on the machine include improved hydraulic performance – achieved by increasing the system pressure and changing the hydraulic components and hose and tube line routings – as well as a new tailgate design, an integrated rear bumper and enhanced serviceability.

“Many elements in the machines are designed for the hot temperature and the humidity, like the cooling and hydraulic systems,” says Rhayem, adding that all models released in the Middle East are designed for, and tested in, the region prior to release.

Volvo Construction Equipment (CE)

“The popularity of value brands – lower spec machines for a little bit less demanding work, for a lower price – in the emerging markets has been growing tremendously in recent years,” says Volvo CE’s Tomas Kuta, president of the EMEA region. “Value brands today consist of about 80 per cent of the total volume of machines sold around the world, so it’s a big chunk.”

With this in mind, in June, the company unveiled its new range of wheel loaders – the G series – which were designed specifically for use in the emerging markets of the Middle East and Africa.

The three new models, the L60Gz, L90Gz and L120Gz, have the



Volvo's L120Gz wheel loader (Photo: Volvo)

same transmission, axles and engine used in Volvo’s other wheel loaders, such as the F series, but with certain other aspects of the specification made optional in order to minimise the base cost.

Volvo say the G-series machines also feature load-sensing hydraulics, Z-bar linkage for greater breakout force, and a well-matched powertrain, meaning they are tailored to increase productivity in the most demanding conditions.

Caterpillar

An ability to operate in ‘extreme conditions’ is a common hallmark of construction machinery designed for the Middle East.

Caterpillar released its new D8R crawler dozer in March 2015, which the company says is adept at operating in the region’s disparate mixture of terrains and temperatures.

It has an elevated-sprocket undercarriage for maximum ground contact and greater traction on uneven terrain, an advanced modular cooling system for optimum engine cooling capacity and increased airflow, and improved cab pressurisation to keep out sand.

The company also unveiled its latest range of articulated trucks; the C series. Caterpillar say the machines have a variety of new and improved features including new transmissions with expanded electronic control, automatic traction and retarder control, hill assist and waiting brake systems, as well as engines that meet US EPA Tier 4 Final/EU Stage IV emission standards.

JCB

Emissions are an increasingly important issue for vehicles destined for the Middle East market, with many countries across the region pushing through legislation to bring their laws into line with the more regulated markets.

Dubai, for example, is currently assessing plans for the introduction of Euro IV standards in the near future.

It is against this backdrop that JCB launched its 1CX-T – the tracked version of its 1CX backhoe loader, with a Tier 3-compliant 49hp engine and a power management system that controls transmission output, maximising pushing power while minimising fuel consumption. JCB says the new model also has 14 per cent greater bucket capacity than the 1CX, and 320mm tracks for a lower ground pressure than the wheeled model, allowing the machine to work on loose ground.

The company also recently released the JS370 crawler excavator – a machine it says was designed for the Middle East and launched after “extensive testing and validation...carried out with customers in the region to ensure the machine can perform in the most demanding climates”.

Replacing the JS360, this newest model has a six-cylinder 210kW diesel engine and comes equipped with higher capacity cooling packs and a variable speed fan to ensure optimum temperature. ■

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Lighting the way to safer construction

Andrew Kimitri, CEO of Fhoss Technology, discusses the development of high-visibility clothing and the role it is playing in making construction sites safer throughout the Middle East.

THE BOOM BEING experienced by the construction industry in many parts of the Middle East has seen an increase in issues surrounding standard high-visibility clothing, as many firms ask how the industry can benefit from wearable technology for personal protection and keep their workers safe¹.

In 2014 it was reported that as much as US\$114bn worth of construction project contract awards were made, which is good news all-round for businesses operating in the region, as well as for GDP as a whole. However, the increase in construction projects has inevitably brought about a series of knock-on effects.

A few of the issues faced by the construction industry have been well documented in the media, with construction workers suffering the ill effects of working in the region's soaring daytime temperatures. The UAE's response to ban labour work between the hours of midday and 3pm during summer months seems a sensible approach.

For companies that choose to avoid the midday sun and allow work to take place during the hours of darkness, or indeed any company that has employees who frequently work in areas of low light, there is an option that could transform the way they protect their staff.

Evolution of the high-vis jacket

Since the appearance of high-visibility clothing back in the 1960s, the yellow jacket has slowly evolved and with the introduction of European and international standards, the overall design and effectiveness of the high-vis vest has improved over the years.

The main issue with the traditional high-vis vest, however, is that it requires an additional light source or 'ambient light', for the garment to light up. This can be problematic in many areas of construction spaces where such light is not always



Transport for London, operator of the London Underground, has bought into powered light safety wear technology (Photo: Fhoss)

available. Given that the high-vis vest has been around for so long, its functionality has remained relatively unchanged, and it is clear that the vest needs to evolve so that workers in outdoor spaces – especially those who work in the hours of darkness – can be seen at all times.

Thinking creatively about construction site lighting

Powered light safety wear is a new technology that allows garments to light up without the need for an additional light source. The technology works through the presence of a battery-operated electroluminescent core, which actively emits light. This, combined with prismatic high-visibility reflective tape, provides a garment that, when worn in complete darkness, can be seen up to 1.5 miles (2.41 km) away (Source: Network Rail, UK).

Some of the major players in highways, construction, aviation and railway in the UK, including the London Underground, Network Rail and Balfour Beatty, have already bought into the technology.

In 2014, Garry Pratt, senior project manager at Transport for London and his team carried out extensive trials of Fhoss products on the Jubilee Line of the London Underground.

"The results and overall feedback have been outstanding and users have commented on how safe they feel when wearing the garments," comments Pratt. "Not only do the men on the ground stand out more, but they are able to spot their colleagues from a good distance away."

In recent months, Fhoss has been working with companies in the Middle East to develop a product suitable specifically for workers in hot and humid temperatures. Made from breathable mesh fabric, the Fhoss FiLumin is a lightweight and self-illuminating safety vest that keeps workers lit up in all weather conditions, as well as in areas of total darkness.

It is clear that investing in up-to-date, high-visibility workwear is something that companies in the region should be taking very seriously.

I feel very strongly that the future of high-visibility clothing in the construction industry worldwide has to lie in powered light safety wear and it is my personal goal that by 2025 this technology will be commonplace at construction sites across the Middle East. ■

¹<http://www.bruceshaw.com/knowledgecentre/chapters/middle-east>



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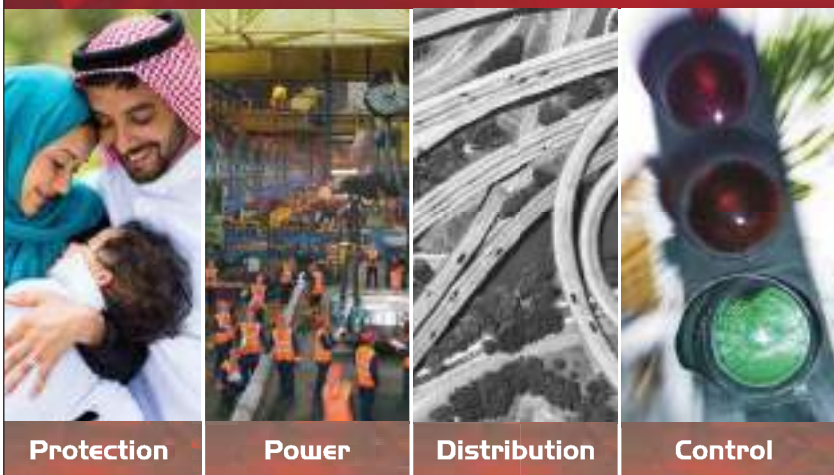
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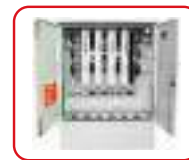
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Briefly

3M in US\$2.5bn Capital Safety acquisition deal

US MULTINATIONAL 3M has agreed a deal to acquire safety equipment provider Capital Safety.

Under the terms of the agreement, 3M will buy the company from KKR & Co in a deal worth US\$2.5bn, making it the largest acquisition in 3M's 113-year history.

Global demand for safety equipment has been steadily rising, fuelled by increasingly stringent worker-protection regulations in emerging market countries, which has contributed to 10 per cent annual growth in Capital's sales over the last four years.

The acquisition of the Minnesota-based company, which specialises in safety equipment for industries such as construction, mining, oil and gas, utilities and transportation is due to be completed in Q3 2015.

"Personal safety is a large and strategically important growth business in the 3M portfolio," said 3M CEO Inge G Thulin. "The acquisition of Capital Safety bolsters our personal safety platform and will build on our fundamental strengths in technology, manufacturing, global capabilities and brand."

Capital Safety produces harnesses, lanyards, self-retracting lifelines and engineered systems sold under the DBI-SALA and PROTECTA brands.

Alain Charles Publishing launches new health and safety title for the Middle East

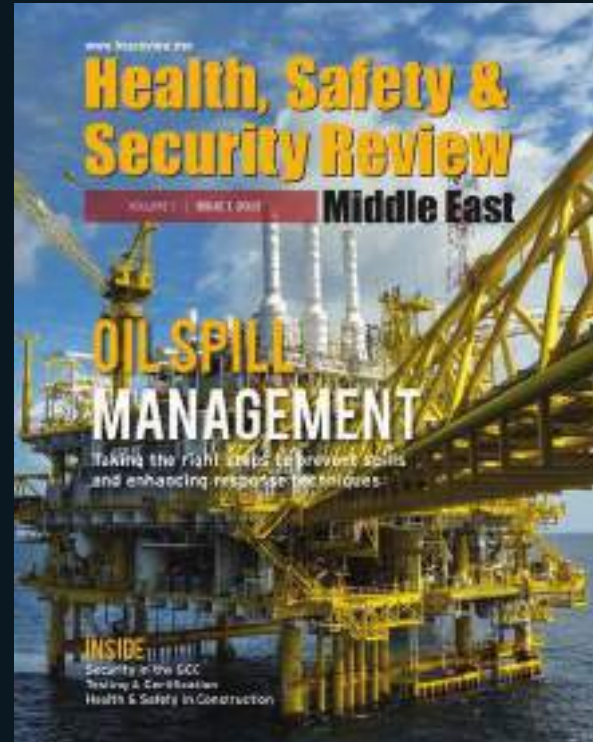
THE COMPANY BEHIND *Technical Review Middle East* is set to launch a new title targeting the Middle East's burgeoning market for products and services from across the health, safety and security sectors.

Alain Charles Publishing's latest publication, *Health, Safety and Security Review Middle East*, will be printed four times a year and will feature the latest news and developments from across each of these fast-growth sectors. Each issue will include exclusive interviews with leading industry players and opinion pieces from world-class safety and security practitioners. The publication is being supported by a website, which has already been launched, featuring the latest news, product launches and a comprehensive guide to industry trade shows.

"With the global personal protective equipment market expected to be worth US\$55.5bn by 2020, and with the huge amount of innovative safety devices and products that are helping keep workers throughout the Middle East safe, the time is right for us to launch this new industry platform," said Derek Fordham, chairman of Alain Charles Publishing.

"Bringing security to the fore is also a great idea, as this market is ever-growing thanks to the broad scope of products available, as well as the large amount of investment being pumped into developing the latest security technologies."

To find out more about the publication, or to stay abreast of all developments from across the health, safety and security sectors throughout the Middle East, visit www.hssreview.me.



The first issue of *Health, Safety and Security Middle East* will go to press in August 2015, while www.hssreview.me was launched in June 2015

Training centre for industrial workers enhanced in Kurdistan Region of Iraq

STIRLING GROUP HAS opened new training facilities in the Kurdistan Region of Iraq for workers from the construction and energy sectors.

The group has expanded an existing facility in Erbil and will now be able to offer a range of new courses, such as fire team member and leader, working at height and rescue, and confined space entry and rescue. Other courses now on offer include lifting and hoisting, forklift, incident management, and H2S and self-contained breathing apparatus.

The decision to launch the enhanced facility follows an increase in market demand for practical and advanced training, health, safety and environmental (HSE) services, according to Sterling.

Highlights at the Stirling Group Training

Centre include a four-storey training rig with internal structures, which has been designed to mirror the environments that oil and

construction workers face in day-to-day operations. The centre also features the latest training equipment, including Haagen virtual fire training technology.

Angus Neil, managing director of Stirling Group, said, "This is the latest step in the development of our training base in the Kurdistan Region of Iraq to ensure we continue to offer the very best training facilities in the region. The hands-on, simulated approach goes well beyond traditional classroom training."

Stirling now has plans to establish similar training centres in Slemani and Duhok, as it looks to support competence development for the oil and gas and construction industries across the Middle East.



The Stirling Group Training Centre features a four-storey training rig that mirrors environments found in the construction and oil sectors (Photo: Elena11)

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Keeping the power switched on

Most contractors have a genset available to supply standby or permanent power. Around the world safe and reliable diesel is the favoured engine technology on construction sites, but voltage problems can often be traced to the output end.

MAINAINING AN ENGINE generating set is normally a two-stage process. First comes making sure the prime mover actually starts immediately and runs up to speed / working temperature smoothly. This is a routine process based on checking the condition of the battery, the actuation of system controls, the status of all warning lights and alarms, and the fuel supply including the injectors themselves.

It is also a case of ensuring that there is an adequate volume of diesel in the tank, both the oil switch and governor handle have

been turned on, and that both air and exhaust systems are clear. All of which are routine procedures for any diesel mechanic on the road or on a construction project.

With any industrial-scale engine generator, however, there are further checks to carry out at the output end where the brushless alternator (if fitted) is located, invariably driven by a rotating mechanical shaft (PTO). Subsidiary on/off controls are likely to be installed at this end and need to be checked for status.

The most likely cause of inadequate volts being supplied following start-up is a

damaged solid-state capacitor or old-style condenser, which can be readily changed on the spot.

If inadequate or nil power output is still indicated, then the second probable cause is a short circuit within the rectifier assembly, which can be checked with a hand-held multimeter. The next step is to ensure a good connection is being maintained between this key component and the coil itself, another task for that handy little measuring device. With all this done, adequate power should be available when the engine is up to speed.

The voltage available, however, may still be below specification, in which case the engine controls and/or governor may not be working properly – a job for an engine mechanic rather than an on-site electrical technician. Low-output voltage may also be due to short-circuiting of the rotor reels or the stator within the alternator itself; after routine checking of performance these key components may themselves need to be changed. Well-organised construction sites have original-supplier approved (OEM) spares in store; the genset is just as important as the other plant employed.

Other reasons for voltage drop may include slipping of the power take-off shaft, another task for the diesel specialist first as this can lead to overheating of the damage-prone alternator assembly, about which the electricians are not going to be happy. Overheating may also be due to a short circuit existing within the rotor or stator assemblies; again these should be changed with OEM supplies if necessary. With some of the obscurer nameplates found on gensets in the region, these may be difficult to source.

With the alternative brush-type alternator, power output problems can be due to wearing out or even mis-fitting (pole reversal) of this critical carbon component. Over-high voltage is rarely encountered because of the automatic operation of the machine's own regulation system; low-

The QES range from Atlas Copco is comprised of a selection of powerful generators for construction work and general industry (Photo: Atlas Copco Portable Power)



Genset operators throughout the Gulf have access to specialised suppliers of both original equipment and after-sales services



This MTU Onsite Energy hooded genset, which is both sound and weather-proof, is sustainable for open-air use on building sites (Photo: MTU Onsite Energy)

voltage indications are likely to be due to problems within the AVR system itself (most likely as this device is susceptible to burn-out and other malfunction), the rotor or stator, all of which should be checked and, if necessary, changed.

Once again, PTO shaft slippage or short-circuiting of either rotor or stator may be the cause of the overheating, in which case checking of these components should be

carried out before the engine is taken apart for corrective maintenance to be applied to the power shaft itself

Genset operators throughout the Gulf have access to specialised suppliers of both original equipment and after-sales services. The national-scale construction / building materials trade exhibitions such as Buildex, the Big 5 series of course and Saudi Build are well supported by the genset industry,

whose sales and service specialists know just how much reliance is placed on their high-tech products to keep MENA projects on the move.

More specialised events may be of interest too; Power-Gen ME (4-6 October this year, Abu Dhabi), Middle East Electricity (1-3 March 2016, Dubai) and Saudi Power (9-11 May 2016 in Riyadh) are all worth checking out. ■

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Energy-efficient standards driving global air compressors' market

THE GROWING REQUIREMENT to conform to energy-efficiency standards and reduce carbon emissions have been cited as leading trends within the global air compressors market in a report made available by online market research firm ReportsnReports.com.

According to the *Global Air Compressor Market: Forecast and Statistical Analysis 2015-2019* report, developing countries and regional government bodies, predominantly in Europe and North America, have been taking stringent steps to ensure that various types of industrial equipment, such as motors, compressors, pumps and fans, conform to the respective regional regulations. The report also states that vendors within the market have been facing increasing pressure due to high costs associated with compressors. The report considers revenues generated from the sale of positive displacement (PD) compressors and centrifugal compressors, as well as the stationary and portable segments within the compressors industry, and revealed that the PD compressor segment accounts for the largest share of the market.

For the forecast period of the report, PD compressors are expected to continue leading the sector. The report stated, however, that when demand is continuous and requires time-oriented operational capabilities, centrifugal compressors are preferred by industries requiring high compressed air. While centrifugal air compressors are often costlier than PD variants, they require lower maintenance. The report noted that centrifugal compressors would, over the forecasted period, witness a relatively higher demand from

industries that require a continuous supply of oil-free compressed air. Among the companies recognised by the report as "key players" in the global air compressors market were Atlas Copco, Ingersoll Rand and Kobe Steel, with other prominent vendors including BOGE, Doosan, Dresser-Rand, Gardner Denver, GE, Hitachi, Kaeser Kompressoren, Kirloskar, Mitsubishi, Siemens and Wuxi Compressor.

The report stated that end-users were moving towards newer technologies such as variable-speed drive (VSD) compressors, oil-free compressors, controllers and other high-quality products that increase efficiency and reduce energy bills.

It added that various government regulations that are set to be proposed would define the course of the gas compressors market in the future, noting that the US Environmental Protection Agency and the Department of Energy have been formulating various guidelines relating to industrial equipment energy efficiency

requirements that include compressors.

The 76-page report, added that the EU had also enacted regulations regarding compressor and vacuum pump safety, in order to make compressor operations safer and to reduce harmful emissions.

The report further stated that government scrutiny regarding the flouting of rules could increase during the forecast period, which would also place strain on the vendors within the gas compressor market.



Energy-efficiency and reducing carbon emissions are trends that have been transforming the global air compressors market, according to a report from ReportsnReports.com (Photo: Vereshchagin Dmitry)

Atlas Copco launches 'two-in-one' air filter

ATLAS COPCO HAS launched its UD+ coalescing compressed air filter, combining two filtration processes in one product. According to its manufacturer, the UD+ is "unique" to the market, helping users achieve energy savings and "reliably" clean compressed air.

The UD+ is a two-in-one filter, which combines the reliability and performance of wrapped filters with a 40 per cent reduction in pressure drops when compared with pleated filters.

"Our compressed air solutions are of the highest quality, so our air treatment solutions should be too," said Paul Clark, business line manager – industrial air at Atlas Copco. "With the UD+, we have launched a compressed air filter innovation that saves space, energy and money without compromising on reliability and air quality."

Traditionally, two inline filters are required to bring oil aerosol and solid particles in the compressed air down to acceptable levels for most applications (ISO 8573-1 Oil class 1 and 2; ISO 8573-1 Solid particle class 1). The UD+ replaces both filters, therefore saving space and reducing pressure drops by 40 per cent. Testing has demonstrated that the UD+ achieves the air quality of two traditional filters, due to the glass fibre filter media package, which is wrapped around the filter. According to Atlas Copco, the technology is more efficient and offers increased reliability over traditional, pleated filters, which are prone to cracking. The UD+'s reliability and performances have been certified according to ISO 12500-1:2007 and ISO 8573-2:2007 standards by TÜV Rheinland, with available models ranging from a capacity of 9 l/s to 8000 l/s.



Atlas Copco's UD+ coalescing compressed air filter combines two filtration processes in one product (Photo: Atlas Copco)



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- Fully balanced operation

WH compressor

Performance summary

- 1.680 to 3.200 m³/hour at 40 bar (g)
- 280 to 550kW direct zero
- Oil free
- Water cooled
- 3 stages
- Capacity control - 0% / 50% / 100%
- Variable speed capacity range from 30 - 100%
- Fully balanced operation

Chemicals adding eco-friendly incentives

Optimised concrete mix design is just one of a range of sophisticated new possibilities made available by German chemical producer BASF.

HAVING LAUNCHED A family of 'Master Builders Solutions', the Construction Chemicals division of BASF has maintained that the world's building industries account for around one-half of total energy and resources consumption. Just how these are measured for comparison is not quite clear, but the company says they can be significantly reduced "if you just add the right chemistry".

As just one example, the German chemical giant's new 'Green Sense' concrete technology has been specifically developed to improve the economic performance – including energy demand – of new structures, through resource-efficient production and processing techniques. These improve performance characteristics such as resilience, workability and durability, as well as acceptance by environmentalists. All of this is achieved by optimising and eco-analysing the concrete mix itself, including the use of hyperplasticizers such as BASF's own MasterGlenium.

As a result of using the mix, savings of around 15,800 tons of CO₂ equivalent have been claimed, as well as significant reductions in fine dust emissions and more than 25,000MWh in total, during the erection of the new One World Trade Center building in New York. All of these savings have been compared with using conventional mix design.

The package was first used in Europe in a seven-storey project at BASF's own new headquarters. With a total area of 35,000 sq ft, this has provided 1,400-plus work places in conformity with the 'Gold' certification standard of the German Sustainable Building Council (DGNB).

This LEED-equivalent award demands the highest performance through all stages of a building's life, including construction, daily use and ultimate dismantlement.

More than 2,000 cu/m of concrete were processed in the casting of the structure's foundation slab itself, using a mix design that was optimised using the company's Green Sense eco-friendly efficiency-analysis techniques.

"We have aligned our concrete admixtures with the raw materials used by the concrete manufacturer, thereby achieving savings of around 30 per cent in CO₂ equivalents compared with a conventional concrete mix design," said Dr. Sven Asmus, the executive responsible for concrete admixtures.

Green Sense concrete technology has been developed to improve the economic performance of new structures

BASF points out that another benefit is the substantial reduction in installation-related noise at the busy city-centre site. This was because two special admixtures, including MasterGlenium, were incorporated into the flowability and the self-compacting properties of the mix were improved significantly, making it largely unnecessary to use vibration after the pour. This would be a feature much appreciated by sleep-deprived residents in the Gulf's urban areas, where 24-hour working is now the norm.

At all stages clear documentation and complete transparency of the entire construction process are required if the Gold standard of sustainability is to be achieved in Germany itself. BASF's own 'Life Cycle Analyzer' software can be used to enable concrete suppliers and placement operators to improve their process efficiency in terms of raw materials selection and energy consumption, as well as the quality of the final poured product.

The company says the combination of market know-how, research competence and consultancy expertise makes its Green Sense concrete technology "an elaborated, field-proven concept for sustainable construction".

Now available is a new range of branded products that have been designed to make the construction process more mindful of the environment generally, resulting in sustainable buildings that are more durable and efficient throughout their life cycle, and less taxing on the earth's physical resources too, says the company. ■



By incorporating the right chemicals into the latest building techniques, the construction industry could save significant amounts of energy and money (Photo: zhu difeng)





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Design on demand

Design technology forms an integral element for the creation and construction of new buildings, and processes such as BIM are helping the building sector to cut costs and increase time savings across a broad range of projects. Naji Attallah, head of AEC and manufacturing at Autodesk ME discusses the technology and its ever-evolving role.

NEXT GENERATION TECHNOLOGY is expected to play a key role in how we are going to plan, design, build and operate infrastructure. It is critical that we adopt next generation technology, as the money available today is not enough to meet the challenge using traditional methods and tools. If we don't become more efficient, the roads and bridges we drive on are going to fall apart, along with a host of massive infrastructure failures. Technology today helps us increase productivity, have more accurate material take-offs, avoid clashes and reduce site rework.

Computer-aided design (CAD) is commonly used in all developments, large and small scale. Autodesk AutoCAD is one of the defacto standards for detailed design. Increasingly enhanced, discipline-specific

CAD, such as AutoCAD Civil3D or Autodesk Revit are being adopted. These provide design engineers with technology enhancements that enable cost and time savings, as well as more accurate and rapidly changeable designs by offering dynamic, intelligent 3D CAD models.

The use of CAD for any project greatly helps to enhance the creative abilities of an individual or design team –allowing to fully visualise and communicate their ideas.

A place in history

In 1982, Autodesk made a major leap forward from the birth of the personal computer, the IBM PC, with the release of AutoCAD. Being technology pioneers of this time, the company has been dubbed as the disruptor in the Era of Documentation. The challenge Autodesk addressed was to move

2D drawings onto a computer and the release of AutoCAD helped them lead the way. The company made another bold step forward during the Era of Optimisation, by creating 3D models and using them to visualise and optimise a design before a prototype was even built.

Today, industry analysts have pointed out that we are entering a new era, the Era of Connection. This new era throws the spotlight on building applications and solutions that not only connect a community of people to a 3D model, but also connects them to the new means of production, the new means of consumption, and supports the new definition of what a product is. This era of connection is made possible thanks primarily to the emergence of the cloud, a natural hub of collaboration that brings with it incredible agility.



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Training programmes

While foreign Building information modeling (BIM) resources will continue to play a key role throughout the Middle East, a lack of local BIM resources would not be a major issue to address. Firms can train and enable their staff through short-term training programmes tailored by Autodesk for authorised training service providers. These are effective fast-track training programmes. In addition to training people, we also need to consider revisiting and enhancing the 'processes' to support the BIM Transformation.

Amid the growing adoption rate of BIM in the Middle East region, there are still certain sectors that are not aware of the advantages of BIM.

“Amid the growing adoption rate of BIM in the Middle East region, there are still certain sectors that are not aware of the advantages of BIM”

BIM will increasingly become the norm for the design and maintenance of buildings, and its widespread use is central to implementing the UAE Government's construction strategy.

Autodesk University was introduced in the Middle East in 2012, and 2015 will be its fourth consecutive year. Last year's edition was dubbed the 'largest CAD event in the Middle East', boasting an attendance of more than 700 design and engineering professionals, students, creative hobbyists and design enthusiasts from various industries. The event served as a strategic and unique platform for participants to 'Learn, Connect, Explore' through activities that included interactive workshops, demonstrations, knowledge sessions and an exhibition.

Sustainable solutions

Autodesk offers sustainability options that provide essential tools for green building design, manufacturing, energy modelling and sustainable infrastructure projects. The Middle East is at the forefront of developing Smart City solutions, meeting the rising demand for energy and resources from a large and growing urban population. The region's transition from a resource-based to a knowledge-based economy is helping fuel the concept of smart cities.

Cities in the region face unique challenges in water and energy, security, transportation and mobility, sustainable development and citizen engagement,

with governments now looking to find new ways to manage these complexities with the increased pressures of urbanisation.

Hosting the World Expo 2020 will allow Dubai to position itself among the world's top 10 sustainable cities, providing both residents and visitors with a highly connected, technology-centric environment committed to optimisation of resources. In line with this, His Highness Sheikh Mohammed Bin Rashid Al Maktoum, Vice President and Prime Minister of the UAE and Ruler of Dubai, has launched a strategy to transform Dubai into a Smart City, featuring 100 key initiatives within the pillars of life, society, mobility, economy, governance and environment.

In the cloud

Users today expect access to information on an anytime, anywhere basis and in a format relevant to their task to be able to instantly collaborate with project stakeholders. Autodesk cloud and mobile technologies are not only addressing this challenge but also, in some cases, leading. Autodesk is trying to balance the paradigm of project expenditures in the office versus expenditures on site, while also allowing access to technology on site using cloud and mobile. The company has recently developed BIM 360 field construction field management software, which combines mobile technologies for on-site use with cloud-based collaboration and reporting.

The solution is aimed at giving construction professionals the advantage of new ways to manage field processes, such as quality, safety, and commissioning checklists; distribution of plans and drawings; and mobile 3D and BIM construction document access.

The onset of cloud and mobile technologies is ushering in a new way of working and managing projects. Autodesk software like Revit enables owners and operators of construction projects to conceptualise, plan and implement construction projects through BIM. In utilising these technologies, the entire construction process too has become virtual and mobile. ■



Naji Attallah, head of AEC and manufacturing at Autodesk ME

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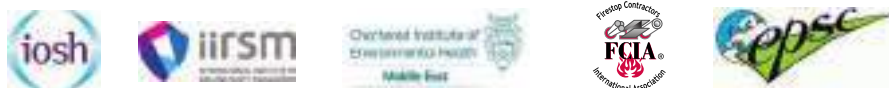
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Building a platform for power players

Following the successes of the 2015 edition of Middle East Electricity earlier in the year, Anita Mathews, director – Informa Energy Group, discusses this year's event and the organiser's plans for the 2016 edition of the region's leading power trade show.

Technical Review ME: What kind of feedback did you receive following the 2015 edition of Middle East Electricity (MEE) and what plans do you have in place for 2016?

Anita Mathews: The feedback this year has been overwhelming. MEE celebrated its 40th anniversary edition in 2015 and what better time to celebrate than when it is the largest it has even been. This year we received more than 20,000 visitors representing 126 countries – the most we have ever received. The internationality of MEE was also replicated in our exhibitor stats, with 61 countries represented, 24 national pavilions and close to 1,500 exhibiting companies.

A staggering 99 per cent of our visitors would recommend attending to a colleague, with nearly the same amount planning to return for the 2016 edition of the show. Nearly half of our visitor profile this year was made up of distributors, agents and contractors – all who have significant purchasing power and were looking for new products to source – and more than 85 per cent of the floor space at MEE 2016 was booked within two months of the closing the doors on the 40th anniversary edition.

While we are still in the planning phase for 2016, we are aiming to increase our international participation, both in visitors and exhibitors, grow our lighting and sustainable solution show areas and deliver an even more thought-provoking, engaging seminar content schedule.

TRME: How important is it to have new products launched at MEE and how do you encourage exhibitors to use the event as a product launching platform?

AM: In the words of John A. Griffiths, chief executive officer of Lucy Electric, "We use MEE as a showcase for both our internal product development activities, as well as



Anita Mathews, director – Informa Energy Group

thanking our customers for their loyalty and ongoing support throughout the year."

Companies that exhibit with us, whether it be newcomers or long-standing stakeholders, see MEE as the leading platform to put their latest products directly in front of the people they would like to see them – both regionally and internationally.

Naturally, there is the networking aspect of the event, as many of our exhibitors use MEE as their annual networking opportunity to meet with their clientele.

One way we have tried to expand our offering to visitors and exhibitors alike is, for the first time ever this year, including a part of the show dedicated to lighting. As one of our fastest-growing areas for a number of years now, the demand for floor space dedicated to this was too great to ignore so we increased the overall floor space by an additional 21 per cent to match this.

TRME: What is it about MEE that has seen it continually ranked among the world's leading power events?

AM: I think one of the most important factors is to never lose sight of managing the expectations of the key stakeholders, to ensure that we are able to satisfy the requirements of our exhibitors, visitors, sponsors and partners. I don't use the term lightly when I say that 'stakeholders are key', and one of the main drivers of the event's success has been maintaining our focus on this.

For many of our exhibitors we have grown right alongside them, building the trust that is required to ensure the longevity of our event. We also strive to make sure that the core profile of the event remains undiluted and we aim to deliver the right customers to our exhibitors and vice versa.

Currently, the show is spread over 14 halls at the Dubai World Trade Centre and we have approximately 25,000 products on display during the three-day event. It is critical that we manage the visitor flow perfectly, ensuring all visitors who attend the event are able to meet with the manufacturers and suppliers within their areas of interest without any hassle.

TRME: Last year saw the addition of three new national pavilions (Egypt, Morocco and Czech Republic). How did these pavilions perform and can we expect any new national pavilions in 2016?

AM: The country pavilions at MEE have been growing steadily over the years, both in terms of size and number. National pavilions play a very critical role at our event; the manufacturers enjoy the government subsidies and support that helps them with their participation, while, at the same time, the visitors are able to locate products and services from specific countries from within the various country showcases.



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For 2015, we recorded an eight per cent increase in national pavilions, and a seven per cent increase in exhibiting countries. Our existing pavilions average a growth of five to 10 per cent year on year with a few of them showing exceptional growth.

This year, Saudi Arabia posted a growth of 210 per cent and Turkey 78 per cent. All new pavilions added to the 2015 edition are looking at a bigger presence for the next edition.

TRME: How well did the new commercial lighting conference perform and do you plan to cover any other industry segments on 2016's conference programme?

AM: The conferences that we run alongside MEE are deemed as knowledge-sharing platforms that add value to the visitor experience. We undertake research every year to gauge the needs of our stakeholders in developing the conference subjects and this year we launched the lighting conferences due to an extremely high demand post-MEE 2014.

The conference was very well received and we definitely plan to continue to build

on it in the coming editions. The core themes and topics will of course be decided once again after we complete our research for 2016.

TRME: Solar Middle East appeared to be busier than ever in 2015 – has this industry sector begun to reach maturity in the Middle East?

AM: Solar Middle East is certainly one to watch and it has proven to be incredibly successful in the very short time it has been running. The inaugural edition of the show in 2013 received 4,700 visitors over three days compared to 6,877 this year, representing an impressive 46 per cent increase in visitor attendance in the first two years alone.

Another interesting figure is that out of the 6,877 visitors we received this year, over half of them were unique visits – a testament to the increased interest in sustainable solutions and Dubai is definitely one of the regional leaders in this regard.

Sustainability is being actively integrated into all aspects of the economy, whether it be energy, transport, hospitality or

agriculture. Dubai also aims to become one of the top 10 sustainable cities in the world by 2020, which will largely be achieved by investing further in solar power, whether for garden lights or water heaters, pumps, buildings and grid-tied generating stations.

Host to 20 leaders driving the region's solar industry, the Solar Middle East Conference, which took place on day two of the show, looked at a number of issues currently surrounding the industry such as recent rooftop regulatory developments holding the promise of making solar viable. With solar technology prices at their lowest in years, a large focus of the exhibition and conference was winning and building business.

Solar Middle East 2016 has posted a year-on-year growth of 135 per cent in exhibition space booking as of 1 July 2015, with a healthy mix of 60 per cent rebooking and 40 per cent new companies. This is testament to the show's success in establishing itself as a pure trade B2B event focused on conducting real business. The region's focus on solar will definitely help us in continuing the growth of this event. ■



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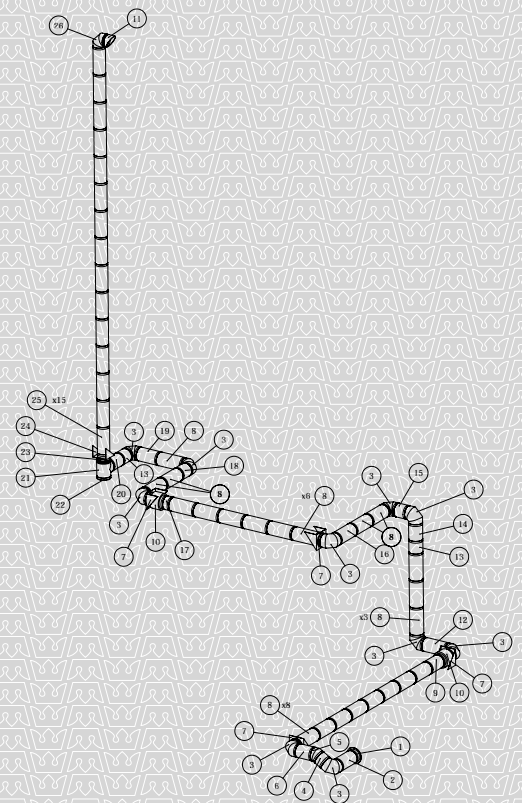
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Collecting voltage source and additional data

In the second part of his analysis on the latest cable testing and diagnostics solutions for medium-voltage cables with VLF sine voltage sources, Martin Jenny, product manager at BAUR GmbH, Sulz (Austria), looks at how to collect additional information and the voltage source for daily tasks.

INFORMATION FROM BOTH the integral dissipation factor measurement and the local partial discharge measurement complement, and/or confirm one another, giving network and maintenance engineers more and better criteria for evaluating their assets.

The following example shows why it is important to keep the option of a dissipation factor measurement and a partial discharge measurement open. Typically, defective joints, such as defective fittings or those with electrically conducting faults, can be detected with the PD test (see Table 1).

This is not the case, however, with moist joints. In this example (see Fig. 1 and 2, as well as Table 2), during tests in a network in Hong Kong, the tan delta measurement delivered information in this regard. The tan delta standard deviation on conductor 2, identified in Fig. 1, strengthens the suspicion of a moist joint, as the PD test cannot detect any PD activity (too much moisture). The MWT, (i.e. the combination of cable testing and tan delta measurement over 15 minutes), caused the joint to dry out and



VLF measurement is suitable during commissioning tests of new or modified cable systems for locating faults (Photo: Dmitry Kalinovskiy)

the tan delta to drop significantly (Fig. 2). This reinforced the suspicion of moisture being present.

STANDARD DEVIATION	RESULT	MEASUREMENTS REQUIRED	MEASURES REQUIRED	COMMENT
< 0.010	<ul style="list-style-type: none"> Cable in good condition Water trees Only low PD 	<ul style="list-style-type: none"> Tan delta PD 	<ul style="list-style-type: none"> None, as in good condition 	<ul style="list-style-type: none"> Standard deviation tan delta low No PD, no high PD
0.010 to 0.080	<ul style="list-style-type: none"> Water trees and PD Only PD 	<ul style="list-style-type: none"> Tan delta PD 	<ul style="list-style-type: none"> Moderate ageing with regard to water trees PD concentration must be analysed 	<ul style="list-style-type: none"> Moderate water trees – no immediate measures Replace joints if there is PD concentration
0.080 to 0.500	<ul style="list-style-type: none"> Water penetration in joints 	<ul style="list-style-type: none"> Tan delta PD may show no high values 	<ul style="list-style-type: none"> Only the tan delta shows the effect PD values suppressed due to water penetration, PD cannot be used as criterion 	<ul style="list-style-type: none"> Sheath fault location can indicate the location of moist joints because leakage currents occur there Joints with indication of low PD must be investigated (in spite of low PD values)
> 0.500	<ul style="list-style-type: none"> High water penetration in joints 	<ul style="list-style-type: none"> Tan delta PD are largely eliminated in the relevant joints 	<ul style="list-style-type: none"> Only the tan delta shows the effect PD displays no weak points / immediate replacement of joint Check PD calibration graph 	<ul style="list-style-type: none"> Sheath fault location can indicate the location of moist joints because leakage currents occur there

Table 1: Example guideline for interpreting the standard deviation of tan delta

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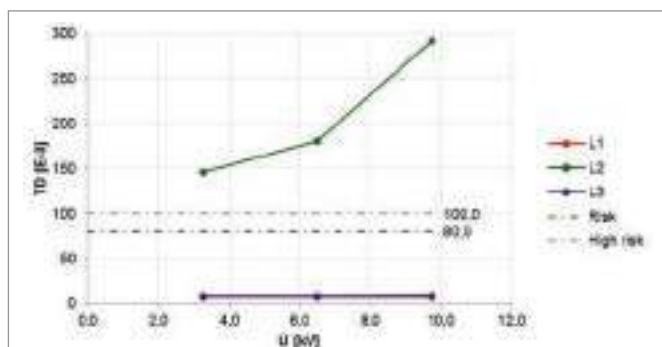


Fig. 1: Dissipation factor measurement on three-phase cable (conductor 2 shows a high standard deviation)

STDT	0.5U0 (kV)	U0 (kV)	1.5U0 (kV)
	3.5	6.5	10
L1	0.068	0.036	0.060
L2	4.453	2.313	9.343
L3	0.063	0.004	0.050

Table 2: Measured values for Fig. 1

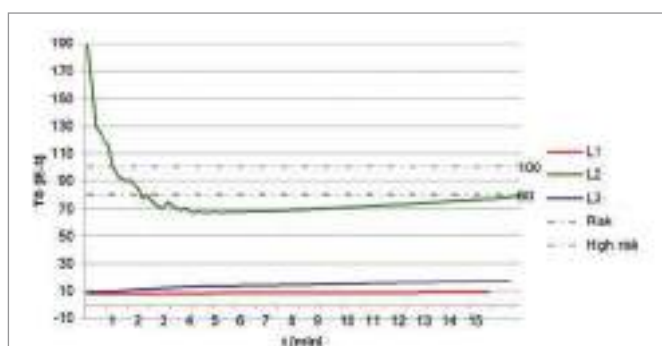


Fig. 2: Drying effect of moist joints during a MWT

Voltage source for daily tasks

About 10 years ago, Elektrizitätswerk Mittelbaden Netzbetriebsgesellschaft mbH (E-Werk Mittelbaden) compared a VLF 0.1Hz sine and a 50Hz method for the PD test based on more than 40 cable routes. As the 50Hz method produced too many highly varying evaluations and especially more negative prognoses at the time, which even today have not been considered failures, the company decided on the VLF 0.1Hz sine method.

In the meantime, the VLF measurement with sine voltage has proved itself in hundreds of tests. This was evident in the diagnostic measurements performed on 240 km with 500 partial routes in the 20kV network of E-Werk Mittelbaden on paper pulp insulated and mixed cable routes.

At E-Werk Mittelbaden, such cable routes have been diagnosed with a VLF sine 0.1Hz by means of PD and, for about seven years, with the tan delta measurement as well.

According to Werner Brucker, director of network operations, using both these diagnostic procedures produces a good overall view of the age and condition of the network. Any partial

routes classified as at risk are then promptly replaced. Isolating defective partial sections results in huge savings, as entire cable runs do not have to be replaced.

In practice, VLF measurement has proved to be suitable during the commissioning tests of new or modified cable systems for locating faults precisely and for using a simultaneous PD test in the future for detecting faults in the fittings so that the work involved in troubleshooting, such as installation faults, or during maintenance, like excavation work, can be kept to a minimum.

Brucker emphasises the weight and suitability for daily use as an essential advantage of the VLF sine voltage source. The 0.1Hz technology can be transported and operated by any employee, which would certainly not be possible with a 50Hz system.

The use of a test car with two persons is rarely required, as the portable measurement and testing device is sufficient for most cable lengths. A test car is therefore only necessary during every seventh measurement or so.

E-Werk Mittelbaden has a clear cost advantage by applying the VLF 0.1Hz technology, as measurements are easily performed by a single employee in a short time. Due to the short connection time and test duration as well as the need for fewer persons, one can easily test several cable routes per year.

Routes or partial sections identified as critical during the measurements are scheduled for repair or replacement. Maintenance budgets can thus be planned accordingly. With the knowledge of weak points in the network and the condition-based maintenance it is possible to run the medium-voltage network with a low failure rate and in a cost-optimised manner, in spite of the growing cable stock.

The E-Werk Mittelbaden maintenance plan costs approx. €4mn (US\$4.4mn), of which €2.5mn (US\$2.8mn) relate to the distribution network. The costs for cable diagnostics are currently €90,000 (US\$99,913) per annum.

From the comparative tests conducted before procuring the VLF equipment, Brucker knows that there were distinct differences between his VLF 0.1Hz sine and 50Hz measurements.

In practice, a changeover no longer seems relevant, as E-Werk Mittelbaden has become very well acquainted with the VLF 0.1Hz measurements and their interpretation, and can gather measured values with high reliability for classifying cable routes.

Owing to vast experience, it is even possible to predict with relative accuracy whether a cable route is likely to fail in the short or medium term, thus making it easier to prioritise maintenance measures accordingly.

In conclusion

The VLF sine voltage source makes it possible for a single person to perform cable tests and diagnostics of a cable route with portable equipment.

The ideal, load-independent sine form proved to be of benefit as far as the reproducibility of results is concerned and when good comparability of results is desired. The time-saving diagnostics thus offers the following advantages:

- Specific allocation of maintenance budget
- Cost savings by isolating faulty partial sections
- Lower failure rate
- Positive effect on the cost structure in relation to the network failure rate
- Quality of new cable routes (detection of installation faults before any actual failure) ■



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New rotary telehandlers range launched by Bobcat

Bobcat's new EVO generation of rotary telehandlers offer a selection of new features that provide users with higher performance and increased productivity.

BOB CAT HAS LAUNCHED its new EVO generation of Stage IIIB/Tier 4 interim rotary telescopic handlers, which have been designed as easy-to-use machines that combine more comfortable and safer operation with the latest developments in the field.

Comprising four models – the TR38160, TR50190, TR50210 and TR40250 rotary telehandlers – the equipment provides maximum lifting heights of 15.7, 18.7, 20.5 and 24.1 metres, respectively.

The rotary telehandlers come with a wide range of new features that offer higher performance and increased productivity.

The 400° rotating capability of the TR38160 model and the 360° turntable rotation available in the TR50190, TR50210 and TR40250 telehandlers allow the machines to serve the needs of an entire site from just one position, and feature exceptional stability for lifting heavy materials either vertically up to a roof or horizontally onto the edge of an excavated site. An auto wheels alignment feature, which is optional on the TR38160 model and standard on the other three models, allows the operator to easily change the steering modes, while the stabilisers have both individual and all-at-once activation in order to ensure machine stability in all types of terrain.

The TR38160 EVO model is powered by the Kubota V-3800 DI T 3.8 L 4-cylinder Stage IIIB/Tier 4 interim compliant diesel engine, providing 74.5 kW (100 HP) of power at a rated speed of 2,600 RPM. This model offers a maximum lifting capacity of 3.8 tonne and a maximum horizontal reach of 13.4 metres.

The TR50190, TR50210 and TR40250 models are powered by the FPT-NEF Series 4.5L Stage IIIB/Tier 4 interim diesel engine with an output of 105 kW (141 HP). The TR50190 and TR50210 models both have a lift capacity of five tonnes, while the TR40250 telehandler has lift capacity of four tonnes.



All four models in Bobcat's EVO generation range of rotary telescopic handlers feature a new higher-mounted cab offering all-round visibility

The maximum horizontal reach in the three models is 16.4, 18.0 and 20.5 metres.

Comfort and control

All four models have a new higher-mounted cab that offers outstanding all-round visibility, and a larger back window opens up the field of vision to the rear of the machines, ensuring better overall spatial awareness for the operator.

The curved front window provides better visibility of the attachment at height and the glass cab door ensures optimum side visibility when manoeuvring close to walls or other obstacles.

The steering wheel column and ergonomic pneumatic suspension seat can be adjusted to suit the operator, and the cab offers semi-automatic air conditioning.

The Double Sensi-Touch Joystick controls have increased functions for the operator and all important machine functions are displayed on the new control panel, which has a digital display offering a clear overview of machine performance.

The EVO generation telehandlers feature a new electronic architecture and advanced

software, which Bobcat says is key to all four machines. Of the technology, Bobcat said, "CAN Bus Management technology guarantees smooth and precise functions, with all boom and swing operations monitored by digital sensors located on the main components of the machine, providing total machine control and safety in all situations."

The Boom Cushion system is a standard feature allowing operators to focus on the job without worrying about each machine's limits, as it is self-managed by the system, while self-diagnostics and troubleshooting keep the operator informed at all times on the machine's status with boom position and capacity shown at all times, and providing notifications of maintenance requirements.

The new range are ready for use with a choice of six different man platform attachments and Bobcat has made a wide range of options available to buyers who wish to customise the machines to their own needs. ■

For more information about Bobcat and its products, please visit www.bobcat.eu

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Specialinsert expands into the Middle East



FOR MORE THAN 40 years, Specialinsert has been producing fastening systems for a variety of applications.

Originally specialising in mechanical fasteners, the company has branched out into the design and manufacture of innovative, custom solutions.

Specialinsert now provides a range of inserts for metal sheets, wood, plastics and composite materials to customers in more than 40 countries around the world.

All of the company's products are manufactured in Italy, at its Maerne plant in Venice, while its R&D activities are carried out across all three of the company's facilities in Turin, Milan and Venice.

From these bases, Specialinsert is planning expand its distribution to cover the Middle East, starting with its two newest product ranges – Keep-Nut and Master-Plate – before it plans to extend its offerings.

Specialinsert in the wall cladding and façades industry

Following an agreement with Italian company Dallera, which specialises in the design and installation of cladding sub-structures for ventilated façades, Specialinsert has begun supplying its Keep-Nut inserts to architectural projects in several countries, including in the Middle East.

Keep-Nut inserts for stone and solid surfaces such as ceramics, composites and glass are already widely used to install undermount sinks, as well as a variety of furniture and interior elements.



Current façade project with hidden anchors

Now the Keep-Nut has been approved for use as a hidden anchor in exterior wall cladding for stone and ceramic tiles.

The company's partnership with Dallera allows for the provision of a range of support for ventilated façade projects, from design and structural calculations to technician training.

Advantages of Keep-Nut inserts, compared to alternative anchors for undercut holes:

- Cheaper than undercut anchors
- No undercut holes required, just a standard round hole for an easier, cheaper drilling process
- Fast assembly – no special equipment required
- No need for adhesive or resins
- No waiting for water or chemicals to dry before installation
- Can be safely moved following installation at the factory without any risk

Specialinsert will soon begin its first pilot project in Saudi Arabia with one of the largest construction companies in the Middle East. A detailed report will be published in the next issue of *Technical Review Middle East*. ■

For more information please contact export@specialinsert.it

Bosch cordless screwdriver features ergonomic design

THE IXO CORDLESS screwdriver from Bosch features a new switch, light and charging concept.

The smallest cordless screwdriver from Bosch, which in the future will feature a fabric label bearing its name, is being marketed as unique by its manufacturer due to

its multi functionality. The

Ixo can carry out a range of tasks not normally associated with power tools due to its universal cutting adapter that enables it to open wine bottles, season food, help ignite a BBQ, drive screws round corners and cut through different materials.

Along with its new trademark feature, it has also been designed to be more ergonomical, with a shape designed to fit the hand and a new control concept.

The Ixo cordless screwdriver has been designed to fit the user's hand and can be stored alongside its charging cable and 10 screwdriver bits



The switch for forward and reverse rotation has been modified to make it easier to operate, while the on/off switch has been modified to enable the Ixo to be operated in different grip positions.

The Ixo brightens the area in front of it using its 'PowerLight' LED, which is positioned on the head of the screwdriver and emits a bright white light. The LED features adjustable settings, such as a scattered light setting that illuminates the work area. When set to spotlight mode, the light is cast precisely on the screw head.

The screwdriver can be charged using a micro USB cable, and its charging time has been reduced to three hours.

After use, the Ixo can be compactly stored alongside the charging cable and 10 screwdriver bits in its slim metal casket that resembles a clutch bag. In the set versions, this casket can be clicked onto a higher module in which the matching adapters and other accessories can also be stored.

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Keeping an eye on transformer health

MONTRANO IS AN online monitoring system designed for assessing the dielectric health of power transformers under load, according to OMICRON, provider of testing, diagnosis and monitoring solutions for electrical power systems.

The application of OMICRON products enables users to assess the condition of the primary and secondary equipment on their systems with complete confidence. Services offered in the area of consulting, commissioning, testing, diagnosis and training make the product range complete. The company offers partial discharge (PD) measuring systems for diagnostics and for periodic and continuous monitoring. The measuring systems have a modular design, meaning they can easily be expanded if the users' requirements increase. These PD measuring systems can be used on all devices that run at high voltages. Users include energy providers and manufacturers of high-voltage equipment worldwide.

Dielectric flashover of insulation in bushings and transformers is one of the most frequent causes of failure in power transformers. Aging insulation progressively degrades to the point that it can no longer withstand electrical stress. This can cause bushings to explode, transformer destruction and long outages for repair. Online dielectric condition monitoring of bushing and transformer insulation is therefore essential for managing transformer health.

The online monitoring system from OMICRON records changes in capacitance (C), dissipation/power factor (DF/PF), partial discharge (PD) and transient over-voltages. These are primary indicators of insulation breakdown, which can lead to dielectric failure in bushings and transformers.

Advanced warning of pending failures

Detailed trend charts show you the dielectric state of insulation over time. Early warnings and alarms indicate the severity of negative trends. This enables you to assess the risk of failure and plan corrective action early to extend transformer service life.

Reliable online results

The system is designed to minimize the misleading impact that changes in grid unbalance (phase shifts) can have on C and DF/PF measurements. It achieves this by using the individual phases of a



The online monitoring system is designed for assessing the dielectric health of power transformers under load

nearby voltage transformer as an absolute measurement reference. The resulting accuracy enables reliable comparison with recommended supplier reference values to determine bushing insulation condition.

Additionally, the monitoring system employs advanced noise suppression using UHF signals and a unique gating technique for reliable PD source recognition. This enables the system to effectively separate external noise, like corona, from harmful PD.

Web-based data access

A convenient web interface enables you to view data at any time to determine the actual dielectric condition of insulation in bushings and inside the transformer. The interface also allows you to schedule monitoring, set alarm and warning thresholds and check system status.

Expert monitoring support

A dedicated team of HV engineers at OMICRON provides you with expert service and support, such as onsite consultations to evaluate monitoring requirements; system installation, setup and training; as well as assistance with data evaluation and assessment reports.

"The system was able to confirm the existence of partial discharge (PD) in one of our transformers. This confirmed earlier DGA results. Many other systems and techniques had been tried previously and MONTRANO was the only system to successfully prove that the PD was real. The detailed phase resolved analysis of the results carried out by OMICRON has also indicated specific locations which could be the source of the PD," said Colin Feely, plant maintenance engineer, Powercor Australia.

Erwin Vögel, Voralberg Energienetze GmbH, Austria also commented, "The ability to see transient over-voltages at transformer bushings with MONTRANO also offers us new possibilities to assess transformer condition."



MONTRANO provides trend data to assess the dielectric health of bushings and transformers



MONTRANO provides detailed trend charts that show the dielectric state of insulation over time. Early warnings and alarms indicate the severity of negative trends

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Highlighting Kuwait's construction prowess

With US\$188bn of construction projects currently underway or planned, Kuwait's building industry is thriving, which bodes well for exhibitors and visitors at September's Big 5 Kuwait.

THE BIG 5 Kuwait, the largest building and construction event in Kuwait, will return for its third edition in September 2015 at a time when the country's construction sector is enjoying high levels of investment.

The event is set to attract visitors from Kuwait, Saudi Arabia, Bahrain, the UAE and beyond, with a host of local and international construction firms exhibiting their products to senior buyers from across the country's building sectors.

Ashley Roberts, event director of The Big 5 Kuwait, remarked, "Kuwait has earmarked US\$7.2bn from its annual budget for 2015-2016 for the construction sector and accelerated the sector's growth. To leverage



Big 5 Kuwait will take place at Kuwait International Fair from 14-16 September 2015

infrastructure, residential developments and commercial properties evident in a number of multi-billion dollar projects.

New features for 2015

Set to take place from 14-16 September 2015 at Kuwait International Fair, the 2015 edition of the show is set to be 40 per cent larger than the 2014 event, with a host of new features set to make their debut at this year's show. They include free-to-attend Continuing Professional Development (CPD) certified workshops, a Building Interiors hall and an online networking tool.

Among the returning features in 2015 will be an extended outdoor 'Plant Machinery and Vehicle' area and the 'How to Trade in Kuwait' seminar.

According to event organisers dmg events, the combined value of Kuwait's retail, interior and fit-out market stands at US\$31mn, and the new Building Interiors hall will feature an exclusive showcase of products from industry segments such as bathroom accessories, wall coverings, ceilings partitions, ceramics and porcelain, flooring, sanitary ware and fitted furniture.

The second new feature for 2015, the free-to-attend CPD-accredited workshops, will offer an educational aspect for architects, interior designers, consultants, procurement managers, contractors, real estate developers, engineers and government sector personnel. ■

"Following two successful editions, we are upbeat that the 2015 event will generate positive results for exhibitors and visitors alike"

the fresh momentum experienced by the Kuwaiti market, our event will highlight state-of-the-art solutions and products for the construction sector.

"Following two successful editions, we are upbeat that the 2015 event will generate positive results for exhibitors and visitors alike."

With US\$188bn of projects currently under various stages of planning and construction, Kuwait's construction sector is poised for significant growth, with the demand for



The 2015 edition of Big 5 Kuwait is set to be 40 per cent larger than last year's event

Leading projects in Kuwait

(Source: dmg events)

- Kuwait Metro project (US\$7bn)
- Kuwait International Airport (US\$3.3bn)
- Subiya Causeway (US\$2.6bn)
- Al Zour New Refinery Project (US\$15bn)
- Motorway construction projects (US\$6.2bn)

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The organisers of PMV Live and Middle East Concrete are expecting record numbers of visitors this year

PMV Live and MEC set for 'biggest year' to date

Helped by the region's buoyant construction industry, this year's Middle East Concrete and PMV Live promise to be bigger and better than ever before.

MIDDLE EAST CONCRETE (MEC) and the Plant, Machinery and Vehicles Show (PMV Live), taking place alongside The Big 5 Dubai at the Dubai World Trade Centre 23-26 November 2015, promises to be even bigger and better than ever before. The event represents one of the most rapidly expanding sectors of the annual building and construction show. As before, MEC and PMV Live will showcase the latest equipment and ground-breaking technologies, while providing a venue for meeting top global suppliers and manufacturers as well as opportunities to attend free workshops and educational seminars.

"One of our long-term exhibitors, MAN Truck and Bus, is celebrating its 100th anniversary by bringing along a 100-year-old truck to display on its stand during the event," said Nathan Waugh, portfolio director, MEC and PMV Live.

Last year, more than 36,500 people attended the show over four days, making it the most successful PMV event since it first started five years ago, indicative of the market's recovery and exciting outlook.

"We have a few new things happening this year for PMV and MEC, both from the exhibitor's side and from our side as well," Waugh remarked.

The show has consistently grown in both size and number of participants, to more than

400 exhibitors and over 10,000 sq m in 2014, from 179 exhibitors and 5,424 sq m of floor space in 2011.

And the numbers are expected to just keep getting better. The number of international exhibitors has already exceeded expectations, with more participating than ever before, said Waugh, while he expects the show to bring record-breaking numbers of visitors this year.

The organisers will be working with exhibitors to do more live demonstration. For example, "Laticrete, a major concrete company based in Ras Al Khaimah, UAE, will be holding a live demonstration of its SUPERCAP system, a new method of laying concrete, in the Outdoor area at MEC," noted Waugh.

Educational programmes were a huge success in 2014, providing a range of topics, including the "How to trade in the UAE" seminar as well as 40 technical seminars on topics such as infrastructure, fire and safety, and the Middle East rail sector.

For 2015, the educational programmes for PMV and MEC have been developed further, with more workshops and topics than ever before. This year there will be even more panel discussions and technical seminars, located in the open seminar theatre on the ground floor and featuring presentations of the latest industry topics. The workshop programme has also been expanded, providing even more CPD-accredited courses for professionals to get more out of their visit with certification and the most up-to-date industry knowledge available.

"It's a good opportunity to add value for our guests that they can't get anywhere else," said Waugh. "Obviously, we give them access to thousands of products from across the world, but to actually give them access to a wealth of free content to add to their credentials is an even greater incentive to visit and stay longer. The main aim is to provide every single visitor with a fantastic experience, whether they are looking for products, networking opportunities, for educational programmes, or even a combination of all three," he concluded. ■



Nathan Waugh said that the organisers would work with exhibitors "to do more live demonstrations" and expand each event's educational content



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(Projects expected to be awarded in 2015. Source: Ventures Onsite).

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Section One: Listings by category

AIR COMPRESSORS

Alaa For Industry
Atlas Copco
Cummins Middle East FZE
Doosan Portable Power (Doosan Benelux SA)
Euroblast Middle East
FAMCO (Al-Futtaim Auto & Machinery Company LLC)
Gardner Denver FZE
Sullivan-Palatek, Inc.

Diesel Driven

Aggreko Middle East Ltd.
Atlas Copco Portable Energy Division
Doosan Portable Power (Doosan Benelux SA)
Euroblast Middle East
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
HELUKABEL Middle East
Marelli Motori S.p.A.
WAGO Middle East FZC

AIR CONDITIONING

Aggreko Middle East Ltd.
Polycon Gulf Ltd.
Rubber World Industry LLC
Technical Converters Ltd.

ALTERNATORS FOR GENSETS

Linz Electric S.p.A.

BUILDINGS

CAVATORTA FRANCE s.a.s.
COELMO spa
Danway LLC
Guilin HongCheng Mining Equipment Manufacture Co. Ltd.
INMESOL, S.L.
Polycon Gulf Ltd.
Powertech Switchgear Industries FZE
Sahyadri Industries Ltd.
WAGO Middle East FZC

COMPONENTS AND SPARE PARTS

Al Muqarram Auto Spare Parts Trading LLC
COELMO spa

Gardner Denver FZE
Leroy-Somer
Liebherr-Export AG
Lovato Electric S.p.A.
Maitek S.r.l.
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
Guilin HongCheng Mining Equipment Manufacture Co. Ltd.
Iveco Astra
Kraft Tool Co.
Liebherr-Export AG
Shandong Shantui Construction Machinery Imp. & Exp.Co. Ltd.
Wacker Neuson Vertrieb Europa GmbH & Co. KG - Dubai Branch Representative Office

Batching Plant

Ammann Group
Amog S.r.l. (A Davino Group Branch)
LINTEC GmbH & Co. KG
Parker Plant Ltd.
SPECO Ltd.
Vortex Hydra S.r.l.

Block/Tile - Making Equipment

Vortex Hydra S.r.l.

Breakers

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

Formwork

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

Mobile Mixing Plant

LINTEC GmbH & Co. KG
Merlo S.p.A
SPECO Ltd.

Recycling

Keestrack
Liebherr-Export AG
Magni Telescopic Handlers
Terex Minerals Processing Systems

Reinforcement

Alyaf Industrial Company Ltd.
Maklada
Schoeck ME FZE

Concrete Equipment - Other

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Bobcat (Doosan Benelux SA)
CAVATORTA FRANCE s.a.s.
Doka Middle East
Doosan Portable Power (Doosan Benelux SA)
Eletrondata S.r.l.
Euroblast Middle East
Kraft Tool Co.
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CONSTRUCTION VEHICLES

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Terex Off-Highway Dump Trucks
Volvo Construction Equipment
Zahid Tractor

Dump Trucks and Haulers

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Caterpillar SARL
Iveco Astra
Terex Off-Highway Dump Trucks

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Caterpillar SARL
COELMO spa
Dresser-Rand
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RUD Ketten Rieger & Dietz GmbH u. Co. KG
Van der Hilst International b.v
Volvo Penta
Weichai Middle East FZE

Site Dumpers

Amog S.r.l. (A Davino Group Branch)
Caterpillar SARL

Tractors

Caterpillar SARL

Construction Vehicles - Other

Aquamec Ltd.

Caterpillar SARL
Haulotte Middle East FZE
Iveco Astra
Liebherr-Export AG
Magni Telescopic Handlers
Terex Off-Highway Dump Trucks

CONSULTANCY SERVICES

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DEMOLITION EQUIPMENT

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Doosan Portable Power (Doosan Benelux SA)
Liebherr-Export AG
MB Crusher S.p.A.
Volvo Construction Equipment
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DRILLING

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Eland Cables
Sullivan-Palatek, Inc.

Components and Accessories

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Van der Hilst International b.v
WAGO Middle East FZC

Drilling Machinery and Plant

Herrenknecht AG
Imeco HandelsgesmbH

Piling

Imeco HandelsgesmbH

Trenching and Pipe Laying

Alyaf Industrial Company Ltd.
Imeco HandelsgesmbH

Tunnelling

Amog S.r.l. (A Davino Group Branch)
Doka Middle East
Herrenknecht AG
Imeco HandelsgesmbH
Liebherr-Export AG
Schoeck ME FZE

Drilling - Other

Doosan Portable Power (Doosan Benelux SA)

EARTHMOVING EQUIPMENT

Action Construction Equipment Ltd.
Alaa For Industry
Bobcat (Doosan Benelux SA)

Caterpillar SARL
General Navigation and Commerce Co. (GENAVCO) LLC
Iveco Astra
Liebherr-Export AG
MB Crusher S.p.A.
Perkins Engines Co. Ltd.
Terex Off-Highway Dump Trucks
Volvo Construction Equipment
Wacker Neuson Vertrieb Europa GmbH & Co. KG - Dubai Branch Representative Office
Zahid Tractor

Attachments and Accessories

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Huegli Tech AG Ltd.
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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
Terex Off-Highway Dump Trucks

Excavators

Bobcat (Doosan Benelux SA)
Caterpillar SARL
Kaesar Kompressoren FZE
Liebherr-Export AG
Liugong Machinery (Middle East) FZE

Merlo S.p.A
Shandong Shantui Construction Machinery Imp. & Exp.Co. Ltd.

Loaders - Other

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Caterpillar SARL
Kaesar Kompressoren FZE
Liebherr-Export AG
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
Magni Telescopic Handlers
Telesack
Terex Off-Highway Dump Trucks

FINISHING

Sahyadri Industries Ltd.

Equipment

Euroblast Middle East
Guilin HongCheng Mining
Equipment Manufacture Co. Ltd.
Jubaili Bros
Kraft Tool Co.
Vortex Hydra S.r.l.

Insulation Panels

Rubber World Industry LLC

Materials

Sahyadri Industries Ltd.
Tremco-illbruck LLC

Services

PASCHAL-Werk G. Maier GmbH

LIFTING EQUIPMENT

Action Construction Equipment
Ltd.
Alaa For Industry
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 Group
Haulotte Middle East FZE

Components and Accessories

Hi-Force Ltd.
Huegli Tech AG Ltd.
RUD Ketten Rieger & Dietz GmbH
u. Co. KG
Van der Hilst International b.v

Cranes

Balkrishna Industries Ltd. (BKT)
Danway LLC
Liebherr-Export AG

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.
Rossi S.p.A.

Pneumatic

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

Telescopic Handlers

Bobcat (Doosan Benelux SA)
Haulotte Group
Haulotte Middle East FZE
Magni Telescopic Handlers
Merlo S.p.A

**MOBILE POWER
SUPPLY UNITS**

Aggreko Middle East Ltd.
Aksa Power Generation FZE
Altaaq Global CAT Rental Power
APR Energy
Atlas Copco
Cummins Middle East FZE
Doosan Portable Power (Doosan
Benelux SA)
Dresser-Rand
Eland Cables
FG Wilson
General Navigation and
Commerce Co. (GENAVCO) LLC
Himoinsa S.L.
Huegli Tech AG Ltd.
INMESOL, S.L.
JCB Power Products
Jubaili Bros
Mahindra Powerol - Mahindra &
Mahindra Ltd.
Motorenfabrik Hatz GmbH & Co.
KG
SDMO Industries
Visa S.p.A.
Weichai Middle East FZE

**OTHER SITE EQUIPMENT
AND MATERIALS**

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

Fencing

CAVATORTA FRANCE s.a.s.

Lighting Masts/Towers

Aksa Power Generation FZE
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

Tower Light S.r.l.
Visa S.p.A.

**Pipe and Cable Detecting
Systems**

HELUKABEL Middle East

Sand Blasting Equipment

Doosan Portable Power (Doosan
Benelux SA)
Euroblast Middle East

Scaffolding

Diamond Metal Screen PL
Doka Middle East
Marchetti S.r.l.
PASCHAL-Werk G. Maier GmbH
PERI
RMD Kwikform Middle East
Wilhelm Layher GmbH & Co. KG

Welding Equipment

INMESOL, S.L.
PRAMAC Middle East FZE

**Wood-working Equipment
/Services**

Doka Middle East

Pipe Manufacturing

Charlotte Pipe and Foundry Co.
Jeremias Middle East
Rubber World Industry LLC

PIPES

Jeremias Middle East

**Pipe and Cable Detecting
Systems**

HELUKABEL Middle East

**Pipe and Pipeline
Fittings/Coatings**

Technical Converters Ltd.
Triplefast Middle East Ltd.

Pipe Laying

Marini S.p.A.

Pipe Making Equipment

Marini S.p.A.

Pipeline Accessories

Marini S.p.A.
Triplefast Middle East Ltd.

PUMPING EQUIPMENT

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

Concrete

Liebherr-Export AG

Submersible

Atlas Copco Portable Energy
Division
Danway LLC

Pumping Equipment - Other

Maitek S.r.l.
Motorenfabrik Hatz GmbH & Co. KG

RAW MATERIALS

General Navigation and
Commerce Co. (GENAVCO) LLC
Rubber World Industry LLC

Crushing, Screening and Washing

Diamond Metal Screen PL
Guilin HongCheng Mining
Equipment Manufacture Co.
Ltd.
Kee-track
Maitek S.r.l.
Minyu Machinery Corp.
Parker Plant Ltd.
Rockster Recycler
SPECO Ltd.
Telesack
Terex Minerals Processing
Systems

Grinding Equipment

Guilin HongCheng Mining
Equipment Manufacture Co.
Ltd.

Mixing

SPECO Ltd.

Quarrying

Doosan Portable Power (Doosan
Benelux SA)
Liebherr-Export AG
Minyu Machinery Corp.
Telesack
Terex Minerals Processing Systems
Terex Off-Highway Dump Trucks

Testing

Eletttrondata S.r.l.
OMICRON Electronics Middle
East Ltd.

RENTAL EQUIPMENT

Aggreko Middle East Ltd.
Aksa Power Generation FZE
Altaaq Global CAT Rental Power
APR Energy
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
Magni Telescopic Handlers
Peter Berghaus GmbH
RMD Kwikform Middle East
SDMO Industries
Sullivan-Palatek, Inc.
Visa S.p.A.
Zahid Tractor

**ROAD BUILDING
EQUIPMENT**

Action Construction
Equipment Ltd.
Atlas Copco
Bobcat (Doosan Benelux SA)
Caterpillar SARL
CAVATORTA FRANCE s.a.s.
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 S.p.A.
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 GmbH & Co. KG
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 GmbH & Co. KG
Maitek S.r.l.
MB Crusher S.p.A.
Telesack
Terex Minerals Processing
Systems

Road Marking

Euroblast Middle East
Telesack

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
CAVATORTA FRANCE s.a.s.
Doosan Portable Power (Doosan
Benelux SA)
Eletttrondata S.r.l.
Kraft Tool Co.
Peter Berghaus GmbH
Zahid Tractor

SOFTWARE

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

CAD

Construction Computer Software
(Gulf) LLC
XP Solutions

Management Systems

Construction Computer Software
(Gulf) LLC
Eletttrondata S.r.l.
XP Solutions

Software - Other

Construction Computer Software (Gulf) LLC
Elettrondata S.r.l.
XP Solutions

STEEL

Diamond Metal Screen PL
Hypertherm Europe b.v.
Maklada
Valbruna Gulf FZE

Fabrication and Structures

Galva Coat for Galvanizing & Lighing Poles
Hypertherm Europe b.v.
Jeremias Middle East
Marchetti S.r.l.
Technical Converters Ltd.
Zamil Steel Industries

Steel - Other

Diamond Metal Screen PL
Hypertherm Europe b.v.
Jeremias Middle East
Technical Converters Ltd.
Triplefast Middle East Ltd.

TOOLS

Alaa For Industry
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.
OMICRON Electronics
Middle East Ltd.
Specialinsert S.r.l.

USED EQUIPMENT

Atlas Copco Portable Energy Division
Caterpillar SARL
Herrenknecht AG
Himoinsa S.L.
Maitek S.r.l.
Terex Minerals Processing Systems
Visa S.p.A.
Vortex Hydra S.r.l.

Section Two: Suppliers of Equipment and Services**Action Construction Equipment Ltd.**

5th Floor, TDI Centre
Jasola, New Delhi, 110025, India
Tel: +91 11 40549900
Fax: +91 11 40549922
Web: www.ace-cranes.com
E-mail: bhogal@ace-cranes.com
exports@ace-cranes.com

ACE is India's leading material handling and construction equipment manufacturing company with a majority market share in mobile cranes and tower cranes segment. In addition to Mobile Cranes, ACE also offers mobile / fixed tower cranes, crawler cranes, truck mounted cranes, lorry loaders, backhoe loaders/ loaders, vibratory rollers, forklifts, tractors & harvesters and other construction equipment.

Aggreko Middle East Ltd.

PO Box 16875
Jebel Ali Free Zone, Dubai
United Arab Emirates
Tel: +971 4 8086100
Fax: +971 4 8831827
Web: www.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
Jebel Ali Free Zone, Dubai
United Arab Emirates
Tel: +971 4 8809140
Fax: +971 4 8809141
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.

Al Fajer Information & Services

PO Box 11183
Al Quoz Industrial Area 3, Dubai
United Arab Emirates
Tel: +971 4 3406888
Fax: +971 4 3403608
Web: www.alfajer.net
E-mail: alfajer@emirates.net.ae

Al Fajer Information & Services (AFIS), a unit of Al Fajer Enterprises - a fully nationally owned company was established in the year 1970, by its group president His Highness Sheikh Hasher Maktoum Juma Al Maktoum. AFIS, a multi-faceted trade fair organisation with over four decades of trade fair experience and expertise, provides a complete range of exhibition organisation, management and services through its five divisions - fairs & exhibitions, international exhibit builders, octanorm, display & shopfittings and design & graphics.

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.

Al Wasit Group

PO Box 40258
Industrial Area 13
Sharjah
United Arab Emirates
Tel: +971 6 5334912
Fax: +971 6 5331653
Web: www.alwasit.com

Alaa For Industry

PO Box 9998
Dammam
31423
Saudi Arabia
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Fax: +966 13 8470077
Web: www.afi.com.sa
E-mail: afi@afi.com.sa

Founded in 1984, Alaa For Industry (AFI) is a leading provider of engineering products and services for hydraulics, pneumatics, transportation, power transmission and industrial equipment. Registered under Ibrahim Ali Al Rashoodi & Partners Holding Company (LLC), AFI is one of the largest and most diverse industrial companies in the Arabian Gulf. With 18 branches and over 1,200 employees, AFI provides a focused approach towards the local market and delivers quality services and innovative solutions for a wide range of industrial applications.

Agents:

Bahrain - Alaa Industrial Equipment Factory
Kuwait - Alaa Industrial Equipment Factory
Qatar - Alaa Industrial Equipment Factory

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: rbagsat@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 (IPPs) at customer sites, offering power rental equipment that will operate with different types of fuel such as diesel, natural gas or dual-fuel.

MODEL UHH
UNIVERSAL HANDHELD TEST INSTRUMENT

Mobile Meter App Available for iOS and Android

MEASURES:

- Air Velocity
- Temperature
- Relative Humidity
- Differential Pressure

VERSATILE BASE CONNECTS TO MULTIPLE PROBES AND MODULES VIA WIRELESS GATEWAY

Dwyer

WWW.DWYER-INST.CO.UK
+44 1494 451707 | salesme@dwyer-inst.co.uk

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!

Amog S.r.l. (A Davino Group Branch)

Via Padula 102, Brusciano (Napoli)
80031, Italy
Tel: +39 081 6588361
Fax: +39 081 8863398
Web: www.davinomixer.com
E-mail: sales@davinogroup.com

Since 1975 Davinomixer has been bringing to the market the most innovative self loading mobile concrete mixers range being the Davino 360DELTA4, the ultimate, unique and the only load and cast all rounder mixer today available: 360°-visibility mixer to produce high quality certifiable concrete thanks to the very advanced Davino weighing system.

APR Energy

Dubai, United Arab Emirates
Tel: +971 800 27738224
Web: www.aprenergy.com
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, Finland
Tel: +358 10 4026400
Fax: +358 10 4026422
Web: www.watermaster.fi
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 Gulf FZCO

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

Atlas Copco

Atlas Copco Services Middle East
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
Tel: +32 3 8702111
Web: www.atlascopco.com
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:

- Egypt
- Iraq
- Jordan
- Kuwait
- Lebanon
- Libyan Arab Jamahiriya
- Oman
- Qatar
- Saudi Arabia
- United Arab Emirates
- 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.eu
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 (Perkins Engine)
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
United Arab Emirates - Kanoo Machinery LLC

Bosch Thermoteknik Isitma ve Klima Ticaret AS

Ankara Asfalti Uzeri - Onur
Sok. No: 18/A Kosuyolu
Istanbul, 34718
Turkey
Tel: +90 216 5441132
Fax: +90 216 3404017
Web: www.bosch-industrial.com
E-mail: fatih.oner@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
The 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 Jablad & 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
Jebel Ali Free Zone (South)
Dubai
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. With 2013 sales and revenues of \$55.656 billion, 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:

Algeria - Bergerat Monnoyeur
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 (Lebanon)
Morocco - Tractafic 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

CAVATORTA FRANCE s.a.s.

Rue Jean-Baptiste Godin
ZI de Villeneuve St Germain
02 200 Villeneuve St Germain
France
Tel: +39 3 484121305
Web: www.cavatorta.it/fr
E-mail: s.cavatorta@catatorta.it

Galvanised and PVC coated welded mesh producer leader in Europe.

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/RSCPE: 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


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)

Construction Computer Software (Gulf) LLC

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

Construction Computer Software or CCS provides essential software solutions to the construction industry and has been doing so for 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, UAE
Tel: +971 4 8809911/800 CUMMINS
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. In early 2014, CME transitioned to an area business organization

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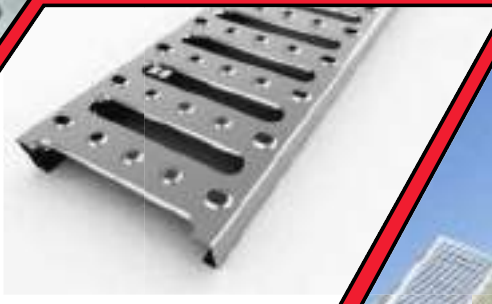
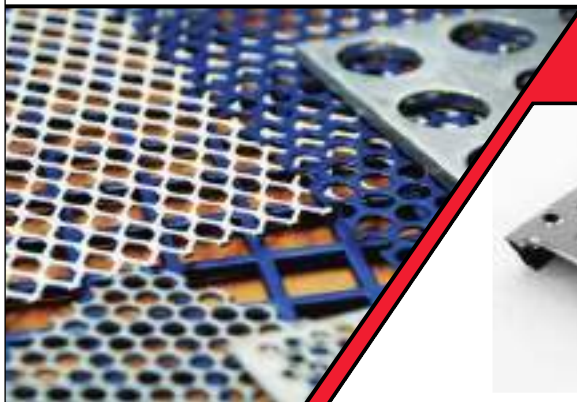
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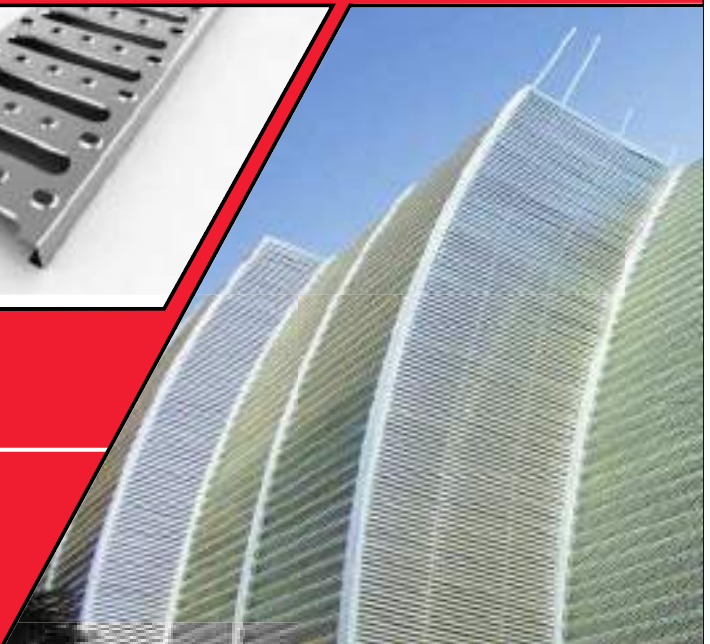


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LINTEC GmbH & Co. KG

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Fax: +971 4 2676456
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أولئك الذين كانوا يحاولون توسيع مبادئ نظام تصنيفات الريادة في تصميمات الطاقة والبيئة «ليد» بحيث تشمل إنشاء الطرق في المقام الأول، فإنه كان ولا يزال من الضروري استخدام العديد من المواد المحلية قدر الإمكان - بما في ذلك المواد المُعاد تدويرها إذا كانت متوفرة بالطبع. والهدف من ذلك هو تقليل عدد «الكيلومترات التي تقطعها الشاحنة»، والتي سيتطلبها المشروع، إلى أقصى قدر ممكن. وبالتالي، بطبيعة الحال، تظهر المشاكل المتعلقة بالضوضاء والاضطراب والتعامل مع مياه الصرف على الطرق وهكذا. وقد تم الإقرار بعد ذلك بأن المواد محلية المصدر (وخاصة الأسطح) تسهم بشكل دائم، تقريبا بشكل إيجابي، في نوعية البيئة المبنية الناتجة أيضا. وتشهد على ذلك اليوم العديد من المواقع في الرياض وجدة وغيرها من المدن الخليجية.

ثانيا، يأخذ أحدث تفكير أيضا في الحسبان إجمالي استهلاك الطاقة (تقريبا كافة الطاقات الحفزية) التي سيكون الطريق الجديد مسؤولا عنها، في جميع مراحل تطويره واستخدامه وصيانته واستبداله نهائيا. وهذا يتضمن:

- تقليل عدد عمليات الحفر الرئيسية اللازمة لإعداد أسس الطريق لأقصى قدر ممكن.
- إدماج المواد المناسبة المُعاد تدويرها في تصميم الطبقة السفلية والخلطات العلوية، وهذه، من جهة أخرى، يمكن استخدامها لتعزيز الاقتصاد في استهلاك الوقود (على سبيل المثال، عن طريق تخفيض مقاومة التدرج)، وكذلك الكبح الآمن/الحد من الانزلاق.
- تسوية المنحدرات من خلال عمليات القطع والتعبئة بحيث يتم تقليل كل من استهلاك الوقود والكبح غير الضروري.
- إنشاء منحنيات واضحة ومواصفات ملفتة للنظر للتقليل من إرهاق السائق وعدم الانتباه.

وبوضع ذلك كله بعين الاعتبار، تولت مجموعة من سبع دول ضمن الاتحاد الأوروبي رعاية إعداد برنامج خاص لتقييم الطاقة مثل (JOULESAVE) ليستخدمه مُصممو الطرق. وكان من أحد النتائج الأولية لذلك البرنامج أن إجراء تغييرات مكلفة في الطاقة في عملية رصف الطريق يمكن أن تحقق فعليا وفورات طويلة الأجل على مدى فترة حياتها العملية كلها. ومن النتائج الأخرى لهذا البرنامج أن توفير الطاقة في عمليات الصيانة يمكن أن يؤدي في النهاية إلى زيادة النفقات من حيث الاستخدام الفعلي. ونتيجة ثالثة لهذا البرنامج هي وجود فرق هائل في الوقود الذي تستهلكه الفئات المختلفة من المركبات، وبالطبع أيضا عمرها/مستوى الصيانة، وكذلك وجود فرق آخر أقل بكثير وفقا لنوع الطريق المُستخدم بالفعل.

ختاما، يجب أن تُصمم الطرق السريعة المستدامة حقا مع وضع ذلك بعين الاعتبار. وغالبا ما نجد أن تصميمات الحارات المزدوجة، المُعدة خصيصا للشاحنات الثقيلة التي تسير بسرعات اقتصادية، هي أكثر الحلول الصديقة للبيئة.

بوضعه متخصصون من جامعة واشنطن بالتعاون مع استشاريي التصميم الهندسي بشركة سي إتش ٢ إم هيل في عام ٢٠٠٧. وتُنشر المؤسسة التي تحمل هذا الاسم (وتحدث بشكل منتظم) دليلها الإلكتروني (نوصي بحيازة النسخة المختصرة لإجراء تقييم أولي)، والذي يوضح المعايير المذكورة وكيفية قياسها في جميع مراحل تنفيذ مشروع الطريق. «جرين رودز» هي بالدرجة الأولى منظمة غير حكومية يقع مقرها في الولايات المتحدة. غير أن عملها الريادي له تأثيرات عديدة على مصممي الطرق والمقاولين. وهناك هيئة تكميلية في الولايات المتحدة الأمريكية، تمثل معظم المصالح الفردية للدولة، وتعرف باسم منظمة Green Highways Partnership (شراكة الطرق السريعة الخضراء).

إيجاد تعريف

بالنسبة لأي نوع من أنواع نظام التصنيف، ولكي يتحقق الغرض منه للطرق السريعة، يجب أن تكون فئات التصنيف الفردية محددة بشكل لا لبس فيه، ومفهومة وذات فائدة يمكن إثباتها لكل من المجتمع والدولة. لهذا يستند مفهوم Greenroads (جرين رودز) الأصلي على المعايير التالية الواضحة:

- تخطيطات الطرق المستدامة التي تقلل من إلحاق الضرر بالبيئة الطبيعية إلى أقصى قدر ممكن، وتخدم الغرض الأساسي من عملية التشييد.
- انخفاض التأثير البيئي عند استخراج المواد والنقل إلى/من الموقع.
- وجود معايير مناسبة وملائمة للتعامل مع مياه الأعاصير.
- وجود معايير تصميم شاملة تعزز التحكم في الطاقة والتحكم البيئي، مثل تقليل التلوث الضوئي وتلوث الهواء، والحفاظ على الصحة والسلامة، وضمان نوعية الحياة بالبيئات المجاورة القسرية (بما في ذلك الحياة البرية)، والتفاعل مع الأشكال الأخرى من وسائل النقل.
- تقليل التأثير خلال عملية الإنشاء إلى أقصى قدر ممكن، بما في ذلك المعالجة المستدامة للمخلفات.

• منح اعتمادات خاصة للابتكارات الفريدة من نوعها في التصميم في المنطقة المحددة التي يمر من خلالها الطريق.

غير أنه، مثلما جرى تطوير معايير نظام تصنيفات الريادة في نظام الطاقة والبيئة تدريجيا على مر السنين، فإنه يجب وضع معايير لتصنيف الطريق باعتباره أيضا صديقاً للبيئة. ومن هنا كان المستوى المرتفع من الاهتمام الدولي بمخطط التطور بأبوظبي.

وبشكل أساسي، وكما أشار إلى ذلك معهد المهندسين المدنيين في صفحة توجيهات خاصة صدرت بالخارج مؤخرا، ينظر إلى تصميم الطرق المستدامة (المرحلة الحرجة) من حيث معلمتين رئيسيتين.

أولاً وقبل كل شيء، هناك التأثير الذي يحدثه التصميم والإنشاء النهائي للطريق السريع في المقام الأول، عندما يتم بناؤه (ويتم الحفاظ عليه بصورة جوهريّة) من نقطة الصفر. وهناك طريقة صديقة للبيئة للقيام بذلك، والعديد من الطرق المخالفة لذلك. ومن خلال المعايير الأصلية التي اقترحتها



مبادئ «ليد» تروج لاستخدام المواد المحلية أثناء تنفيذ مشروعات إنشاء الطرق

مستقبل الطرق في الشرق الأوسط

لقد تمت مواءمة نظام تصنيفات الريادة في تصميمات الطاقة والبيئة «ليد» لتقنيات التصميم والبناء المستدامة، واعتماده على نطاق واسع للمباني عبر منطقة الخليج. غير أنه، وحتى الآن، لم يتم إيلاء اهتمام يذكر لإمكانية تطبيقه على عمليات تطوير الأعمال الإنشائية على الطرق، وهي التغيرات التي تؤثر فعلياً على عدد أكبر من السكان. فالطريق السريع الحديث، في النهاية، هو في الأساس مبنى منخفض الارتفاع يتم تشييده بشكل أفقي بدلاً من المستوى الرأسى. ونفس الأمر بالنسبة لممر إقلاع الطائرات وهبوطها بالمطار. حيث يحقق كلاهما وفورات ضخمة في مساهمات المواد والطاقة على المدى البعيد إذا ما تم تشييدهما وفقاً لأحدث المعايير العالمية للاستدامة.

مستدامة، وذلك على أساس تجريبي. ويجري حالياً تقييم ذلك. ومن الجدير بالملاحظة، على الصعيد الدولي، وجود نظام التصنيف ١٠٠ نقطة إضافية من جرين رودز (Greenroads' points - plus 100) والذي قام

الاستثناء المحلي البارز من ذلك هي إمارة أبوظبي، حيث تم بالفعل إعداد دليل Greenroads (جرين رودز) مُعدل إقليمياً، وتم مؤخراً تحويل مسافة قصيرة من الطريق السريع، المزدهم للغاية والممتد إلى دبي، إلى معايير

أستوم تشترك في تطوير البنية التحتية للطاقة في السعودية



محمد الرفاع، نائب رئيس الإدارة الهندسية بالشركة الوطنية لنقل الكهرباء، ومايكل أوجنت نائب الرئيس للحلول التجارية بشركة أستوم جريد، يوقعان مذكرة التفاهم

عشر محوّلًا في محطات النقل الفرعية القائمة، وتم أيضا استبدال ثمانية محولات تُقدّر طاقتها الإجمالية بـ ١٥,٥٦٥ ميغا فولط أمبير. كما أضيفت شبكات نقل كهرباء تقدر مساحتها بحوالي ٣,٠٢٩ كم دائريا. وقد بلغ الجهد الكهربائي الكلي للمحطات الفرعية والمحطات الفرعية فائقة الجهد ٦٩٩ و١٩٨٢ محوّلًا بطاقة إجمالية قدرها ٢٠٣,٠٠٦ ميغا فولط أمبير. وتعمل الشركة الوطنية لنقل الكهرباء بالمملكة العربية السعودية بانتظام على تحسين شبكات نقل الكهرباء وتطويرها لتصل إلى (١١٠-٣٨٠) كيلو فولط في جميع قطاعات الشركة السعودية للكهرباء (وسط وشرق وغرب وجنوب). وتهدف الشركة إلى رفع جاهزية الشبكة وضمان استمرارية الاعتماد عليها.

وقعت شركة أستوم جريد والشركة الوطنية لنقل الكهرباء بالمملكة العربية السعودية مذكرة تفاهم لتطوير البنية التحتية للطاقة في المملكة العربية السعودية وتعزيزها على المدى الطويل. وقد وقع مذكرة التفاهم كل من محمد الرفاع، نائب رئيس الإدارة الهندسية بالشركة الوطنية لنقل الكهرباء، ومايكل أوجنت نائب الرئيس للحلول التجارية بشركة أستوم جريد. ومن المتوقع أن تتعاون الشركتان في مجالات المعايير والمواصفات، والهندسة والتصميم، والصيانة والتشغيل، ومنتديات التبادل الفني، وخارطة الطريق التكنولوجية. ويشمل التعاون بين شركة أستوم والشركة الوطنية لنقل الكهرباء بالمملكة العربية السعودية، المعدات الرئيسية؛ مثل المفاتيح الكهربائية ذات الجهد العالي، ومحولات الطاقة، وحلول أتمتة المحطة الفرعية، بما في ذلك حماية الأجهزة الإلكترونية الذكية وقياسها، والمحطة الرقمية الفرعية، والشبكة الذكية، واستخدامات الشبكة الفائقة، وإدارة الشبكات، فضلا عن الصيانة. بالإضافة إلى ذلك، سيقدم خبراء معهد أستوم التقني مجموعة من الدورات التدريبية، التي تمد مهندسي الشركة الوطنية لنقل الكهرباء بالمملكة العربية السعودية بالمستوى الأمثل للمعلومات التقنية التي تلأئم متطلباتهم اليومية.

يجدر بالذكر أن الشركة الوطنية لنقل الكهرباء بالمملكة العربية السعودية قد تأسست عام ٢٠١٢ بهدف تشغيل شبكة الكهرباء، وضمان الأداء السلس للشبكة الكهربائية. وقد زادت أطوال شبكات نقل الطاقة الكهربائية بنسبة ٤,٧ في المائة (٥٤,٣١٨) كم دائريا بعد إطلاق عدد من المشاريع الجديدة. حيث تمت إضافة ٣٨ محطة فرعية جديدة و١٠٧ محولات. وتم تركيب أحد

مفكرة رجال الأعمال

سبتمبر/أيلول

اسطنبول	معرض اسطنبول للمياه	٥.٣
الكويت	معرض بيح فايف الكويت	١٦.١٤
دبي	معرض تناول البضائع في الشرق الأوسط	١٦.١٤

أكتوبر/تشرين الأول

أبوظبي	معرض الشرق الأوسط للمولدات الكهربائية	٦.٤
الدمام	المعرض السعودي للطباعة والتغليف والبلاستيك والبتروكيماويات	٢٠.١٨
إربيل	معرض مشروع العراق	٢٢.١٩
الدوحة	القمة القطرية للطاقة	٢٧.٢٦
الرياض	المعرض السعودي للتعدين والمعادن	٢٩.٢٧

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شركة فارنيك تفوز بعقدي خدمة في دبي



العقد الذي تم إبرامه بين فارنيك ومكتب أوراكل الرئيسي بالشرق الأوسط سيكون ساري المفعول لمدة ثلاث سنوات

وقعت شركة فارنيك لخدمات إدارة المرافق عقدين جديدين بعدة ملايين من الدولارات مع شركة أوراكل العالمية الرائدة في مجال برمجيات قواعد البيانات ويقع مقر إدارتها في الإمارات العربية المتحدة، وذلك لتقديم خدمات التنظيف والصيانة، وكذلك توفير موظفي الدعم في المواقع الرئيسية في دبي. وتبلغ مدة العقد المبرم مع المكتب الرئيسي لشركة أوراكل في الشرق الأوسط، الذي يقع في مدينة دبي للإنترنت، ثلاث سنوات. ويشمل خدمات التنظيف، وتوفير طاقم الخدمة بالمكتب وكذلك الموظفين المعنيين بمقابلة العملاء.

وقد صرح ماركوس أوبرلين، الرئيس التنفيذي لشركة فارنيك قائلاً: «تعد شركة أوراكل إحدى أكبر الشركات متعددة الجنسيات في العالم، وتعني خبرتنا في العمل مع عملاء رفيعي المستوى مثلها، أنه يتوفر لدينا فهمٌ شاملٌ للمتطلبات التشغيلية». وقال إن عقد شركة أوراكل عقدٌ متميزٌ، وأن الشركة ستوفر أيضاً موظفي استقبال وضيافة «لقاعة الاستقبال» بالشركة، حيث يتم استضافة كبار الشخصيات من العملاء والضيوف، وسنوفر أيضاً فريقاً من الموظفين ذوي الخبرة الذين يتمتعون بخلفية معرفية بشأن الضيافة».

وسيشمل العقد، الذي تبلغ مدته عاماً واحداً مع شركة ستراتا لإدارة المكان، جميع متطلبات إدارة المرافق لمبنى برج ليك فيو العالمي في منطقة أبراج بحيرة الجميرا في دبي، بما في ذلك الخدمات الميكانيكية والكهربائية وخدمات السباكة، واستراتيجيات الصيانة الوقائية، والتنظيف الشامل

وصيانة واجهة المبنى، وخدمات إنقاذ الحياة. وأضاف أوبرلين: «إن قدراتنا على تقديم خدمة متكاملة ستدعم التزامنا بإدارة المكان لضمان توفير أعلى جودة بيئية للنزلاء، والوصول بمعايير البناء إلى أعلى مستوى بما يتماشى مع تحديد وضع العلامة التجارية بالنسبة للعميل».

وسينجم عن هذه الاتفاقيات تعيين ٧٥ موظفاً من موظفي الخدمة والتنظيف والصيانة بشركة فارنيك. وفي الواقع، تستخدم شركة فارنيك مجموعة من المواد الكيميائية الصديقة للبيئة لما يزيد عن ٨٠ في المائة من أنشطة التنظيف لديها، مما يقلل من استهلاك الماء وانبعاثات الكربون.

رافعات شوكية مصممة خصيصاً لسوق الشرق الأوسط



تقول فولفو إن سلسلة G تم تصميمها لعمليات القوادر في المحاجر الصغيرة ومصانع الأسمنت

كشفت شركة فولفو لمعدات البناء النقاب عن سلسلة جديدة من الرافعات الشوكية مصممة خصيصاً لسوق الشرق الأوسط. إذ سيتم إطلاق السلسلة (G) التي تتكون من ثلاث آلات هي L120GZ و L60GZ و L90GZ، في جميع أنحاء المنطقة فضلاً عن أفريقيا وروسيا. وقد صرحت شركة فولفو أنه قد تم تصميم هذه المجموعة خصيصاً للاستخدام في الأسواق الناشئة، حيث إنها ذات مواصفات أقل من مواصفات الموديلات الأخرى. ومن المقرر أن يبدأ الإنتاج قريباً جداً، كما أنه من المقرر أن يتم شحن أول منتجات تامة الصنع في أواخر يوليو/تموز ٢٠١٥.

وتجمع السلسلة (G) بين عدد من الميزات الرئيسية؛ مثل نظام دواسات الوقود البيئية، والوصول الأرضي لسهولة إجراء الصيانة وزيادة الضغط الهيدروليكي واستخدام قضيب ربط على شكل Z، فضلاً عن استخدام نفس مجموعة نقل الحركة والمحرك والمحاور المستخدمة في الرافعات الشوكية الأخرى التي تنتجها شركة فولفو مثل السلسلة (F).

وأوضح مسعود عكار مدير منتجات GPPE بشركة فولفو لمعدات البناء أن هذه السلسلة توفر لك نفس الراحة التي توفرها لك السلسلة (F) دون أي اختلاف. وأضاف قائلاً: «لكن بفضل زيادة الضغط الهيدروليكي، وتصميم القضيب على شكل Z، رفعنا - بالفعل - من قوة التشغيل. لذا سوف يشعر

المستخدم أنه يمكنه ملء القادوس بسرعة أكبر. وقال: «كما أن الآلة ما تزال تستخدم نفس مجموعة نقل الحركة ونظام دواسات الوقود الاقتصادية، وهذا يعني أنه سيكون بإمكان جميع مستخدمي هذه الآلة تشغيلها على الوضع الاقتصادي مما يعود بفائدة عظيمة على العملاء». كذلك صرحت شركة فولفو أن السلسلة (G) مثالية للاستخدام في مصانع الأسمنت والمحاجر الصغيرة، وبصورة رئيسية للاستخدامات في إعادة استخدام القادوس.

عديدة من إنجاز المشروع. وبالتالي، يبدو أن شركات الشرق الأوسط والمشروعات المشتركة المحلية تحقق نتائج أفضل في قطر حيث يُنظر إليها باعتبارها مستثمرة على المدى الطويل في البلاد. وقال جلال الصالحي، مدير شؤون البنية التحتية بهيئة الأشغال العامة القطرية (الأشغال)، المسؤولة عن مشروعات عديدة: «نحن نفضل الشخص الذي يأتي للعمل معنا، ليس لأداء مهمة واحدة فقط ثم يغادرنا».

هذا مع العلم أن الاقتصاد القطري يتوسع بما يزيد عن ستة في المائة سنوياً. غير أن النمو السريع، الذي لا يترجم إلى أرباح سريعة، يدفع بعض الشركات الأجنبية إلى الانتقال إلى أماكن أخرى. وقال الصالحي إن بعض الشركات الأجنبية ترحل بعدما أدركت حجم المنافسة. وأضاف الصالحي قائلاً: «لقد تأهل بعض المقاولين مسبقاً من قبلنا، ولكنهم لم يتقدموا للمناقصة، وقالوا إن السبب وراء ذلك هو وجود سوق تنافسية للغاية نظراً لوجود المقاولين الآسيويين والأتراك. ولكننا في سوق عالمية ولا نستطيع القول بأننا سنفتح منافسة للشركات الأوروبية فقط». وتتمثل بعض المشروعات المتأخرة في مشروع معبر الشرق، وهو عبارة عن جسر تبلغ تكلفته ١٢ مليار دولار أمريكي، ووصلة نفق تحت الماء عبر خليج الدوحة، والذي كان من المقرر أن يبدأ تشييده هذا العام بحيث يكون جاهزاً لكأس العالم ٢٠٢٢، ومصنع كيماويات شمال الدوحة تبلغ تكلفته عدة مليارات من الدولارات، وكذلك حديقة الدوحة الكبرى على غرار حديقة سنترال بارك بنيويورك.

وقد صرحت الحكومة القطرية بأن التأخيرات على المدى القصير لن تعرقل برنامج بنيتها التحتية. ووفقاً لبيان صادر عن الحكومة القطرية: «هناك خطة واضحة بديلة فيما يتعلق بتنفيذ مشروعات البنية التحتية الرئيسية. وتحرص الحكومة على تجنب أي عقبات قد تنشأ، مع الاستمرار في نفس الوقت في تنسيق السياسات المالية والنقدية عن كثب لتحقيق هذه الغاية».



التعطيلات لن تؤثر على برنامج البنية التحتية الطويل الأجل في قطر

تصريحات حكومية بأن أعمال الإنشاء في قطر تسير ببطء ولكن بثبات

ملاعب لاستضافة المباريات، ولكنها تحتاج إلى ٨-١٢ ملعباً وفقاً لشروط استضافة البطولة. وقد صرح داريل بيرجيسين، المدير العام لشركة الجابر إل إي جي تي للهندسة والمقاولات، ومقرها أبوظبي، في المكتب الخاص بالشركة في قطر قائلاً: «لقد استغرقت عملية تنفيذ الخطط الرئيسية اللازمة لاستضافة نهائيات كأس العالم ٢٠٢٢ وقتاً أطول مما قد يتصوره أي شخص». ولكنه شرح السبب وراء ذلك بقوله: «ومع ذلك، فإن هذا مشروع ضخم وهو الأول من نوعه في منطقة الشرق الأوسط. لذلك لا ينبغي التقليل من حجمه وربما علينا كذلك ألا نتفاجأ من الوقت الذي يستغرقه».

يجدر بالذكر هنا أن العائدات الضخمة، الناتجة من إنتاج الغاز الطبيعي، مكنت قطر من الإنفاق بسخاء على إنشاء بنية تحتية جديدة، ولكنها تفعل ذلك وفقاً لشروط صارمة. فهناك، على سبيل المثال، شروط في بعض العقود تجعل الاستشاريين مسؤولين مالياً حتى بعد سنوات

تسبب. مؤخراً. التباطؤ الذي طرأ على أنشطة الإنشاء واسعة النطاق المخطط لها في قطر، في توترات لدى بعض الشركات الأجنبية، ولكن الحكومة القطرية صرحت بأن المشروعات قد توقفت فقط، ولم يتم إلغاؤها. وقد أدت مزاعم الفساد في الهيئة المنظمة للعبة كرة القدم «الفيفا» إلى التركيز مجدداً على استضافة قطر لبطولة كأس العالم ٢٠٢٢ لكرة القدم. غير أن المسؤولين القطريين على ثقة من أن هذا الحدث سيمضي قدماً كما هو مخطط له. وهذا وتبلغ قيمة الإنشاءات الجديدة، الموجهة لكأس العالم مباشرة، حوالي ١٠ مليارات دولار أمريكي فقط من برنامج تطوير يتكلف مبلغ ٢٠٠ مليار دولار أمريكي تخطط هذه الدولة الخليجية لاستكمالها بحلول عام ٢٠٣٠. ورغم ذلك، تخلق حالة الغموض الملموسة حول هذا الحدث الرياضي مخاوف لدى المقاولين الأجانب.

ولاستضافة بطولة كأس العالم، قامت قطر بتعيين مديري مشروعات وذلك لبناء خمسة

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