

# TECHNICAL REVIEW

## النشرة التقنية - الشرق الأوسط

### MIDDLE EAST

USA: \$16.50, United Kingdom: £10

Annual Construction Review 2018

#### ANNUAL CONSTRUCTION REVIEW 2018

### Dream destinations

Incentives and investments for a better hospitality sector in the GCC

### Lifting standards

Anti-collision solutions from AMCS technologies

## THE ROLL MODEL

BUSINESS IN MOTION FOR OFF-THE-ROAD TYRES MARKET IN THE GCC

## INSIDE

Trucks  
BIM  
Road Building  
Formwork & Scaffolding

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## EDITOR'S NOTE

OIL PRICE VOLATILITY has steadied and so have investors' nerves. The GCC is once again witnessing a changing skyline in many parts of the region, owing to the megaprojects lined up in the next few years. UAE remains the undisputed leader, accounting for one third of construction contracts worth US\$148.7bn. Events such as Expo 2020 Dubai are set to attract 20mn visitors and the hospitality sector is upping its game to accommodate them. However, it is the Hajj pilgrimage every year that has made Saudi Arabia the biggest hospitality industry here (p12). Heavy construction has led to a rise in demand for construction machinery and trucks, which has fuelled the off-the-road (OTR) tyres market (p22). And do not miss out on learning more about the technologies that help create world-class roads and buildings – turn to p34 for more on BIM. Our Annual Construction Buyers' Guide on p52 offers a comprehensive guide to the region's construction manufacturers and suppliers.

*At Technical Review we always welcome readers comments to [trme@alaincharles.com](mailto:trme@alaincharles.com)*

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## TECHNICAL REVIEW

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SERVING THE REGION'S BUSINESS SINCE 1984

### MIDDLE EAST

النشرة التقنية - الشرق الأوسط

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## Briefly

### Reco to build integrated world-class city in Saudi Arabia

AL AKARIA SAUDI Real Estate Company (Reco) has announced plans for a seven-million-sq-m integrated world-class city Al Widyān in capital Riyadh.

Strategically located in the city's northern growth corridor, Al Widyān is around 15 minutes from the airport and 20 minutes from downtown Riyadh. The mega project will be delivered over a phased programme of development, expected to be undertaken over a seven-year timeframe with the official launch in October 2018. The construction has already started on the mega project with the enabling, grading and infrastructure work under way. Phase One of the project is being built at a cost of US\$2.6bn.

Reco is a Saudi developer partially owned by the government through the Public Investment Fund (PIF) with a 65 per cent stake and the Public Pension Agency (PPA) with five per cent. Al Widyān is the first private real estate project to be granted the status of a Self-Regulatory Office (SRO), which de-risks the project for investors, reduces complexity in the development phase and fast tracks permit services.

### Haya completes key phase of Oman water treatment plant

HAYA WATER HAS completed the Phase II of Al-Ansab Sewage Treatment Plant (STP) expansion, thus moving to the last and the third phase. The expansion will help with the rising demands of wastewater services in Muscat.

Eng. Khalid bin Hassan Al Lawati, acting projects general manager at Haya Water, said that the plant is equipped with state-of-the-art membrane reactor (MBR) technology. This plant is considered to be one of the largest in the world that operates using this technology.

He added that the capacity of Al Ansab STP after Phase II reaches 125,000 cu/m per day. The plant was built in 2010 and accommodated 57,300 cu/m per day. The capacity the plant will increase to 140,000 cu/m per day after the completion of the Phase III by the end of 2022.

## Expo 2020 Dubai picks Emaar as hotel partner

EXPO 2020 DUBAI has selected Dubai-based Emaar Hospitality Group, the hospitality and leisure subsidiary of global developer Emaar Properties, as its newest Official Partner.

Emaar Hospitality Group will provide authentic experiences with a strong local flavour at various locations across the Expo 2020 site, including VIP clubs and lounges, as well as in its hotels and restaurants in Dubai.

As the official hotel and hospitality partner, Emaar Hospitality Group will be responsible for providing exceptional service to Expo 2020's special ticket holders. The group will also operate a number of other experiences across the Expo site.

In addition, Emaar Hospitality Group will showcase trends and innovations in the hospitality industry.

Rolando Martins, chief visitor experience officer, Expo 2020 Dubai, said, "The hospitality experience at Expo 2020 is an opportunity to showcase this important aspect of the Emirati identity and culture. Emaar Hospitality Group has a record of warmly welcoming millions of visitors to Dubai every year – many of whom return again and again, which makes them the ideal hospitality partner."

"Emaar Hospitality Group will continue to provide an exceptional hospitality experience that wows all of Expo 2020's visitors, including world leaders, encouraging them to return to Dubai and the UAE, creating long-lasting benefits for the entire tourism industry."



About 70 per cent of visitors are projected to come from outside the UAE – the highest international proportion in the 167-year history of world expos.

Photo Credit: Expo 2020

Olivier Harnisch, CEO of Emaar Hospitality Group, said: "Emaar Hospitality Group has paved the way for creating an innovative hospitality landscape in Dubai, offering a range of experiences, from luxury to contemporary midscale. I am delighted that we have been awarded Expo 2020 Dubai's Official Hotel and Hospitality Partnership. In our role, we focus on providing an exceptional level of hospitality that will encourage visitors from across the world to return and experience everything that Dubai and the UAE have to offer. Expo 2020 will further strengthen Dubai's position as one of the world's most open and technologically advanced cities. We are delighted to be part of this journey."

Dubai's Tourism Vision 2020 has set a goal to welcome 20mn visitors annually by 2020. In 2017, Dubai welcomed 15.79mn visitors, an increase of 6.2 per cent compared to the previous year.

### WorleyParsons' unit wins major role in Dubai solar plant

A DIVISION OF WorleyParsons has won an owner's engineer role on the 700MW fourth phase of the Mohammed bin Rashid Al Maktoum Solar Park in Dubai.

Noor 1 Energy, a consortium made up of project developers DEWA, ACWA Power and Shanghai Electric, appointed Advisian for the work on what will become the largest concentrated solar power (CSP) project in the world.

The first three phases of the project will use solar photovoltaic technology (PV). Advisian will review the basic and detailed engineering, help manage technology risk and provide technical support as required during the construction and commissioning of the plant.

It will also deliver the project using the specialised CSP technology team based in the Renewable Energy Center of Excellence in Madrid, Spain, with support from Shanghai-based engineers, and will draw on the Dubai



The Mohammed bin Rashid Al Maktoum Solar Park is the largest single-site solar park in the world, with a planned capacity of 1 GW by 2020, and 5 GW by 2030, with a total investment of US\$13.61bn.

Photo Credit: SrtocSnap/Pixabay

office for site supervisory support.

"We are excited to work on this project that, combined with solar PV, provides solar electricity around the clock at a cost lower than conventional power in Dubai," said Andrew Wood, CEO at WorleyParsons.



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# EXECUTIVES' CALENDAR 2018

## SEPTEMBER 2018

23-25	<b>Windows Doors and Facades Show</b>	DUBAI	www.windowsdoorsandfacadeevent.com
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## OCTOBER 2018

8-10	<b>The Mining Show 2018</b>	DUBAI	www.terrapinn.com/exhibition/mining-show
15-17	<b>MEE Saudi</b>	RIYADH	www.middleeastelectricitysaudi.com
23-25	<b>WETEX</b>	DUBAI	www.wetex.ae

## NOVEMBER 2018

6-8	<b>Gulfood Manufacturing</b>	DUBAI	www.gulfoodmanufacturing.com
17-19	<b>Electricx/SolarTec</b>	CAIRO	www.electricxegypt.com
26-29	<b>The Big 5</b>	DUBAI	www.thebig5.ae
26-29	<b>The Big 5 Heavy</b>	DUBAI	www.thebig5heavy.com
26-29	<b>Middle East Concrete</b>	DUBAI	www.middleeastconcrete.com

## DECEMBER 2018

4-6	<b>Saudi Transtec</b>	DAMMAN	www.sauditranstec.com
11-13	<b>Saudi Arabia Smart Grid Conference</b>	JEDDAH	www.saudi-sg.com

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

## The Big 5 Construct Egypt to debut in September

THE BIG 5 Construct Egypt is set to take place at Egypt's International Exhibition Centre from 18-21 September 2018 in Cairo.

This leading international construction event will bring together influential decision-makers, innovators and suppliers from the region and beyond for four days of business and networking opportunities. The country's booming construction market has placed itself as the leading contributor to GDP growth in the region, with US\$473bn worth of active projects in North Africa and more than US\$366bn worth of projects in Egypt.

The six top dedicated product sectors of the event include MEP service, building interiors and finishes, building envelope and special construction, construction tools and building materials, construction technology and innovation and plant machinery and vehicles.

The Big 5 Construct Egypt will provide direct access to the visitors to the leading architects, interior designers, engineers, contractors and real estate developers who are actively seeking new and innovative construction products.

The event will also provide manufacturers with the opportunity to meet with local distributors and partner with global suppliers. In addition, the free-to-attend workshops will focus on industry's specific topics including BIM and project management, facilities management, urban development and public realm, contract management, architecture and design, sustainability and technology, etc.

## Promoting critical health and safety issues in Kuwait Health, Safety & Security Forum

KUWAIT HEALTH, SAFETY & Security Forum is set to convene health and safety leaders from around the globe from 24-25 September 2018.

A hub for the oil, gas and construction industries, Kuwait is witnessing a

sharpened focus on promoting an effective health and safety culture and raising safety standards.

This debate-driven thematic event, researched and developed by Health, Safety & Security Review Middle East, will provide a platform for the sharing of ideas and expertise on critical issues including process safety, worker safety, fire safety for high buildings and harnessing technology to improve HSE performance.

Through a combination of presentations, case studies and panel discussions, industry experts will highlight best practices, process improvements, technological advancements and innovative applications to enhance HSE performance in Kuwait.

The topical agenda will include updates on Civil Defence Authority regulations and comply with the latest international benchmarks such as ISO 45001.



The event will highlight health, safety and security aspects in the region.



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# ON THE WEB

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

## Saudi Arabia's Zahid Group acquires Greencells

OMAS, A WHOLLY-OWNED subsidiary of Saudi Arabian conglomerate Zahid Group, has acquired a 50 per cent share in Greencells Group, a German provider for solar photovoltaic (PV) power plants.

Andreas Hoffmann, CEO of Greencells, commented, "With a solid financial base, we can further strengthen our global footprint, serving more customers with our hallmarks of flexible, modular services, a high-quality product and lean operations to respond quickly in a competitive market."

[www.technicalreview.me/power-a-water](http://www.technicalreview.me/power-a-water)



Photo Credit: Jack Hasckell/Flickr

*The initiative is in line with Saudi Arabia's aim to expand its renewable energy sector.*

## Atkins wins US\$6.75mn consultancy contract for Omani city

KHAZAEN ECONOMIC CITY (KEC), Oman's first proposed integrated economic city, has appointed Atkins as the consultant for the city's master planning.

KEC said in a statement that the total value of the contract is US\$6.75mn. Atkins' scope of work includes full consultancy services for the integrated urban planning of the city covering 51.5mn sq m, detailed master plan, environmental assessment, sustainability assessment, engineering designs for infrastructures and utilities, preparation and evaluation of construction tenders for various infrastructure work of the city.

[www.technicalreview.me/construction](http://www.technicalreview.me/construction)

## Shurooq and BESIX to develop wastewater treatment plant

THE SHARJAH INVESTMENT and Development Authority (Shurooq) and BESIX, the region's leading company operating in infrastructure concessions and construction, have signed a joint venture agreement to operate and maintain an existing wastewater treatment plant in Al Saja'a area in Sharjah.

The newly formed company, called QATRA, will continue developing and expanding the wastewater infrastructure in line with Sharjah's masterplan, whilst ensuring the highest level of operating excellence and service to all stakeholders.

The expansion plans will also enable the plant to maximise the amount of reused water produced, thereby doubling the capacity from 30mn litres of high-recycled water to per day to 60mn litres per day, mainly for industrial use.

[www.technicalreview.me/power-a-water](http://www.technicalreview.me/power-a-water)

## Reviving concrete casting with 3D printing

IMMENSA TECHNOLOGY LABS, the UAE's leading additive manufacturing (AM or 3D printing) company, in collaboration with Consolidated Contractors Company (CCC) has released the result of a world-first joint effort to recover a series of concrete casting techniques with the aid of large-format 3D printing.

The 'Sensorial Adaptive Concrete Screen' was developed with NOWlab, the innovation department of Berlin-based BigRep. The 'Sensorial Adaptive Concrete Screen' showcases techniques that once belonged to skilled craftsman but have had life breathed back into them through expert digital fabrication. It sheds light on 3D printing as the tool that will allow architects to become the master builders of the 21st century and enable direct control of the 1:1 production of their designs.

[www.technicalreview.me/manufacturing](http://www.technicalreview.me/manufacturing)

## Dubai's mega tunnel works to be completed by 2020

THE CONSTRUCTION OF a deep tunnel storm water system in Dubai is currently underway by the PORR-Six Construct joint venture for Dubai Municipality. The objective of this project is to collect and convey groundwater and storm water runoff from the Dubai World Central area, which is about 135 sq km, and adjacent communities, about 245 sq km. Two earth pressure balanced tunnel boring machines (EPB TBMs) will excavate a 10-km long tunnel with a boring diameter of 11.05 metres – the biggest TBMs ever utilised in the UAE. Following detailed and successful tests by PORR tunneling specialists on the two completely assembled TBM's during the last couple of weeks in the manufacturer's facilities in China, on 29 July 2018, representatives of the PORR-Six Construct Joint Venture signed the 'Factory Acceptance Certificates' together with China Railway Engineering Equipment Group (CREG).

[www.technicalreview.me/power-a-water](http://www.technicalreview.me/power-a-water)

## Caterpillar delivers 50,000th articulated truck

IN A YEAR of multiple milestones for Cat mining and infrastructure trucks, Caterpillar announces the delivery of its 50,000th articulated truck from its Peterlee, UK, manufacturing facility, to Trader Construction Company of New Bern, North Carolina, USA.

Brent Losey, product manager for articulated trucks, said, "Cat articulated trucks are helping our customers meet their objectives on construction and mine sites around the world."

[www.technicalreview.me/logistics](http://www.technicalreview.me/logistics)



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*The Cat 745 offers improved ease of operation and uninterrupted rear-quarter visibility.*

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# Redefining your stay

After a two-year downturn, the GCC's hospitality sector is steadily rising in 2018 owing to the recovery in oil prices, upcoming mega events, increased tourist inflow, positive regulatory initiatives and increased government spending.

Photo Credit: Adobe Stock

*GCC hospitality is expected to witness increased market penetration by the mid-market hotel segment through 2022.*

**T**HE GCC OFFERS a good mix of attractions for travellers across varied interests including religious, business, leisure, sports and shopping festivals, thus attracting millions of tourists every year.

Dubai-based investment banking firm Alpen Capital reveals that these factors have led to the expected rise of the GCC hospitality sector to US\$32.5bn by 2022, at a CAGR of 7.2 per cent (2017-2022).

Among the 1,156 hospitality projects, 724 projects worth US\$78bn are hotel projects while 140 hospitality projects worth US\$50bn are resort hotels and 292 hospitality projects worth US\$19.5bn are hotel apartments, a BNC Project report has revealed.

A report by Colliers International mentions that the innovative Hyperloop train systems combined with the Haramain High Speed Railway, the development of key

international airports in Saudi Arabia and airport expansion in the UAE, Bahrain, Oman and Kuwait are just some of the projects set to transform tourism infrastructure development in the GCC.

## Saudi Arabia

In 2015, the kingdom unveiled its long term strategy – Saudi Vision 2030, which laid out six major initiatives to boost the travel and tourism industry. The vision also aims to double the number of Saudi heritage sites, registered with UNESCO, by 2030. By increasing the capacity, creating attractions of international standards, improvement in the transport network system and quality of services offered to visitors such as improving visa applications, Saudi Arabia plans to attract 30mn visitors by 2030.

Hotels and leisure developments are a major element of the economic

transformation of Saudi Arabia, which is seeking to diversify away from oil dependency. Projects such as NEOM City, the Red Sea Resort and Al-Qiddiya present big business opportunities for leisure companies as the kingdom aims to keep riyals in the country rather spending them abroad.

TOPHOTELPROJECTS, in a report, recently said that around 84 hotels are expected to be opened in Saudi Arabia during 2018. Including 27,281 rooms, the planned hotels that will be inaugurated this year represent around 60 per cent of the ongoing establishments of 143 hotels in the kingdom, the report titled the 'Saudi Arabia Hotel Construction Overview' mentioned.

The average daily rate (ADR) is expected to grow at a five-year CAGR of 1.3 per cent to US\$166 by 2022, whereas the revenue per available room (RevPAR) is expected to grow at a five-year CAGR of 3.8 per cent to US\$110 by 2022.

The market research company added that the cities of Riyadh, Jeddah, Makkah and Al Khobar are the hub of ongoing hotel construction projects.

Hilton will inaugurate three hotels in the kingdom – DoubleTree by Hilton in Makkah's

**The total value of the 1,156 hospitality and tourism projects in the GCC region exceeded US\$147bn at the end of March 2018.**



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Jabal Omar development, a Hilton in Riyadh, and a mid-scale Hilton Garden Inn in Al Khobar. The three hotels are forecast to add further 1,500 rooms to the international hospitality firm's hotels in the oil-rich nation.

Swiss-Belhotel International revealed its plans to open three hotels this year, of which one will be in Makkah, while the other two hotels will be in Riyadh. Hotels in Riyadh are expected to grow with forecast growth of 20 per cent in RevPAR, according to Colliers International.

Thus, the Saudi Arabian hospitality market is expected to grow at a CAGR of 6.5 per cent (2017-2022) to US\$21.3bn.

### The UAE

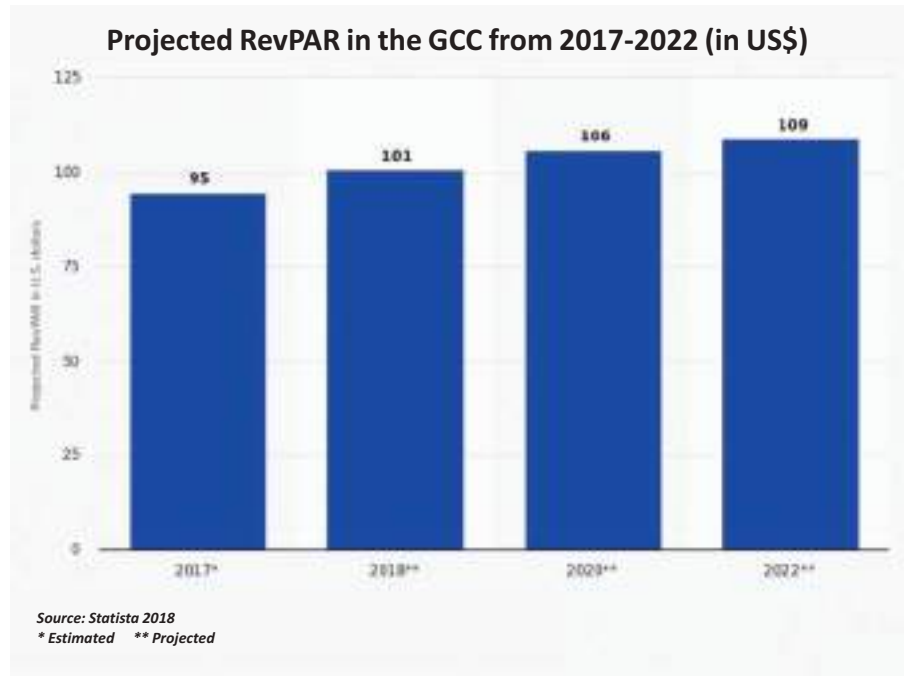
With only 24 months to the grand opening of the much-anticipated Expo 2020 Dubai, construction activities in the emirate are speeding up. The goal is to deliver additional hotel rooms and infrastructure to accommodate the 20mn visitors expected in 2020.

With 356 active hospitality projects, Dubai's construction sector is now in full swing. A report produced by BNC Network for mega construction event The Big 5 Dubai reveals a 6.1 per cent year-on-year increase in the value of Dubai's hospitality projects in Q1 2018. Comprising new hotels, resorts and hotel apartments, these are worth a total of over US\$43bn.

Leading the way is Dubai-based Emaar Hospitality Group, the hospitality and leisure subsidiary of Emaar Properties, which is Expo 2020's official hospitality partner. The group will provide authentic experiences with a strong local flavour at various locations across the Expo 2020 site, including VIP clubs and lounges, as well as in its hotels and restaurants in Dubai.

"Expo 2020 Dubai is proving a magnificent growth driver for the hospitality and construction sectors," commented

**Saudi Arabia attracts the highest number of religious tourists in the GCC, which acts as a major contributor to the country's economy.**



Josine Heijmans, portfolio director of The Big 5 at dmg events.

Even the emirate's hotel inventory is growing quickly. Seventeen hospitality projects worth more than US\$860mn were delivered in Q1 2018 only. Seven new projects worth more than US\$370mn were announced in the first three months of the year. Moreover, 25 hospitality projects with an estimated value of US\$2.2bn, currently in tender stage, are expected to be awarded in the next few months.

"These project movements demonstrate a healthy growth in the hospitality-related construction sector in 2018 and beyond," Heijmans added.

Meanwhile, the latest figures released by the Department of Culture and Tourism – Abu Dhabi (DCT Abu Dhabi) for the capital's hospitality sector show the number of hotel guests staying in Abu Dhabi in June 2018 rose by six per cent compared to the same month last year, driven largely by the growing number of visitors from Saudi Arabia and the USA.

In total, 339,592 visitors stayed in Abu Dhabi's 162 hotels and hotel apartments during June, an increase of more than 19,000 over the previous year. For the first six months of 2018, the figures show Abu Dhabi upping the total number of hotel guests to the emirate by five per cent on the year, with 2,413,230 guests in total arriving.

Saif Saeed Ghobash, Under-Secretary of DCT Abu Dhabi, said, "These numbers confirm a strong position at the halfway stage of 2018 and that the department's strategies and hard work are steadily paying

off. June's figures are for certain a reflection of visitors inspired by all Abu Dhabi offered during the Holy Month of Ramadan, but we are also confident other attractions played a part, including the ongoing Abu Dhabi Summer Season, which began on 21 June.

"We will continue to focus hard on our key markets for the second half of the year, with milestone events, such as the Etihad Airways Formula 1 Abu Dhabi Grand Prix and Abu Dhabi Art, and new world-class attractions opening, in the shape of Warner Bros. World Abu Dhabi, we are confident we will finish the year as robustly as we began it."

According to Alpen Capital, the UAE hospitality market is expected to reach US\$7.6bn by 2022 at a five-year CAGR of 8.5 per cent (2017-2022). International tourist visits are expected to grow at a five-year CAGR of 4.3 per cent to 25.5mn while the hotel supply is expected to grow at a five-year CAGR of six per cent to 183,718 hotel rooms. ADR is expected to grow at a five-year CAGR of 1.3 per cent to US\$149 up to 2022, while the RevPAR is expected to grow at a five-year CAGR of 2.1 per cent to US\$116 by 2022.

### Kuwait

Quietly following behind Saudi Arabia and the UAE with a mere 2.2mn residents, Kuwait has somehow managed to draw in some of the biggest names in the regional and global hospitality industries. In 2016, Hilton introduced two brands at The Avenues Mall in Kuwait City, and in 2017 saw Four Seasons open its property in the country.

According to industry reports, the country

# Experience the Progress.



is expecting 57,00,000 international visitors by 2027, up from a 2017 visitor forecast of 368,000. But while a bright future is predicted in terms of visitor numbers, a closer look at hotel performance indicators for the last year reveals a different picture.

TRI Consulting's associate director for the Middle East, Chris Hewett, citing data from the HotStats survey, notes that while the country's branded four- and five-star hotels have seen a 2.4 per cent increase in occupancy, to 53.3 per cent for the first seven months of last year, average room rate has fallen by 6.7 per cent year-on-year to US\$221.1, resulting in a 2.1 per cent revenue decline in RevPAR, which stood at US\$117.8.

Hewett says the country's hospitality scene is 'unique' among those in the GCC, adding that the hotel market has historically seen low occupancy levels but high average room rates (ARR), and strong profitability levels. This is largely driven by a rate agreement put in place by Kuwait Hotel Owners Association (KHOA) — an organisation formed by the owners of Kuwait's four- and five-star hotels, which sets minimum rates for hotels participating in the agreement.

According to the World Travel and Tourism Council's 2017 report on the country, leisure travel spending generated 76.6 per cent of direct travel and tourism GDP in 2016, a figure forecast to rise by 2.1 per cent in 2017 to US\$4.32mn, and 4.1 per cent per annum to US\$6.57mn in 2027. The main airport is presently undergoing a US\$4.3bn expansion to accommodate the additional traffic that the government anticipates the country will see over the next

## During 2015-17, hotel supply in the GCC region increased by more than 50,000 rooms (7.86 per cent) in an already oversupplied market.

few years. By 2025, the airport will be able to accommodate up to 25mn passengers.

With these facts in hand, the Kuwait government and private sector have invested significantly in revamping the backdrop, introducing projects such as the Kuwait Towers, and the Sabah al-Ahmed Sea City, which is set to house 250,000 residents in the near future. Other projects include the Kuwait Olympic Village in Jaber Al-Ahmed City and cultural attractions such as the Sheikh Saad Al-Abdullah Islamic Centre, which is due to open in 2020.

The hospitality sector has also responded, driving up the number of hotel openings in the country to meet demand. Existing players have had to sharpen their offering to ensure they stay ahead of the competition.

A 284-room Four Seasons hotel opened earlier last year. Located in Burj Alshaya's 22-storey Eastern Tower, it features indoor and outdoor pools, a spa, yoga studio, a ballroom, and banqueting rooms. Swiss-Belhotel recently entered into a management agreement with Omniyat Real Estate to operate two properties in Kuwait: Swiss-Belboutique Bneid Al Gar and Swiss-Belresidences Al Sharq, both scheduled to open this year. The 58-room Swiss-

Belboutique will target both business and leisure travellers, while Swiss-Belresidences is aimed at business travellers and will comprise 68 rooms.

Kuwait's hospitality market is expected to grow at a CAGR of 6.1 per cent (2017-2022) to US\$400mn by 2022.

Kuwait will also see a strong focus in corporate and meetings, incentives, conferencing and exhibitions (MICE) activities, just like Saudi Arabia, which will result in increased occupancy. Consequently, growth in RevPAR is also expected there.

### Bahrain

In order to continue to attract new visitors and support demand, in 2017, Bahrain unveiled its brand-new tourism identity: 'Ours. Yours. Bahrain' as part of Bahrain Tourism and Exhibitions Authority's (BTEA) commitment towards reinvigorating the country's tourism industry. The campaign's strategic and infrastructural initiatives aim to increase this amount to US\$1bn by 2020, effectively doubling tourism's contribution to Bahrain's GDP from 3.6 per cent to 6.6 per cent.

Bahrain Economic Development Board (EDB) is working closely with BTEA and



Four Seasons opened a 284-room hotel in Kuwait's Burj Alshaya this year.

Photo Credit: Four Seasons



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investors to inspire even more visitors to discover Bahrain.

According to reports, Bahrain's hospitality market is expected to grow at a CAGR of 9.6 per cent (2017-2022) to US\$700mn by 2022. However, international tourist visits are expected to decline to 10.2mn in 2022 due to the absence of major events whereas hotel supply is expected to grow at a five-year CAGR of 8.8 per cent to 24,761 hotel rooms by 2022. ADR is expected to be flat at US\$153, while the RevPAR is expected to grow at a five-year CAGR of 0.7 per cent to US\$83 in 2022.

Bahrain's tourism market revenues are expected to increase to US\$1bn by 2020 and expected tourists to rise to 15mn in the same year.

In addition, expenditure is increasing among 62 per cent of the visitors who come to Bahrain for leisure. There is a continuing demand for four- and five-star hotels but the country has identified a specific need for high-quality three-star accommodation for leisure and business travellers.

The list of hotel brands include The One&Only Resort, Wyndham Grand Hotel, Fairmont, Vida Hotel & Resort, The Address Hotel & Resort, Ibis Hotel and Pullman Hotel. These hotels will add to the country's existing portfolio of over 190 hotels and resorts. This includes 18 five-star hotels, 48 four-star hotels, 35 three-star hotels, 81 serviced apartments and 11 resorts.

## Oman

Oman's hospitality market is expected to grow at a CAGR of 7.5 per cent to reach US\$1bn by 2022, according to Alpen Capital.

The Oman government has significantly increased investments in the tourism and hospitality sector as it aims to attract five million international tourists in 2040, according to Oman Tourism Strategy 2040. Tourist visits in Oman are expected to grow at a five-year CAGR of 1.3 per cent to 3.4mn while the hotel supply is expected

to grow at a five-year CAGR of 5.6 per cent to approximately 29,635 hotel rooms in 2022, the report said.

The sultanate is considered a suitable destination for cultural and heritage attractions along with a potential to capitalise on transit itineraries for stopover visitors. GCC visitors (48 per cent) comprise the majority of international tourist arrivals, followed by India (ten per cent), Germany (six per cent), UK (five per cent) and the Philippines (three per cent).

The report also noted that Oman Convention and Exhibition Centre and Royal Opera House Muscat are expected to increase tourist visits and increase the occupancy by four-five per cent in 2018.

## Brand equity

GCC regional players have also joined the race in building room inventory as well as having a substantial construction pipeline.

In December 2017, Emaar Hospitality achieved a milestone of 10,000 rooms across its 11 operational hotels and 30 upcoming projects. It has more than 2,500 operational rooms in Dubai and 7,500-plus rooms under development across the UAE, Saudi Arabia, Bahrain, Egypt, Turkey and the Maldives.

Rotana, an Abu Dhabi-based company, will be building a new 200-room five-star hotel in Cairo. The hotel chain has a robust pipeline of 48 properties that are scheduled to open before 2020. It also recently inaugurated three new global sales offices in Paris, Milan and Amsterdam to complement its existing offices in Saudi Arabia, Iran, Kuwait, Germany, India, Russia, the UAE and the UK to help support Rotana's expansion plans and drive business from these key markets.

CityMax Hotels, a Dubai-based company, has hotels spread across Dubai and Sharjah. In April 2018, the company announced the opening of hotels in Business Bay and Al Barsha in Dubai and Ras Al Khaimah, by Q4 2018.

Habtoor Hotels, the Dubai conglomerate, owns and operates a collection of luxury properties within the UAE such as Habtoor Grand Resort and Al Habtoor Polo Resort among others. In May 2018, the company launched a special promotion for GCC nationals for the sale of homes at its 73-storey Noora Tower, which features 546 luxury units, including four ultra-luxury penthouses. In July, the group took over the management of three Marriott International hotels in Dubai, thus strengthening its market share.

Al-Habtoor Group is now considering a big move into Saudi Arabia to take advantage of the new entertainment opportunities available under the Vision 2030 transformation.

Speaking to Arab News, Mohammed Al-Habtoor, chief executive and vice-chairman of the family-owned conglomerate, said he was planning a fact-finding mission to the kingdom soon and was already in contact with potential business partners there.

## Road to recovery

The hospitality industry is upbeat in the second half of 2018 and ready to welcome 2019 on a positive note. The sector has received massive support from the government in terms of new policies, opening of new tourist destinations, exemption from value-added tax (VAT) for tourists, preparations for Expo 2020 Dubai – these are some of the prime growth drivers that will steer forward the growth trend.

The region will witness increased market penetration due to economic recovery. The efforts of the governments to boost tourism such as easing of visa norms, and a suite of attractive tourist destinations are also expected to drive the demand for tourism across the region. However, the sector needs to be wary about the possibility of oversupply, which may in turn trigger a price drop in the market. ■

*There is a continuing demand for four- and five-star hotels in Bahrain but the country has identified a specific need for high-quality three-star accommodation for leisure and business travellers.*



Photo Credit: Adobe Stock

# Addressing the issue of stalled projects: Law is here to protect but due diligence is necessary

*With concerns of stalled projects rising in the UAE, Suzannah Newbould, partner – Construction and Engineering, DLA Piper Middle East LLP, speaks to Technical Review Middle East about why this is happening and what can be done to mitigate the effects.*

EVEN AS CONSTRUCTION activities are rampant in the region to satisfy the demand of the incoming international tourists, seven hospitality projects with a combined estimated value of around US\$1.1bn were put on hold in the GCC in March 2018, a new report has found.

The report by research firm BNC Network found that the largest hospitality project to be put on hold was Business Park and Hotel located in Jeddah, worth US\$600mn. During the same month, the GCC hospitality market recorded an increase of one per cent month-on-month in terms of volumes and values.

From the economic perspective, reduced capital spending by governments and tightening liquidity in the private sector has resulted in fewer project awards, but has also had an impact on those already underway. Oversupply and a reluctance to fund local development are reducing the impetus for developers to take over completed projects.

From the project delivery perspective, late payments have created cash flow crises. The region remains beset with inappropriate procurement and contracting practices and, partially as a result, projects continue to suffer from excessive contract variations. The combination has resulted in a culture of chronic cost and time overruns, and disputes.

The most prevalent cause of delay at the project level is the quantity and scale of change introduced post-contract.

A move to selective tendering and early engagement of the contractor, such as through a two-stage tendering process would particularly benefit the multitude of projects with programme constraints by reducing the incidence of developer change.

In terms of managing change, the problems the market is facing have increased awareness of the importance of assembling a collaborative project team. Which, for contractors, ultimately means being more selective not just about the developers for whom they are prepared to work, but also the engineering and project management consultant teams they engage.

What exacerbates the impact of change in a project is the way in which it is



*Suzannah Newbould is the partner - Construction and Engineering – DLA Piper Middle East LLP.*

implemented. The UAE has seen a growing trend towards refusal to grant extensions of time contemporaneously and perhaps even more damaging, a refusal to pay for variations. This has been made easier by the use of engineers and project management consultants taking a partisan position in favour of the developer with no law to prevent them.

To reduce this effect, contractors should insist on clarity around the differentiation of those duties for which the engineer or PMC is purely agent for the employer and those duties, which see it act in a determinative capacity. Attendant contractual provisions for a prohibition on employer interference where their role is determinative will introduce a new, albeit not without its difficulties, avenue of recourse for the contractor faced with a partisan engineer.

When delay and non payment turn to

disputes, parties need to understand how the law underpins their contracts. It is the application of the governing law which means the contract can, usually, be relied upon. The governing law is ordinarily stated in the contract. The law which governs a contract does not need to be, and often is not, the law of the country in which the project is carried out. Similarly, the law which governs the contract does not need to be the law of the country in which one or both of the parties are based.

In the UAE it is usually either the law of the UAE or the laws of England and Wales, although from time to time other laws creep in, like Swiss for example.

The governing law is not a substitute for the contract. Contracts contain agreed mechanisms for matters such as the carrying out of work and for payment. The parties use the contract terms to set out for one another what is expected of them. Laws usually focus on supporting and upholding the commercial bargain the parties have made. In this sense, the law is there to enforce the contract, but it is also there to interpret it when the parties disagree on what the provisions mean. The governing law can extend the provisions of the contract, for example, to require that the parties act in good faith in carrying out its terms. The law can modify the operation of the contract terms, imply contract terms or remove them.

So the law that applies is the law that is stated to apply. There should be no question of precedence of one law over another unless the contract is silent as to which law applies – in which case there are various factors used to decide which should prevail.

There are matters for which the local court, and local law, will be involved. These are matters such as seeking attachment orders to prevent a bank paying out a performance bond or for enforcement. The distinction, however, is that these are not matters which are governed by your construction contract. At the risk of complicating it further, the court or arbitral tribunal to whom your dispute is to be referred may have no relevance to the country of your governing law.

# Mantella wins Swedish Steel Prize 2018

The Italian firm uses SSAB's steel products for its sleek, high-performance, lightweight and durable design vehicles.



*The prize is awarded for the company's innovative Stratosphere 3.0 rear tipping semi-trailer, which delivers outstanding performance that goes far beyond current offerings on the market.*

**I**TALY'S MANTELLA S.R.L. won this year's international Swedish Steel Prize for its innovative Stratosphere 3.0 rear tipping semi-trailer, which delivers outstanding performance that goes far beyond current offerings on the market.

"Mantella has come up with a unique design that represents an entirely new generation in tipper and body solutions. Skilled design work, smart production methods and fully utilising the advantages of high-strength and wear-resistant steel made it possible," says Eva Petursson, chair of the Swedish Steel Prize jury and head of SSAB's strategic R&D.

Mantella's Stratosphere 3.0 rear tipping semi-trailer offers customers a chassis with the same weight as an aluminium frame, but with superior mechanical properties. It has excellent wear resistance, a greater fatigue life, and a weight reduction of approximately 30 per cent when compared to previous trailer chassis.

The chassis is made entirely of high-strength steel with formed Z-beams instead of the classic welded I profile. Eliminating the welded beams gives vital improvements

in fatigue resistance as well as production efficiency. It also provides an increase in load capacity, while maintaining a low weight. Additionally, the body of the Stratosphere 3.0 is made from wear-resistant steel, guaranteeing excellent durability over time.

End-users of the Stratosphere 3.0 point out that with the same workload as previous models, they can achieve a greater payload, more on-road stability with a full load, and a significant reduction in fuel and tire consumption.

The Swedish Steel Prize is now in its 19th edition, and the winner will receive a statuette by the sculptor Jörg Jeschke and a cash prize of US\$11,313 to be donated to a charity of the winner's choice.

The other finalists, CTE S.p.A. from Italy, JAK-Metalli Oy from Finland and Trufab Global from Australia, were runners-up in the Swedish Steel Prize 2018.

CTE S.p.A, Italy, has developed a small truck-mounted sky-lift of extraordinary versatility, height and reach. The compact boom system has a unique, elevated slewing mechanism that provides the extra capability of maneuvering around corners, giving

access to confined spaces where traditional solutions fail. A carefully considered design as well as the optimisation of all boom cross sections and use of high-strength steel made this possible.

JAK Metalli Oy, Finland, has invented a unique cutting principle for the cleansing of roadside vegetation that provides a much more controlled operation for small trees than conventional chain crushers. The innovative design utilises the potential of high-strength and wear-resistant steel. This has resulted in a lightweight cutter head that allows for high productivity and a safer work environment, combined with extremely low energy consumption as well as operational costs.

With a modular design concept using almost no welding, Trufab Global, Australia, has created a flexible and lightweight grain auger wagon that allows for the final assembly to be done on-site. By utilising modules, different sizes can easily be delivered, while maintenance is also simplified. This new chaser bin reduces cost and increases production efficiency for producers as well as end-users. ■



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# A smooth move

Increasing investments in the GCC construction sector are resulting in growth in demand for off-the-road (OTR) vehicles in the region, which, in turn, generates a demand for OTR tyres. Rhonita Patnaik takes a look.

**T**YRES ARE AN integral part of any vehicle. They control movement and ensure driver and passenger safety. However, they are the least maintained part of the vehicle and this, more often than not, is dangerous. This is why they are one of the most highly regulated automotive components, and tyre manufacturers exercise great care in producing safe, reliable and compliant products. In the construction sector, it is mandatory to use high quality and suitable OTR tyres that can support the heavy machinery and trucks.

According to a recent report, the Middle East OTR tyre market is projected to exhibit a compound annual growth rate (CAGR) of more than 10 per cent, in value terms, during 2017-2022, due to increasing use of equipment in agriculture and industrial sectors. Moreover, increasing investments in the Middle East construction sector is resulting in growth in demand for OTR vehicles in the region, which in turn generates the demand for OTR tyres. Saudi Arabia and the UAE dominate the region's OTR market on back of increasing requirement for mining, construction and industrial purposes.

Over the past few years, global brands like Magna Tyres, Continental Tyres and



Magna Tyres'  
GM Vijay Nambiar.

Balakrishna Tyres Limited (BKT), have been witnessing an upward trend in their businesses due to the construction activities.

### Getting a firm grip

In March 2018, Magna Tyres was the sole tyre company exhibiting at The Big 5 Heavy event in Dubai, one of the biggest

construction shows in the world. Participating for the first time, the event gave the Belgium-headquartered tyre manufacturer an opportunity to meet world's leading machinery and truck manufacturers under one roof.

At the mega show, Magna Tyres launched one of the largest made-in-Holland OTR tyres – 2749 – for Caterpillar and Komatsu dump trucks, targeted specifically at the mining sector.

Vijay Nambiar, general manager, Magna Tyres Middle East & Africa, said, "Grit and performance – this is what Magna Tyres offers to the Middle East market."

Speaking to *Technical Review Middle East*, he added that the Middle East's OTR tyre market has huge potential and less competition. And with the European standard that the company brings, Magna Tyres is sure to taste success down the road.

The 43-year Belgium-based company also manufactures seaport tyres for RTG cranes and reach stackers and has signed multiple contracts with GCC port authorities, including DP World. Not just trucks, but the company also supplies tyres for crane OEMs such as Terex, Liebherr and Terranova, thus widening its market options.

Slowly gaining market share across Europe and now heading towards the Middle East, Magna Tyres offers a complete range of OTR tyres that are competitively priced as well as qualitatively second to none. "For more than three decades, Magna Tyres Group was manufacturing and trading premium quality rubber compounds for the tyre industry. Now as a tyre manufacturer, we can use our rubber compound to fulfil market demands," added Nambiar.

**Since its inception in 2016, Magna Tyres Middle East & Africa has played a major role in the success of Magna Tyres Group, strengthening its activity in the region.**

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Likewise, Continental Tyres has come a long way to become another preferred tyre provider for the OTR segment in the GCC.

Since the inception of its Middle East office in 2015 in Dubai, the German automotive firm specialising in tyres – Continental Tyres – has been on a roll to provide the ‘perfect’ tyres for its regional clientele who are mostly from the construction and logistics sector.

According to Ricardo Martins, head of marketing, Continental Middle East, the main factor pushing for the growth in the GCC tyres industry has been Saudi Vision 2030, which has been instrumental in generating a lot of business in Continental’s biggest market in the GCC. Likewise in the UAE, The Expo 2020 Dubai has strengthened Continental’s share due to the ongoing construction activities and this is making movements in the off-highway tyres segment. Mining is another area where it is gaining traction for surface operations.

In Oman, port expansion projects are instrumental in the German company’s rising portfolio. In Kuwait, there is a burgeoning market for tyres for earthmovers. This is why the company established a base in Dubai for the Middle East to cater to the second largest truck market in the world.

With its specialty tyres, Continental is ready to take part in port and airport projects, which have a huge potential investment in the region. “Being in Dubai also helps us to look at regional markets to analyse and understand the changes and areas to invest in the future.”

Catering to varied industries means that there is a lot of option to choose from in Continental’s range of tyres. With the right tyre, Martins asserts that customers can increase their vehicles’ productivity and save operational costs.

India-based tyre manufacturing company Balkrishna Industries (BKT) has been a leader in manufacturing OTR tyres for three decades. According to BKT, since the Middle East market is dominated by the construction segment, it has developed a wide range of tyres that aim to encounter the toughest and the most hostile terrains faced during mining, quarrying and materials handling.

Marketed in the UAE via Al Naboodah, BKT this year launched the Earthmax SR 47 for the Middle East region at Automechanika Dubai 2018 in May. The Earthmax SR 47 (E-4) is an All Steel Radial OTR tyre specifically designed for rigid haul trucks operating in the toughest transport applications such as rock quarrying. BKT is the first tyre company in India to produce the All Steel Radial OTR tyres. BKT’s



Photo Credit: BKT

Rajiv Poddar is the joint MD of India-based BKT.

premium range of All Steel Radial tyres ‘Earthmax’ are offered in different compound options. These cater to the extreme heat in the Middle East. As the consumers in this region are driven by ‘value for money’ and reliability, these products need to ensure the highest machine utilisation with optimum cost. BKT uses its state-of-the-art equipment and machinery to manufacture the tyres and conducts more than 400 specific tests – from raw material to finished stage of the tyre – to ensure that only the best quality ones reach customers

### Treading along the right path

One of the crucial components of tyre safety and capability is the tread or the covering. These are made of rubber and are the only part of the vehicle in contact with the road. It is, therefore, important that the tyre and the vehicles complement each other in performance and support. The right tread is capable of allowing vehicles to corner tighter, accelerate smoother, and brake quickly as well as helping maximise fuel economy.

The trio have identified the specific demands of this market and are now accelerating the supply of OTR tyres.

A mining and minerals development company in Oman has been using 12.00R24 Magna MSO-2 truck tyres on one of their MAN 6x4 dump trucks for a year. The All Steel Radial constructed tyres are used on a daily basis for the transport of raw materials on a mining site. From date of mounting until the last inspection more than 55 per cent of the tread is left despite the demanding working conditions. Wide open tread and open shoulder blocks contribute to optimal traction for mixed on-/off-road use.



Photo Credit:

Magna Tyres at The Big 5 Heavy 2018 in Dubai.



BKT's tyres cover vehicles from a 20-inch diameter tipper truck to a giant 51-inch rigid dump truck in bias make and 49-inch in radial make, thus covering every requirement for industrial use and the mining sector. The company recently launched an ultra advanced range of tyres especially for high speed cranes. The tyre 445/95 R25 enables heavy high speed cranes to journey at speeds of 80 km/hr.

"The Middle East is witnessing constant growing demand for newer machines in the construction segment. BKT has emerged as the most preferred brand for the discerning and performance-focused customers here. We offer high reliability and high value for money for the users," Rajiv Poddar, joint managing director, BKT, said.

Promoting sustainability and reducing dependence on natural raw materials, Continental Tyres has developed tyres made of dandelion rubber. Still in the R&D phase, the company says that dandelion has the potential to be developed as a crop into an alternative, environmentally friendly source of raw materials. And that's not all: as the plant can also be grown in northern and western Europe, long transport distances to European production sites can be significantly reduced and the resources



Ricardo Martins,  
head of marketing,  
Continental Middle East.

Photo Credit: Continental Middle East

available can be managed more sustainably. In 2016, Continental won both the Innovation Award and the Green Award at the international Automechanika 2016 trade fair for the project "Taraxagum - Dandelion Rubber Tires".

#### Bridging the gap

This year Continental announced the Middle East launch of ContiPressureCheck™, a first-of-its-kind tyre pressure and temperature monitoring system for buses and trucks. With this, Continental Middle

East aims to reduce overall fleet costs and improve road safety by ensuring the proper usage and maintenance of tyres.

The ContiPressureCheck™ system is designed to take the daily hassle of monitoring truck and bus tyre pressure and temperature away from drivers, so that they can focus on safe driving.

The regional roll-out of the system comes in line with recent regulations issued by the GCC authorities to achieve maximum safety, preserve the lives of road users and reduce injuries from vehicle accidents, especially trucks.

The new system continuously measures the pressure and temperature of all tyres on vehicles – even when driving. This helps to save fuel and increase mileage. It also significantly reduces the risk of tire failure, whilst maintaining the value of the casing, and thus the re-treadability.

With its regional base in Dubai since 2016, Magna Tyres provides regional support to all of its Middle East markets. But supplying tyres is just a part of the business. "The company gives a lot of precedence to tyre training and distributors that brings in brand recognition," Nambiar states, adding, "We don't push products, but we provide what the market needs. This is our USP and this is what differentiates us from our competitors."

BKT works with a strong network of dealers and importers in the Middle East and is committed to provide an excellent product experience to all end users. All BKT products are backed up by a manufacturing defect warranty. In addition, BKT regularly conducts training programmes related to tyre safety and maintenance to ensure higher awareness. ■

**To meet the challenging and highly specialised needs of operators in ports and intermodal operations, Continental Commercial Specialty Tires (CST) offers a complete tyre portfolio for fleets.**



Continental's ContainerMaster+ is well-suited for the typical operating conditions in most ports.

Photo Credit: Continental

#### Don't tire your tyre

- **Inflation:** The load on the tyres are responsible for the load on the trucks. It is important to use a pressure gauge to ensure that the tyres are properly inflated. Inflation is important for proper road grip, handling, and braking.
- **Alignment:** Have the wheel alignment checked by professionals each year, or any time that you are worried that the alignment may be off. Usually, if your truck is tripping to one side, this means that the alignment may be wrong.
- **The one:** Find suitable tyres with the right tread for your jobsite. And never mix old tyres with a new one.



Photo Credit: ROTAIR

ROTAIR manufactures all its products in its Italy plant situated at Caraglio.

## 'We are listening'

Italy-based compressor manufacturer ROTAIR understands that people, and not just machines, are at the heart of any business. Rhonita Patnaik sat down with Jayanthan Ramasamy, ROTAIR's sales manager — Middle East, to understand ROTAIR's strategy for success.

**T**HE MIDDLE EAST'S construction market is picking up pace owing to megaprojects such as Expo 2020 Dubai, NEOM City project in Saudi Arabia and FIFA 2022 in Qatar that are driving the business for contractors and equipment manufacturers to exploit these opportunities. One such segment that is buoyed by the open market is the compressors sector.

ROTAIR, a 57-year old company based out of Italy, specialises in manufacturing and distribution of portable screw air compressors across the world. ROTAIR has been present in the Middle East region since 2000.

Serving the Middle East for the last 18 years, the Italian brand has tasted success ever since its presence in the region. Speaking to Technical Review Middle East, Ramasamy reiterates that this is the case for ROTAIR worldwide.

"Today we are well-known compressor brand in the USA with a 12 per cent market share. This was achieved in a short span of four years despite the fact that the country is a demanding market for compressors with higher regulations on emissions and standardisations. ROTAIR is the first

manufacturer to have Tier 4 Final compliant units for the USA market without the need of a costly DPF filtration system. Also by using water-based paints and adhering to the most advanced regulations in terms of noise level, ROTAIR respects all the latest



Jayanthan Ramasamy is ROTAIR's sales manager Middle East.

Photo Credit: ROTAIR

environmental norms throughout the world. So you can imagine that it is a tough market. Being a European brand, we could penetrate the USA market because we sat down and listened to the customer's demands. Our motto was not just to sell the equipment but to provide suitable solutions.

"In the Middle East too our distributors have played an immense role in our increasing market share. Since we are present in all countries via our distributors, we make sure that the distributors are well-versed in ROTAIR products. The products' superior design and excellent performance in job sites has been the cornerstone for our growth story. ROTAIR is already working on improvisation of some of the models as part of its continuous improvement philosophy. We are also looking to increase our product range, above 900 CFM."

The designs are always environmentally friendly and adhere to most of the stringent international standards on quality and processes. The company takes pride in its design abilities and it is known for a number of patents in the industry. Design, manufacturing and testing of airends – the

heart of any rotary compressor – is all in-house. ROTAIR uses internationally well-known engines like Perkins, Kubota, Deutz, Cummins and JCB. Most of the models have two different engine options – that gives the customers the flexibility of choice.

Looking closer to home, Ramasamy says ROTAIR wants to emulate the USA model of innovating and working closely with the distributors to become the leader in the region. “Despite hardships, with excellent support from its distributors in Middle East, ROTAIR tripled its growth during 2017-18 as compared to the previous year. With 90-plus ROTAIR trained sales and after-sales personnel in GCC, the company expects to continue a healthy growth trend in the following years.”

The compressor manufacturer is also renowned for providing custom-engineered solutions. The company collaborates with customers to understand their changing needs and designs solutions accordingly. “Long-term partnering has been a key differentiating factor for the company. Our compressors are very simple and easy to use and require less maintenance. Each compressor comes with a two-year unlimited warranty,” Ramasamy stresses.

ROTAIR’s job doesn’t finish with delivering the equipment. Aftersales support is an important element of any equipment and ROTAIR understands the importance of strong after sales organisation. ROTAIR’s personnel regularly conduct periodic training for its distributors to refresh product knowledge and provide training of new machinery. “It is an ongoing effort from our end to boost aftersales initiatives and support our distributor network to get closer to the customers. Hopefully in the coming year, we should be able to roll out additional action plans.”

Ramasamy is also optimistic that in the coming months and with new investments, the region is going to see an upward trend in sales and shares. Since portable compressors have wide application and use, the demand for the product continues to be very strong in almost all industries across the region.

### The ideal choice

ROTAIR compressors are simple in design yet they are rugged in the job sites. They have been time tested for continuous use even in the hottest summer conditions in



The MDVS line from ROTAIR. These portable compressors are suitable for mining, drilling and O&G operations.

the Middle East. The compressors are made in Italy and the models available in the Middle East market are customised for the region. Tropicalised cooling system and heavy-duty filtration are standard in the regional version. Complete mechanical control systems and multiple engine options for customer choice are some of the advantages for the brand.

ROTAIR compressors are suitable for wide applications in industries such as construction, sand blasting, oilfield services, optic fibre cable laying and general maintenance. The company is also focusing on the rental sector and has already developed a reasonable customer base with major rental companies within a short period. ■

### ENHANCING YOUR COMPRESSOR’S LIFE

- Adhere to recommended operational procedure
- Perform daily checks and scheduled maintenance
- Use of genuine parts and recommended oil
- Use of authorised / trained service personnel for service

### GLOBALLY LOCAL

- ROTAIR has been present in the Middle East since 2000
- ROTAIR currently operates in 70 countries
- The compressors are made in Italy and the models offered in the Middle East are customised for the region

### POPULAR MODELS:

- 185 CFM / 7 bar
- 250 CFM / 7 bar
- 388 CFM / 10 bar
- 800 CFM / 10 bar

### COMPREHENSIVE RANGES

- Diesel driven models: 25 to 900 CFM / 7 to 15 bar
- Petrol driven models: 25 to 75 CFM / 7 to 13 bar
- Hydraulic driven models: 40 to 250 CFM / 7 to 13 bar

### BEYOND COMPRESSORS

ROTAIR also has separate product line for service vans. These are provided with rotary technology and are available with on-board diesel engine and fuel tank. The models weigh just over 250kg and have a relatively small footprint, allowing end-users to use the additional space and tonnage of the service vehicle for other tools.

To complement the compressors, accessories like sand blasting kit, line lubricators, multiple undercarriage options and tool box carriers are offered to suit different customer needs.



Photo Credit: Ford Trucks

The Ford Trucks  
Construction Series.

# Rallying ahead

With enhanced features and superb aftersales experience, the Ford Trucks Construction Series continues to dominate roads as well as customers' hearts.

**S**INCE OPENING ITS Middle East operations in 2014, the region has been very important to Ford Trucks. As a result of the hard work of the Ford Trucks Middle East team, it has established a widespread network of dealers in the region with powerful partners including Al Jazirah Vehicles Agencies (AJVA) in Saudi Arabia; Al Tayer Motors/ Premier Motors in the UAE; Mohsin Haider Darwish in Oman; Almana Motors Company in Qatar; Almoayyed Motors in Bahrain; Al Kasid Commercial Agencies in Iraq and Alghanim in Kuwait. Ford Trucks has developed a structure of dedicated distributors in each country that offers excellent service and sales experience at dedicated service facilities.

Ford Trucks provides unique and tailored approaches and solutions to each region and country. All Ford Trucks products and aftersales solutions for the GCC have been carefully selected and prepared to fit with market requirements.

## MEAN MACHINES AND ITS ENGINES

Designed for tough workplaces such as construction sites and projects, Ford Trucks offers comfort and exceptional uphill traction on rugged terrain with its Construction Series, which delivers a powerful 430 PS and 2,150 Nm of torque with the new Ecotorq engine. The new 400kW engine brake provides the driver with firm control while climbing steep slopes in earthmoving and cutting sites. The optional 600kW Intarder option offered for even tougher conditions brings the total braking capacity to 1,000kW, ensuring that the heaviest loads can be safely carried on even the steepest slopes and hills. The new Ford Trucks Construction Series comes also with an automated transmission option. The off-road, rocky and economy modes ensure the automated transmission option assists drivers in keeping their vehicle sure-footed on virtually any terrain.

The 3543M and 4143M, 8x4/6x4 and 3543T 6x4 Tractor Construction Trucks are the perfect match for the region. The vehicles are among the leading products in the mixer segment in the region and boast engine power of 430hp and 2,150 Nm of torque. They can be equipped with a range of 7-12.7 cbm of mixer capacities.

The Ford Trucks series continues to save after purchase, offering a competitive advantage with 25 per cent reduced maintenance costs.

In addition, the following considerations make the Ford 3543T attractive – less down time, low fuel consumption, extended warranty, on-site maintenance and repair services (mobile workshop) sites that increase vehicle uptime and the Ford Driving Academy (driver training) focusing on the principles of safe driving under tough working conditions such as hazardous material transportation and construction sites. It's an opportunity to learn the secrets of cost-effective driving for improved fuel consumption, according to the company.

Ford Trucks is one of the largest international heavy truck manufacturers in the world. It produces a range of vehicles including tractors, construction trucks and distribution trucks weighing over 16 tons.

Ford commercial vehicles' proven track record of quality, durability and efficiency underpins Ford Trucks' international product strategy. At Ford Trucks, more than half a century of design and production experience is combined with expertise in market-specific product development, to engineer the main components of the vehicles, including the all-new engines.

Ford Trucks has been providing innovative automotive products and services since 1959. The company has always embraced its mission of providing state-of-the-art solutions and services beneficial to the community. According to Ford Trucks, its passion of serving the best and achieving maximum customer satisfaction led the company to develop tailor-made solutions and competitive products according to customer needs and expectations in partnership with concerned regions.

Ford Trucks currently operate across Eastern and Central Europe, Middle East, Africa, Russia and the CIS, and continues to grow its international network in three continents. ■

For more information about Ford Trucks and its products worldwide, visit [www.fordtrucks.com.tr](http://www.fordtrucks.com.tr).

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THE CRUSHING EVOLUTION

# Better growth is just a stone's throw away

Rapid construction and growing investments is playing an instrumental role in a bigger stones market. Rhonita Patnaik reports.

**R**ISING OIL PRICES and increased government spending are fuelling demand in the GCC's construction sector, with contractor awards across the region's markets expected to be worth US\$148.7bn in 2018, according to a Ventures Onsite report. The total value of expected construction contractor awards in 2018 is slightly up as economic activity picks up across the region amid a revival in non-oil sector growth and broad fiscal reforms.

The research specialist added that the UAE will remain as the undisputed leader in the GCC total construction contractor awards for the year. In 2018, an estimated US\$79.1bn worth of construction contractor awards will be attributed to buildings in the GCC region, followed by energy projects (US\$44.9bn), and infrastructure (US\$24.6bn).

According to *BNC Project Intelligence*, the construction market is the main growth driver for the consumption of stone material. The urban construction sector accounts for 80 per cent of all construction activities in the GCC.

The GCC stone market is worth over US\$5bn and constitutes approximately 20 per cent of the global demand in the stone market. The market comprises of crushed stones and dimension stones. The global demand for crushed stones is expected to reach 19.6bn metric tonnes by 2020; the Middle East is among the biggest markets of crushed stone consumption due to the high volume of construction activities currently underway.

The UAE witnessed a rough year for construction contract awards for

five years in 2017, but a recovery is predicted for 2018 as both public and private sector clients are expected to commission more work, according to a report by consultancy firm Faithful + Gould. The UAE federal government, the Dubai government and the Sharjah government all recently reported increased capital expenditure allocations in their 2018 budgets. Between them, they have pledged a combined US\$6.9bn to project funding, the analyst added, with Dubai increasing its infrastructure spend by 46.5 per cent as it prepares for Expo 2020. Infrastructure spending comprises 21 per cent of Dubai's overall 2018 budget.

With almost 5,000 projects in the pipeline, Saudi Arabia is fast becoming one of the world's busiest markets for construction – led by urban development and a growing transport network. A new 'Saudi Arabia Construction Overview' report by market analysts BNC Network has priced the 4,778 projects in various stages of development across the kingdom at US\$839.1bn.

In line with Saudi Vision 2030, significant measures are being taken to improve its infrastructure to further its position as a destination for business and leisure tourism, enhance its religious tourism sector, and cater to the needs of its growing population.

Apart from the UAE and Saudi Arabia, Oman is building up its industrial and transport sectors with the announcement of large-scale development projects such as the mixed-use development zone in Sino-Oman Industrial City (US\$2bn) and Bahrain is investing in hospitality and tourism for holiday and MICE travelers. Both countries have a growing need for natural stones to support ongoing construction projects. Kuwait has several large projects underway such as South Saad Al Abdullah New City in Kuwait City (US\$4bn), Nawaf Al Ahmad City in Sabriyah (US\$3bn) and the Mubarak Al Kabeer Seaport in Kuwait City worth US\$1bn.

In response to the rapid growth in demand for aggregates within the region, Marafi Sohar and Sohar Port and Freezone are joining forces to develop and operate a new specialist high capacity terminal at the Omani port. Sohar is ideal as there are many aggregate rock quarries within close proximity to the port, facilitating export traffic flows. The new aggregates terminal will be based at Bulk Terminal 25 at Sohar Port and will have one stockpile yard with a

total area of around 200,000 sq m. This phase is expected to be operational within the latter half of 2019. ■

*The GCC stone market is worth over US\$5bn and constitutes approximately 20 per cent of the global demand in the stone market.*

Photo Credit: Adobe Stock



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*Roads and Transport Authority (RTA) is the first major entity within the Dubai government to recognise the value of BIM and undertake what is a major business transformation as a result.*

# GCC's 'digital journey' in progress

Good infrastructure is essential for economic growth. The regional governments have recognised this demand and are pushing for better technologies that will make road building more safer and more efficient. Bentley Systems' Ernst Vanbaar, senior application engineer – civil infrastructure, explains how.

## **Technical Review Middle East (TRME): How have technological solutions and innovations contributed to a positive change in road building in the GCC?**

**Ernst Vanbaar (EV):** Globally, I think there is growing pressure to deliver different outcomes. While these might include producing more traditional drawings and reports, it can extend to 3D models, simulations and visualisations, and further toward increased capacity, reliability, and performance of the roads and bridges once operational.

The fact is, with technology and innovation moving at speeds we have never witnessed, simply continuing to work in the same way is no longer enough for the organisations involved. So, one positive contribution I see here in the GCC is that through innovation, organisations are changing the way they use technology to win more business, mitigate risk, and maintain their competitive edge.

How organisations navigate this digital transformation, or make this “digital journey,” will, I think, separate them from their competition.

For owners and the supply chains working on roads and bridges, I believe the ability to create, collect, and manage data and information more efficiently and effectively, will be key. Technology available now enables trusted, accurate digital information held by an organisation to be accessed by whomever, whenever, and wherever they need it.

On new projects or major upgrades this can enable faster project start-up, iteration of more options when searching for the right solution, or the ability to leverage information throughout the design phase to enable right-first-time construction, and a move toward intelligent infrastructure.



During operations, the focus is on doing more with the same – same budget, same people, and same assets. So here, technology is already helping to optimise maintenance strategies and budgets, react to problems on transportation networks, minimise disruption to road users, and help meet regulatory compliance.

**TRME: What are some of the challenges faced by the GCC construction sector?**

**EV:** The challenges faced by the GCC are very similar to those faced elsewhere in the world. The organisations and individuals involved need to collaborate and coordinate their work in each phase of the project to achieve the required outcomes. No one is willing to expose themselves and employees to unnecessary risk; they cannot jeopardise productivity and won't tolerate reduced quality.

During construction, many organisations are engaged on large projects spanning several years, in multiple locations, and often as part of joint ventures. The teams that work for them can often be spread and therefore need to work across, multiple locations and time zones. With distributed or off-site construction increasingly used, this complexity and a demand for trusted information extends further downstream to manufacturers and fabricators, plus their subcontractors.

**If embraced by all, BIM methodologies can transform traditional project management – where data is unstructured and team members work independently – into a truly collaborative environment.**

**Ernst Vanbaar, Bentley Systems**

I think there are two traps that many of us that are only involved on the periphery of this important phase of any asset's lifecycle fall into. First is ignoring the fact that information needed to aid and complete construction can be quite different to that which is created to complete the design. During construction, its data on how an asset should be built, its location, the materials required, by whom and by when, along with the specification, that is needed. Second is that a lot of the information created during the design and construction phase can be extremely valuable when or if handed over to, and used by, the owner and maintainer of the asset during its operational life.

In both cases, storing information in a structured and federated way, via a common data environment or CDE that covers both the capital delivery and operational phases of an asset's life, which will help meet the challenges faced. Adopting a CDE means the multi-discipline teams involved can build the intelligence and therefore value of the information stored against each asset. This improves turnover to the owner, and in turn, the leveraging of that information can improve safety, reliability, and performance during operations.

**TRME: How can governments in the GCC focus more on advanced software solutions for road building?**

**EV:** For many, the current focus will be on the adoption of building



information modeling (BIM) standards and procedures. Again, for those on the periphery, BIM and its adoption is still often mistaken for simply using the latest software or digital technology. BIM's reach and impact is much more than that, and has more to do with the people involved and the processes they follow, than the technology involved. Technology and software solutions should support, not define the way companies operate to achieve the required outcomes.

If embraced by all, BIM methodologies can, though, transform traditional project management – where data is unstructured and team members work independently – into a truly collaborative environment. This relies heavily on the CDE I referred to previously, which in Bentley's case, is a virtual environment that leverages digital context and components through digital workflows, to enable real-time sharing of reliable information, ensure timely progress, improve quality, and reduce risk. Given these benefits, it is little wonder that governments around the world are mandating the use of BIM on infrastructure projects.

Although not in roads specifically, here in the UAE with the Roads and Transport Authority (RTA), we see perhaps the first major entity within the Dubai government to recognise the value of BIM and undertake what is a major business transformation as a result. Its vision and strategy is focused on enabling better outcomes, through better decision making, informed by a better quality of information. It provides the foundation for a four-year road map to meet and exceed the UK government's BIM Level 2 maturity.

To facilitate the implementation of configuration management, and collaborative information management, and BIM processes and standards within the implementation plan, the RTA selected its Route 2020 project as a pilot project and engaged Bentley as a strategic partner and provider of its CDE. In doing this, the RTA conservatively estimates a reduction of 12 per cent in time and effort of managing its capital projects, and 10 to 15 per cent of maintenance costs within three years of implementation. RTA is, I think, providing an incredible example to other transport authorities across the GCC and around the world, setting the standard for others to follow. ■

# Building Information Modelling with pride

Trimble Solutions Middle East has a reputation for taking on complex, multifaceted projects. Rhonita Patnaik finds out more.

**T**HE CONSTRUCTION MARKET has remained under pressure this year due to factors such as volatile oil prices, government spending and market uncertainties. Many industry players' profit levels have plunged and organisations are looking into different ways to manage their building processes; operate at lower costs, garner significant profits and complete projects with maximum efficiency. This is the reason why many organisations are now looking into digitalisation.

Digitalisation is changing the construction landscape worldwide, with engineers realising its true value and adopting software to automate and enhance productivity, design, and execution. A true ambassador of digitalisation is Building Information Modelling (BIM), adoption of which has come a long way since its conceptualisation, helping architects, designers and engineers better manage digital information. A report from McKinsey & Company illustrates, that 75 per cent of the companies who have incorporated BIM into their projects have reported positive returns in their investments, with shorter project lifecycles and greater savings.

Trimble Buildings regional director, Paul Wallett, explains that BIM is designed to reduce labour costs and ensure faster project delivery.

In the GCC, especially the UAE and Saudi Arabia, the governments are pushing digitalisation in construction. As a result, Dubai's Roads and Transport Authority (RTA) has been awarded the BIM certification by the British Standards Institution (BSI), rendering it the first government entity in the world to obtain the BIM Kite-Mark PAS 1192-2:2013, BS 1192-4:2014 and BS 1192:2007.

According to Paul, this was a vital step as the government of Dubai is looking to build a smart infrastructure to drive the industry forward in terms of asset management and maintaining the lifecycles of projects.

Trimble's state-of-the-art BIM software



*The Museum of the Future under construction in Dubai.*

Photo Credit: Museum of the Future

Tekla, allows structural drafters and engineers to design a building structure and its components using 3D modelling, generate 2D drawings and access building information. Tekla software is meant to improve control and documentation of building information modelling associated with steel and concrete construction. It allows users to create structural models and coordinate workflows, ensuring the information is easily circulated between design and construction professionals.

"Tekla Structures is a construction modelling platform for fabricators and project managers. Although the analysis is not built within that solution, we have links for various analysis platforms to support the Tekla Structural designers. However, the main emphasis is on the manufacturing side of things – such as producing a highly constructible model on a digital platform that can be converted to physical and then back to digital, to incorporate all the elements within the structures' drawings on

the files. The updated software helps with scheduling, puts in the time analysis and organises a model to go into the construction phase. This is why, in the structural industry, Tekla is seen as a go-to solution because it aligns with the actual construction aspects."

In March this year, Tekla released the latest versions of their software: Tekla Structures 2018, Tekla Structural Designer 2018 and Tekla Tedds 2018. They keep their software updated to keep up with the ever-changing trends and requirements of the industry.

## THE MUSEUM OF THE FUTURE

Trimble has been at the forefront of producing well-known buildings in the UAE and across the GCC. The Museum of the Future is situated in the heart of Dubai's Sheikh Zayed Road and touted as one of the most complex structures ever built. It is a unique initiative by HH Sheikh Mohammed bin Rashid Al Maktoum, Vice-President and Prime Minister of the UAE, and Ruler of



Photo Credit: Trimble

Trimble Buildings regional director Paul Wallett.

Dubai, and designed by Killa Design.

Due to the complex reinforced concrete ring beam and structural mainframe diagrid steelwork allowing for a column-free interior space, Tekla Structures was chosen as the most suitable structural BIM solution. The BIM implementation and coordination with Tekla played a vital role in the successful execution of this project. Tekla was used extensively to identify the clashes with other trades like roofing, façade, MEP and RCC contractors, and these clashes were resolved in the design stage itself.

Apart from Tekla Software, Trimble’s MEP software, SysQue was used to help designers and contractors create detailed and accurate project plans that were in line with MEP contractors detailing, fabrication, and manufacturing and installation requirements.

Moving forward, these models were then transferred to Trimble’s RTS Robotic Total Stations that enabled contractors to export 2D and 3D models including wall penetrations, hanger points and cable tray attachment locations to site on a Trimble tablet, pinpointing exact locations of MEP services.

Minute by minute information was exchanged between project managers and contractors using Trimble’s genius collaboration platform Trimble Connect.

“Our job is not just to provide a digital layout but how practically the solutions will be in the physical context. A key construct of BIM and virtual design and construction (VDC) is in maintaining a direct link between design intent and construction reality. A variety of Trimble’s solutions provided users with the latest tools for increasing both productivity and accuracy during the construction process,” Paul adds.

### WHAT NEXT?

Trimble plays a vital role in enabling the Museum of the Future to be completed in 2019. According to Paul, the next phase is the deployment of virtual reality and mixed reality in the project.

Trimble has partnered with Microsoft to develop Trimble Connect for HoloLens that will allow designers and engineers take the 3D content off the screen and into the real world, providing project stakeholders with enhanced 3D design review, coordination, collaboration, and project management processes.

Trimble Connect for HoloLens utilises mixed reality for project coordination by providing precise alignment of holographic data on the job site, enabling workers to review their models overlaid in the context of the physical environment. ■

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## PERI bundles BIM activities

PERI, ONE OF the world's largest manufacturers and suppliers of formwork and scaffolding systems, has been a leader in digital construction for years. In 2017, the family owned company founded a Digital Transformation Office whereby all of PERI's digitalisation related strategic activities and initiatives would be grouped together and coordinated. Furthermore, the PERI BIM Competence Center, which has existed since 2015, has also been integrated into the Digital Transformation Office.

With the new organisational structure, the BIM Competence Center forms the most important nodal point in PERI's worldwide BIM network and will be working closely with the two regional BIM competence centres currently being ramped up in the USA and UK.

PERI has been instrumental in integrating BIM in the construction sector. The most recent example is the Saldanha MOGS project, the largest in the history of PERI South Africa, which is being realised using BIM methods. For this project, PERI has been supplying formwork and scaffolding materials for the construction of an oil storage facility consisting of twelve underground circular tanks with a capacity of 13mn barrels of crude oil. Each tank has the footprint of two football fields and is 17 m high.

Another sales success linked to PERI's BIM expertise is the order for supplying promaintain GmbH & Co. KG with scaffolding materials as well as scaffolding engineering for the construction of a new BASF processing plant at the Ludwigshafen site in Germany. promaintain is an owner-managed international specialist which focuses on turnaround and project management for the process industry. The order in Ludwigshafen is one of the first industrial scaffolding

projects worldwide where erection is carried out according to the BIM method. In addition to the 3D planning of the scaffolding system, the focus of this project is on topics such as planning coordination, automated collision checks, safety checklists and QR codes for object navigation. In addition, relevant data for the assembly of the scaffolding is made digitally available to the construction site using a tablet solution.

"Digitalisation will fundamentally change our industries, opening up tremendous opportunities for all involved," according to Dr Fabian Kracht, managing director responsible for finance and organisation at the PERI Group.

The scope of digital applications already available ranges from product-related apps for simple calculations and formwork and scaffolding systems through to the online customer portal myPERI, which supports the entire execution time of a project in the form of a comprehensive information platform.

Moreover, various software solutions provided by the Weißenhorn-based company ensure that the complex tasks and processes involved in major projects are fully optimised. With PERIpath software, a complete large-scale construction site can be displayed thus facilitating efficient management of scaffolding materials and personnel. Users know about material movements, scaffolding erection or dismantling on the construction site, as well as the number of workers. Benefits for customers include a detailed cost overview through reliable expense projection and comprehensive report functions. Additionally, real-time information increases productivity levels on the jobsite.

## PASCHAL aids sewage treatment plant expansion in Germany

GERMANY'S SECOND LARGEST final sedimentation tanks were created as part of the sewage treatment plant expansion project in Forchheim, serving as many as 600,000 inhabitants.

In order to produce the reinforced concrete structures, Ed. Züblin AG appointed PASCHAL for its formwork systems.

Several systems from PASCHAL were used at the construction site for the various concrete structures – a major undertaking demonstrating that all formwork requirements can be addressed quickly and efficiently.

Foundations and base plates were built with the modular universal formwork and the walls were completed using the LOGO.3 system. The height extension brackets were used for certain sections of the walls to enable smaller height extensions to be constructed flexibly and without additional panel formwork.

To make the reinforced concrete slabs, Züblin used Paschal Deck combined with mobile, crane-borne slab tables assembled out of the GASS shoring system. And for curved structures, the TTR trapezoidal girder formwork demonstrated its versatility for forming both the floor and slab plates and the circular tank walls, and delivered impressive results in terms of precisely definable curve radii.

The concrete haunch on the inside of the curved tank walls was produced up to full height in a single work cycle with system parts. KBK climbing platforms accessible via safe stair towers were used for the elevated work sites.

The sewage treatment plant expansion project valued at about US\$56.2mn includes an additional aeration tank occupying a construction area of 330 m x 150 m, two final sedimentation tanks with an external diameter of 73 m, for which parts of the footing



LOGO.3 wall formwork in the last wall section of the 84 m x 40 m aeration tank closed with a formwork height of 6.8 m.

Photo Credit: PASCHAL

base were about eight metres below ground level.

Some parts of the final sedimentation tank are below the groundwater level and were constructed using a special building process, which is why underwater concrete was used.

During the formwork planning stage, Züblin relied on the skills of the formwork experts at PASCHAL, who used the PASCHAL Plan-Pro software to plan the formwork.

"Despite the size of the project, the widely differing reinforced concrete structures and formwork, construction work went ahead quickly and smoothly," said senior engineer Ulrich Geitz.

Demanding reinforced concrete structures completed exactly to size and on time. After the reinforced concrete structures have been produced and accepted, the technical components have to be installed and mounted, so that the entire facility can be commissioned in 2019 according to plan.

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Anticipated to be completed by 2020, the Dubai Creek Tower is expected to surpass Burj Khalifa (828 metres) as the tallest building in the world.

Photo Credit: Emaar

# Lifting standards, saving lives

Currently part of the Dubai Creek project, France-based AMCS technologies is bringing its world-class safety solutions to the emirate. Sales director Radoine Bouajaj walks the talk with *Technical Review Middle East*.

**T**HE NEED FOR high-rise building constructions, large-scale apartment blocks and construction in urban areas have led to an increase in the use of tower cranes. Since such cranes play a crucial role in the functioning of the jobsite, safety is of utmost importance. Avoiding collisions between cranes and other objects is a vital part, especially in multi-crane sites. Any crane incident leads to accidents, death, delays and financial losses, thus impacting the image of the construction company and the scope of its future projects. The risk of collisions between tower cranes can be multiple (rope to jib or counter-jib, jib to jib, jib or counter-jib to tower).

In the Middle East, there are a lot of ambitious projects and a number of construction sites have more than 50 cranes grouped in tight spaces. These cranes can be



Radoine Bouajaj.

at different heights or may have jibs at the same level. Sometimes, the construction sites are close to sensitive areas such as schools, railways and roads with pedestrians walking.

Specialising in anti-collision and zoning solutions, AMCS technologies, is responsible for crane safety monitoring for the Dubai Creek project.

Sales director Radoine Bouajaj stresses on the safety solutions that the company provides onsite to help mitigate risks to workers. "Our flagship product onsite is the DCS 60 – for Driving Control System. Its main job is to assist the operator by managing in real-time risk of collision between cranes' elements in interference (e.g., rope to jib or counter-jib) and prevents overflight areas such as schools, railways and roads. The DCS 60 is suitable for all kinds of cranes and sites."

Bouajaj added that its simplicity of use marked a turning point in the anti-collision industry. With a system that applies “adjustable” safety coverage to all of the machines sections incorporating the jib, counter jib, mast, tower heads, tie bars and hoist rope, the product excelled in its intuitiveness and reliability for any type of jobsite.

He reiterated that each AMCS technologies product is tailor-made and takes into account the particular characteristics of each brand and type of crane to suit a specific configuration onsite. The DCS 60 can be fitted to all types of cranes – static or travelling, relay or PLC controlled, with saddle or luffing jib.

“We have a dedicated team of technicians to ensure the continuous monitoring of client’s project – from installation request to the programming of systems – training and



The DCS 60 is apt for all kinds of cranes.

onsite troubleshooting throughout the world.

“In addition, we can provide our customers, and their technicians, a specific anti-collision training to make them aware about the risks and give them the expertise to install and programme our systems on their own.”

Guaranteeing the safety of AMCS technologies’ products are the European certifications – R.4323-38 and R.4323.36

(France) and EN 17076 (expected to be published in 2019) – that ensure the risks are minimised.

Another anti-collision innovation from AMCS technologies – the DCS 61-S (planned for commercialisation end-2018) – conforms to the future European standard EN 17076 and also to operating safety standards. It is certified SIL-2 (Safety Integrity Level) according to the standard EN 61508 (for the functional safety of electrical/electronic /programmable electronic systems).

AMCS technologies works with many construction companies and have technical partnerships with the main tower cranes companies around the world such as Potain, Liebherr, NFT Cranes, Terex to name a few. These collaborations with crane manufacturers in developing solutions helps AMCS technologies save time during installation and use lesser components. ■

## WHAT TO EXPECT

### For the crane operator

- Smooth and comprehensive operating assistance
- Intuitive programming of zones and delivery targets
- An ergonomic screen with carefully designed display to track all operating parameters

### For the operator and supervisor

- Guarantee compliance with regulations and site specifications
- Guaranteed site safety
- Event recording for each crane
- Real-time crane tracking

### For the manufacturer

- Excellent quality, productivity, and price equation
- Solution tailored to meet every need
- The reliability and quality of a market leader

### For maintenance staff and technicians

- Quick installation
- Compatible with all cranes in the market
- Proven components clear, simple connection charts
- Simplified maintenance

### For technical benchmarks

- A universal system suitable for any site configuration
- Possibility of guaranteed independent power supply
- System compliant with all current standards

## Major functions of DCS 60

- **Zoning:** three-dimensional prohibited zones (up to 44) are defined directly on the screen, by associating geometric shapes with the areas concerned. They can be programmed at the bottom of the crane and enabled/disabled via the radio network.
- **Anti-collision:** the system operates in real-time and in 3D to calculate the distances between each part of the crane as well as movement speeds. It enables action to be taken on equipped mechanisms to ensure complete immobilisation of the crane at a pre-set distance from a particular obstacle.
- **Display unit and data logger:** it continuously records and saves events related to ‘prohibited area’ and ‘interference’ function management, allowing direct viewing and/or downloading to a flash drive. An additional function enables the dynamic recording of certain information concerning system and/or crane status.

## Health and safety advice for RTG and container cranes from PEMA

The Port Equipment Manufacturers Association (PEMA) published a report in June 2018 on crane operator health and safety that includes 20 recommendations for crane manufacturers and terminal operators on how to improve RTG and container crane cabin ergonomics and safety.

“This paper and its recommendations provide the industry with a set of best practice advice and points to consider in terms of crane operator safety and well-being,” says PEMA president, Ottonel Popesco.

The recommendations of this report cover a wide range of areas including cabin vibration, maintenance, ambient temperatures, airflow, emissions, integrity of glass floors, fall risks, visual and audio warning systems, inertial forces, and conflicting data sets between control workstations and anthropometric readings.

The paper, compiled under the auspices of PEMA’s Safety & Environment Committee, focuses on the health and safety of operators of rubber tyred gantry (RTG) cranes and ship-to-shore (STS) container cranes.

“Similar to the association’s existing information papers, we hope that this report will be widely used as a trusted source of information in the industry,” Popesco adds.

PEMA regularly publishes information papers, independent research reports, technology briefings, and other materials designed to inform decision-makers in the global ports and terminals sector regarding the design and operation of port equipment and technologies. While the association does not – and is not permitted to – advocate specific technologies, it does seek to contribute to industry awareness of issues and options that port and terminal authorities may wish to consider. The Paper IP14 Crane Operator Health & Safety was published to PEMA Members in March 2018 and is now available to the public.







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## Reaching new heights in Saudi Arabia

RABIAH & NASSAR Group (RANCO) has been named the sole dealer for Zoomlion Rough Terrain (RT) cranes in Saudi Arabia.

Established in 1950 at Khobar City, RANCO has become one of the leading business groups contributing to the economic growth of the country.

The kingdom has more than 50 per cent share in the Middle East's construction machinery sector and is one of the biggest markets for RT cranes.

In 2002, Zoomlion entered the Saudi Arabian market with its first crane and has since exported more than 1,000

units of equipment, of which 600 units are of its cranes.

"It is the vision of Saudi construction machinery experts Zoomlion that helps our cranes to get into local markets. In the future, we will continue the localisation and give best support to our partners as we always do. We strongly believe it is the best way to support our customers," Faisal Al-Mobayedh, commercial manager at RANCO, said.

*RANCO is the leading supplier of Zoomlion cranes in Saudi Arabia.*



Photo Credit: RANCO

Zoomlion and RANCO plan to focus on the products that are suitable for the market, build a spare parts service eco-system and promote its comprehensive competitiveness with the help of IT systems.

The company has invested more than US\$10mn for expansion, which includes opening new facilities and expanding the work force as well as implementing new sales strategies and methodologies.

As exclusive dealers of Zoomlion RT Cranes and leading manufacturers of construction and material handling equipment, RANCO has an established operational base in Khobar with offices in Riyadh and Jeddah to serve across Saudi Arabia.

RANCO, as one of the most important pillars of this group, was introduced in the kingdom's Eastern Region in 2013 as a subsidiary of the RANCO Group. The rapidly growing division specialises in managing, trading, servicing and rental of construction, material handling and mobility equipment.

For more information, visit [www.rancogroup.com](http://www.rancogroup.com)

## Jindal Aluminium Limited: Rolling in success

JINDAL ALUMINIUM LIMITED (JAL), established in 1968, is the pioneer in India's aluminium extrusion industry.

With an installed capacity of 120,000 tons from its 11 state-of-the-art PLC controlled manufacturing lines, JAL is the largest manufacturer of aluminium extruded profiles in India.

JAL has one of the most modern fully integrated manufacturing units, equipped with in-house billet casting facility, top notch tool shop to design and develop dies, profile measuring machine for measuring tolerances and other instruments to ensure supply of quality material as per international standards to all customers.

The company also fulfills in its own energy requirements by producing 22.04MW of energy every month from its eco-friendly windmill and solar power plant.

The India-based company currently supplies its extruded profiles in all alloys of 6xxx and 1xxx Series, some specific alloys such as 2014, 2024 and 7075 and in tempers T4/T5/T6/T66/T6511 as per International European DIN/EN or American ASTM standards. JAL can also supply its profiles with machining/post extrusion fabrication and with surface treatments such as anodising, powder coating, PVDF, wood finish, etc.



Photo Credit: Jindal Aluminium Limited

*JAL is the largest aluminium extrusion producer with more than 30 per cent of the market share in India.*

In 2012, JAL diversified into aluminium rolled products and started manufacturing and exporting aluminium sheets, coils, foils, circles, etc. from its manufacturing facility in the outskirts of Bengaluru, India.

With installed capacity of 38,000 metric tonnes, JAL is now a leading supplier of flat rolled products to various industrial customers both in India and abroad. JAL's rolling mill is equipped with state-of-the-art foundry, casters, cold rolling mill with automated gauge control (AGC), cut-to-length and tension leveling line. JAL also has Achenbach, a German-make foil mill with Optirol i2 system (AFC).

The company currently supplies rolled products in 1xxx, 3xxx, 8000 Series alloys as well as 5005. Its products are applied in

industries such as aerospace, architectural/ building, industrial, automobile, transport, electronics, solar, oil and gas, HVAC insulation and utensils, among others.

JAL has earned national awards in India for export excellence for the last two years in succession. Prior to this, the company bagged 12 consecutive regional awards starting 2005. Besides India, JAL currently exports its products to more than 40 countries across the globe, including the USA, Canada, Africa, Middle East, Latin America and Far East.

For more information, visit [www.jindalaluminium.com](http://www.jindalaluminium.com) or contact [hpathak@jindalaluminium.com](mailto:hpathak@jindalaluminium.com)

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## Al Faris recipient of first Liebherr LRT cranes in Middle East

AL FARIS EQUIPMENT Rentals was supplied with two new Liebherr rough-terrain cranes – an LRT 1090-2.1 and an LRT 1100-2.1 – at its company headquarters in Dubai in April 2018.

First of the new Liebherr series to enter the Middle East market, the cranes are part of a major order from Al Faris for a total of 27 Liebherr cranes, which will be delivered before the end of this year – 14 LRT cranes and 13 LTM cranes with a total value of more than US\$26.66mn.

Hillary Pinto, owner of Al Faris, said, “We have wanted rough-terrain cranes from Liebherr for a long time now. We are delighted that we can now supplement our crane fleet with the new LRT cranes so that we can continue to grow together with Liebherr.”

Pinto added that the deciding factors behind the purchase were the ease of operation and safety of the new Liebherr rough-terrain cranes. “The safety features of the Liebherr LRT cranes are unique on rough-terrain cranes.”

Al Faris will use the new machines for medium and long term projects in the civil construction and mineral oil industries. “The new LRT cranes are a perfect addition to our fleet. The Middle East is one of the



(From left) Hillary Pinto with Holger Amann of Liebherr Middle East FZE.

Photo Credit: Al Faris

largest markets for rough-terrain cranes. They are essential for us as we also wish to grow in this market segment. The first two machines went straight to a construction site after the handover. The other 12 LRT cranes which Liebherr will deliver before the end of this year will also go straight into use,” stated Pinto.

Al Faris runs the largest fleet in the Middle East comprising more than 350 mobile and crawler cranes from Liebherr. Pinto goes on to say, “Liebherr has provided us with reliable service and very fast, efficient spare parts supplies over so many years. This is as important to us as the reliability and performance of the Liebherr cranes.”

## Bringing the world's best construction equipment to the UAE

IN THE COMING years, UAE-based General Navigation And Commerce Company (Genavco) expects a robust demand for commercial vehicle, industrial and construction equipment. The projected infrastructure expansion plans ahead of Expo 2020 Dubai and other strategic projects is expected to fuel the market growth. Genavco's expansion strategy is based on offering comprehensive, diverse product portfolio, competent human capital, exceptional service delivery and state-of-the-art facilities.

Genavco, flagship company of Juma Al Majid Group, is one of the leading companies in the UAE for supplying road construction equipment, commercial vehicles, quarry and mining equipment, materials handling equipment, lubricants and other industrial/construction equipment, representing international brands from the USA, Japan, Germany, UK and France.

Since its establishment in 1967, Genavco has maintained its position in the market as a quality product and service provider. This achievement is the result of the dedication of its staff, renowned after sales service and a range of high quality products. With 310 staff between four branches – Abu Dhabi, Dubai, Sharjah and Al Ain – Genavco caters to the entire UAE.

Genavco has been a part of the UAE's development journey for



Asif Khan.

Photo Credit: Genavco

the past 50 years. With its road construction equipment, brands falling under the John Deere umbrella namely WIRTGEN, VÖGELE, HAMM, KLEEMANN and BENNINGHOVEN, Genavco has been a part of many iconic infrastructural projects in Abu Dhabi, Dubai and the Northern Emirates.

Genavco is the sole distributor of Crown Lift Trucks, a US company, manufacturing battery operated forklifts and other warehousing equipment ranging from hand pallet truck, powered pallet truck, stackers, reach trucks, stock pickers and man-up VNA Trucks.

Genavco offers material handling equipment (MHE) and storage solutions on outright purchase backed by annual maintenance

contract. It also offers MHE on long lease and short-term rental basis. Its quality service is the main reason why Genavco has grown to be what it is today, according to Asif Khan, general manager, plant and equipment at Genavco.

Another world's leading brand JLG has been associated with Genavco for more than 30 years who are the manufacturer of aerial work platform comprising boom lifts, scissor lifts, telehandlers and towable access platforms. And JLG has the highest market share in the UAE contributing to all major projects and development.

# Inventing technology, cutting emissions

Recently, manufacturers of both on-road and off-road diesel engines have come under scrutiny as significant contributors to high pollution levels, especially in urban areas. President of the diesel division for off-road engines at Kohler Co., Vincenzo Perrone, explains how diesel technology has improved significantly over the years and how the technology continues to have a bright future in the off-road sector.

**BOTH DIESEL EQUIPMENT** manufacturers and the end users they serve continue to seek high performance, compact and modular engines with low cost of ownership. These evolving market requirements have been an invisible force that has pushed engine manufacturers to constantly upgrade the technology they provide to be more efficient and deliver better overall performance.

At the same time, off-road diesel engine manufacturers have been working closely with environmental agencies, both in Europe and the USA, to define and release new emissions regulations for cleaner skies. The latest step in EU regulations (Stage V) requires diesel engines to adopt aftertreatment systems, namely diesel particulate filters that reduce drastically the number of particles emitted by internal combustion. With these new systems, Stage V off-road diesel engines have fewer particles in their exhaust than the air present in most cities. They are clean.

The challenge for diesel engine manufacturers has been how to meet evolving market requirements to stay relevant for manufacturers and end users while also developing engines that comply with increasingly stringent emissions regulations. This challenge has required huge investments in terms of time, money and other resources. Unfortunately, the off-road sector has also been included in the recent public scrutiny of on-road vehicles, even though our sector is separate from the automotive market, with a different set of regulations and technical challenges.

One of the main reasons for the recent uproar against diesel engines is that the emissions levels of vehicles on the road can be much greater than what is measured in the lab. In case of off-road machinery, the emissions test cycles reflect very closely the actual duty cycle, therefore, the emissions measured in the lab are in line

**The latest step in EU regulations (Stage V) requires diesel engines to adopt aftertreatment systems, namely diesel particulate filters that reduce the number of particles emitted by internal combustion.**



*Vincenzo Perrone is the president, diesel engines, at Kohler Co.*

with the real-life operation of the machinery.

Over the past 20 years, the different stages of emissions regulations progressively reduced the environmental impact of diesel engines. NOx and particulate matter released into the air has been reduced by nearly 90 per cent. Meanwhile, the performance of diesel engines for off-road applications has only improved and has helped to enhance a wide variety of construction and agricultural equipment all around the world.

Many alternative technologies have been presented recently as the “next-step” when it comes to minimising emissions from off-road equipment. But, it is very important to thoroughly analyse each of these alternatives before jumping on board to blindly support the newest options.

While reducing environmental impact is very important, when it comes to alternative engine technologies, it must be made sure companies address the root cause of emissions rather than move the impact further down the product life cycle. “We must all continue to look at the bigger picture and exercise critical thinking when considering the possible paths to a cleaner environment, especially in terms of CO2.”

For the foreseeable future, Perrone believes highly-efficient diesel technology will continue to be the best possible solution for the industrial powertrain. “At KOHLER, we remain committed to doing our part with passion and integrity for the benefit of equipment manufacturers, end users, and the global environment that we all share,” he adds. ■

## Fronius updates portfolio of mechanised welding systems

FRONIUS PERFECT WELDING offers a wide range of products and services for automated welding technology. This provides its customers with the necessary efficiency, performance and reproducible quality to remain competitive in the face of international competition.

The mechanised welding systems from Fronius often represent a powerful and cost-effective solution to these challenges and are used in a diverse range of applications. Their configurations and the welding processes applied are equally as diverse. For longitudinal welding, the welding torch or the component moves in a lengthwise direction; for circumferential welding, the component rotates around a fixed welding torch. Another variant is overlay welding, also known as cladding. This protects components against wear and corrosion by applying a filler metal. Whatever the individual requirements, Fronius will identify the process that delivers the best, most cost-effective results, and design the ideal system around this.

### Welding on rails: FlexTrack 45 Pro

The FlexTrack 45 Pro rail-mounted welding carriage is a new addition to the range. It is suitable for use in the construction of containers, power stations, bridges, ships and vehicles, and consists of a rail system mounted on the component to be welded plus a carriage that moves on the rails and guides the welding torch. The rails are attached to bridges using a magnet, vacuum



*The FlexTrack 45 Pro rail-mounted welding carriage is suitable for use in the construction of containers, power stations, bridges, ships and vehicles.*

or a base and are available in a straight, flexible or orbital design, opening up a wide variety of applications. Users can weld surfaces of varying shapes using different welding processes (MAG, CMT) and positions. The constant speed of the FlexTrack 45 Pro delivers perfect, reproducible results. Its robust, lightweight aluminium housing means it can also be used in tough environmental conditions. The system is quick to assemble, and easy and intuitive to operate using the new, ergonomic FRC-45 Pro remote control with graphical interface.

### Magnetic force ensures precision: the new ArcRover welding carriages

Fronius has also optimised the ArcRover 15 and ArcRover 22 magnetic welding carriages. They boast impressive traction and can be used both vertically and horizontally due to the four-wheel drive and magnets integrated in the base. These models are much more powerful than their

predecessors, with maximum tensile loads of 15 and 22kg respectively. Power is supplied either from the mains or a high-performance, rapid-charging Li-ion battery, allowing flexible use of the system over long periods. Lateral, reinforced guide rails with sensing rollers enable precise welding results to be achieved. The universal torch holder is suitable for both manual and automatic welding torches. A control unit with a display is integrated in the carriage, eliminating the need for an external control box. The constant speed in the ArcRovers makes the welding process precise and reproducible. The reduced axle spacing enables them to be used on smaller workpieces, increasing their range of applications. The ArcRover allows the user to perform MAG welding processes in different positions and, owing to its robust housing, even under adverse conditions.

### Intelligent orbital welding systems

Fronius offers a wide range of open and closed welding heads for TIG orbital welding with and without filler wire. These are used when welding pipe joints made of steel, stainless steel, titanium, nickel-based alloys, aluminium and other materials – for example in energy technology, biochemistry, microelectronics, the food industry, shipbuilding and the aerospace sector. In combination with a TIG power source and a cooling unit, the FPA 3020 orbital system controller controls the welding heads.

## Megger makes winding resistance straightforward

FAST IN OPERATION and easy to use, Megger's new MTO106 transformer ohmmeter has been developed specifically to provide an affordable yet accurate and reliable option for measuring DC winding resistance in smaller distribution and transmission power transformers. The instrument is compact and readily portable – weighs 7.3kg – and, with the lid closed, it has an IP67 ingress protection rating, which means it can be shipped without further protection.

Operation of the MTO106 transformer ohmmeter is straightforward and intuitive – users make the ground connection, connect the power, and make connections to the transformer under test using the Kelvin leads supplied. Then, after selecting the required test current, they simply press the start button. The test results are shown clearly on a large backlit display.

To ensure safe operation, audible and visual 'test active' indicators operate during the test and, at the end of the test, the winding is automatically discharged with visual and audible indicators in operation. Discharge continues to completion even if



*The MTO106 transformer ohmmeter.*

Photo Credit: Megger

the supply to the instrument is turned off. This simple operating procedure means that users need only a small amount of training to operate the instrument safely and obtain results that are accurate and reliable.

The MTO106 offers two test channels with test current manually selectable in five steps up to a maximum of six amps. This allows the current to be chosen to suit the transformer under test, while minimising the risk of heating the windings. The instrument delivers an open-circuit test voltage of up to 48V, ensuring that even larger transformers are saturated rapidly, which reduces the time needed for testing.

This versatile and convenient instrument can be used to carry out winding resistance measurements in line with most major transformer testing standards, including those published by CIGRE, IEEE, IEC and ANSI.

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**SSAB**



## Briefly

### Eaton's new hydraulic hose offers unrivalled cycle life

#### POWER MANAGEMENT

COMPANY Eaton has expanded its range of hydraulic hoses with the launch of the Dynamax EC881 hose series. Qualified to one million impulse cycles, this new two wire-braided hose has been designed to last and withstand tough applications. Intended for deployment in mobile applications such as compact construction equipment, agricultural vehicles, aerial lift platforms and forestry machines, this hose is suitable for industrial applications such as hydraulic presses.

Dimitar Atanasov, product manager, fluid conveyance products EMEA, "Operators simply cannot afford downtime in the field. When developing the new EC881 Eaton focused on the main customer pain points and designed a hose that will help combat the common failure causes such as abrasion. We are seeing a growing demand on the market for more compact machines and for hoses with a better bend radius, which allows for easier tube routing in tight spaces. The EC881 is ideally suited to high pressure systems and has been qualified for one million impulse cycles, thus increasing in field reliability."

Thanks to a new generation of inner tube and hybrid plies, EC881 delivers a 35 per cent higher pressure capability when compared to standard hoses of standard EN857 2SC. Where four spiral hoses have had been used to cope with system pressures, the new EC881 two wire braided hose can be an alternative hose which helps deliver a direct cost saving for OEMs.

Featuring Dura – Tuff covers, the EC881 is eight times more resistant to abrasion than conventional synthetic covered hoses, ultimately leading to less failures and improved machine up time. In extreme operating environments high velocity leads to high temperatures, conventionally rated hoses simply cannot deliver the protection needed and service life times are impacted. EC881 has been designed to offer temperature capabilities up to 126°C, suitable for the Middle East region, thus mitigating against the risk and ultimately controlling maintenance costs.

## S.L Machinery double layered EPS wall panels guarantees strength and variety

S.L MACHINERY'S HORIZONTAL double layer wall panel production line adopts the method of injecting slurry material into the wall panel moulding machine. The benefit of this method is that when slurry enters into the wall panel moulding machine under pressure, it is uniformly distributed in the moulding



Photo Credit: S.L Machinery

machine, running in the direction of the slurry as a parabolic line that can ensure strength and density of the finished wall panel. It also acts as the adhesion for core material, thus making the wall panels strong.

Other manufacturers adopt vertical slurry injecting method, whereby the slurry is injected into moulding machines by gravity, which causes expanded polystyrene (EPS) and cement segregation that leads to wall panel's reduced strength. Typically, one can see this when the finished wall panel is cut and a lot of empty spaces are visible. Usually the half top is light and the lower half part is heavy.

S.L Machinery's double horizontal wall panel moulding machine not only uses the grid plate but also the acid steel separator with high hardness, fine processing, high acid sealing effect. This way it can be guaranteed the vacuum environment inside the wall panel moulding machine is conducive to protecting the slurry in sufficient pressure uniformly distributed in the machine.

The moulding machine is divided into upper and lower layers, which improves the output of a single piece of equipment. It uses the cylinder to loosen and squeeze, which not only improves the working efficiency, but also shortens the time of disassembly and assembly of traditional vertical wallboard machine. The mould time is reduced by 30 per cent. When the mould is released, the separator is evenly separated by a certain gap so that the product can be taken out from the moulding machine at one time. Products of any length (from 2,270-3,000mm) can be produced by mould adjusters. The mould is provided with a number of vent holes, which are evenly distributed to ensure the complete discharge of the air in the mould cavity without causing the product to be empty.

S.L Machinery's double layer horizontal moulding machine moulds finely processed and reasonable design. It can make male and female grooves according to the customer's requirement without any leak as well produce different lengths of wall panel in the case it cannot modify mould length, which no other vertical type moulding machine can do.

The mixer is double shaft synchronous, which are differentiated from single shaft mixes, and the rotation direction is opposite that makes mixing fast, even and highly efficient.

## MAN to power gas-engine power plant in Oman

MAN ENERGY SOLUTIONS has won the order from Oman Liquefied Natural Gas (Oman LNG) to equip a new power plant with nine MAN 51/60 gas engines. The contract was signed by Wayne Jones, chief sales officer of MAN Energy Solutions, and Harib Al Kitani, CEO of Oman LNG, in June 2018.

The power plant will be located in Qalhat, southeast of Muscat, and will provide 120MW of power to the existing LNG facility of Oman LNG. It will replace an existing gas-turbine plant.

Jones said, "The new power plant needs to be capable of using a variety of differing gas compositions and methane numbers with limited gas conditioning or blending. To master this, we have developed control strategies to ensure that the engines adapt to the prevailing gas configuration in real time for optimum performance."

As fuel, the new plant uses gases derived from

the liquefaction process, which can contain high inert components in the fuel and, therefore, may have much lower calorific values. Due to their customised design, the engines will nevertheless be able to provide the required power, even at ambient temperatures of up to 48°C.

Hajo Hoops, senior sales manager at MAN Energy Solutions, added, "This market segment has been completely dominated by gas turbines in the past, so this is a pioneering installation. Compared to the existing plant, our engines will significantly reduce fuel consumption and GHG emissions of Oman LNG's Power Plant, while our modular-design approach guarantees top-of-the-line overall availability. The robust design of our 20MW engine platform, the 51/60, is proven over millions of hours of operations all over the world and we are confident it will also perform well in Qalhat."





# KUWAIT HEALTH, SAFETY & SECURITY Forum 2018

24 - 25 September 2018 - Kuwait City, Kuwait

Researched & Developed by

## Health, Safety & Security Review

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Middle East

### Prevent | Protect | Prepare



## INTRODUCTION

The top five themes in the Vision 2035 plan of Kuwait mainly focus on achieving a caring and cohesive society where citizens will benefit from high quality healthcare, infrastructure and habitat. Central to the plan is the ambition to transform Kuwait into a world class financial and commercial centre. This, in turn, promotes production efficiency, protects values, safeguards social identity and creates an inspiring business environment.

Health Safety & Security Review is honoured to present "Health Safety & Security Forum Kuwait 2018" on 24-25 September 2018, Kuwait City, Kuwait. The event will attract visionary HSE experts from diverse industry segments in an effort to promote occupational health, adequate and safe work environment and enhance productivity. Alongside the conference, there will be exhibitors to showcase the latest technologies, products and services.

## ABOUT THE SUMMIT

**HEALTH, SAFETY & SECURITY FORUM KUWAIT 2018** is the premier forum highlighting the best practices, process improvements, technological advancements and innovative applications to enhance HSE performance in Kuwait. It provides a neutral forum where a wide range of perspectives and concerns from a variety of stakeholders can be explored.

This event will convene in Kuwait, a major hub for the oil, gas and construction industries, all at the forefront of sustainable development. This year's conference will focus on the need for collaboration. In light of the current global climate, it is essential to maximise HSE programmes to help meet the needs of shareholders and stakeholders alike. This year's edition will gather industry experts to network and share the case studies and presentations, illustrate challenges, successes and new implementations and innovations which drive businesses today. The HSS Forum will focus on the major challenges in the sector and usher best practices to drive innovation and growth.

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## New portable soundproof genset from HIMOINSA



Photo Credit: HIMOINSA

HIMOINSA HAS LAUNCHED the HYA3-5 M5 portable generator set that supplies 4.4kVA of PRP power, whose low fuel consumption and long running time make it one of the most competitive models on the market.

The new model in the HIMOINSA portable range incorporates a Yanmar L100N5 engine with an electric start-up system. It includes a control panel with a set of two SCHUKO 16A 2P+T outlets for quick and easy connection; perfect for ad hoc domestic applications and as an addition to the fleets of rental companies whose customers require smaller machines for applications in small shops and homes.

Its soundproofed construction version is lined with 30mm-thick high-density rock wool to reduce noise emissions to 65 dB(A), making it the quietest model in the portable range. It also has a 20-litre fuel tank, with external filling, and a running time of approximately 14 hours' continuous operation.

Their compact design, small size and upper lifting eye make these units easy to move, and an optional mobile kit can be incorporated for optimal transport. In addition, their carefully considered design includes a wide hood opening angle, ensuring easy access for maintenance.

The HYA 3-5 model is available in a soundproofed, canopied and tubular version, and joins the 30 generator sets of between 3kVA and 10.6kVA that HIMOINSA has on the market. The portable range includes models that run at 50Hz and 60Hz to meet the needs of different markets.

## SDLG wheel loader shows rock-hard reliability at Oman's aggregate plant

OPERATIONS AT A sand and aggregate plant in Oman have been boosted by the arrival of a new SDLG L958F wheel loader, part of the latest F-series machines.

The Naeem Dhofar Trading Company is a specialist in sand and aggregate production. Since spring 2015, it has been crushing wadi rock at its 7.5-acre, purpose-built facility located at Wadi Dahboon, around 100 km north of Salalah, Oman.

As of now, some 1,530 cu/m of rocks are delivered to the site each day, of which around 3,000 t are crushed and screened in a single 10-hour shift. From this, a range of products are produced, from natural wadi sand to aggregates as large as 20mm, and they are used in ready-mix, road building and general construction sectors in the sultanate.

These materials are particularly abrasive and put a lot of strain on equipment at the site. To mitigate this impact, Naeem Dhofar decided to purchase an SDLG L958F wheel loader to handle the bulk of the heavy lifting. SDLG's simple, reliable technology provides an ideal value proposition for companies working in corrosive environments. With fewer electronic features than premium machines, there are fewer parts that can corrode, which keeps repair costs low.



The L958F is responsible for loading the wadi stone (hard limestone pebbles that measure up to 30cm in circumference) into tipper trucks for delivery to the site's crusher hoppers.

The F-series wheel loaders from SDLG were launched last year and feature a modern design and time-tested technologies, resulting in a range that exceeds customer requirements. The hardy, 17-tonne L958F is one of the most popular models in the Middle East and Africa. It is fitted with a standard 3.2 cu/m bucket and features a rated load of 5.4 tonnes, a maximum breakout force of 194kN and 162 kW of power.

"From the outset, this machine has impressed us with its power, quick cycle times and overall performance levels," said plant engineer Devanand Bugde.

"Wadi stone is a particularly harsh material, and one that places extreme demands on equipment. Add summertime temperatures that extend well into the 40°C bracket and a general atmosphere of crusher dust, and it is fair to say the working environment is demanding. So far, the SDLG machine has handled this environment very well."

The L958F is also used to clear fines, manage stock piles and load the finished product into trucks.

## Bobcat telehandler gains customer's trust

BOBCAT'S TELEHANDLER RANGE helped Dubai's Fujairah National Construction Company (FNC) complete projects on time.

Purchased in December 2015 from Dubai-based Kanoo Machinery, the Bobcat dealer for the UAE, Bobcat's T40180 has provided trouble-free performance since it arrived, already completing well over 10,000 hours on site. The T40180 has been working two shifts a day throughout this period and has been used on three major contracts including two new 18-storey buildings.

According to Kanoo Machinery, the record of the T40180 is typical of what can be expected from the Bobcat telehandler range in the tough working conditions in the Middle East. Over the last two and half years, the T40180 has required only normal servicing under the preventative maintenance programme recommended by Bobcat. Its performance is a perfect illustration of the reliability and durability that customers can expect not only from Bobcat telehandlers, but also Bobcat skid-steer and compact loaders, compact excavators, backhoe loaders and attachments for the Middle East requirements.

Farhan Mahmood Rizvi, engineered equipment and plant manager at FNC, said, "We have been delighted with the performance of the Bobcat T40180 telehandler. We make sure we look after all of the equipment in our fleet, following or even exceeding manufacturers' servicing and maintenance guidelines."

From its roots in the construction of factories, commercial buildings and warehouses including many in the Jebel Ali Free Zone, FNC has developed to become the first turnkey construction company in the UAE offering combined expertise in design, construction and management for building high rise towers exceeding 40 floors. As well as being a turnkey contractor, FNC is also the largest steel framework contractor not only in the UAE but throughout the Middle East.

Rizvi added, "We have used the Bobcat T40180 telehandler for a wide variety of applications from lifting rebar from trucks for foundation work to moving heavy materials such as the components for the steel work for buildings. The dependable safe lifting offered by the T40180 when it is used with the wheels alone or with its stabilisers deployed has been an important aspect for us. The easy-to-use

stabilisers also ensure that the full capabilities of the telehandler can be utilised in the most confined working areas and close to walls."

The T40180 model delivers market leading load chart performance in its class, with an unmatched maximum lifting height of 16.2 m when operated on tyres alone. The high stability of the telehandler ensures minimal loss of lift height and capacity, and the T40180 model is based on an easy-to-use design that provides class-leading efficiency and productivity backed by state-of-the-art safety systems.

The T40180 telehandler has a maximum lift capacity of four tonnes and a maximum lift height of 17.52 m. The lift capacity at maximum lift height is 2.5 tonnes, while at maximum reach (13.7 m), the lift capacity is 560kg. Unloaded, the T40180 weighs 10.79 tonnes and provides a crowding force of 12,300 daN.

### High comfort, high visibility cab

Featuring optimised ROPS/FOPS protection, the cab on the T40180 telehandler offers increased safety and visibility through a curved front window providing a better view of loads and attachments at height; a larger back window increasing sight to the rear and a cab door with windows above and below the handlebar for optimum visibility when manoeuvring the machine. From the comfortable seat, the operator is provided with an ergonomic array of machine controls all within easy reach and including a forward/reverse (FNR) control button on the joystick; a digital display; an adjustable steering wheel and an integrated airflow solution.



*The T40180 18 m telehandler at FNC is the largest model in the Bobcat range of rigid frame telehandlers.*

Photo Credit: Bobcat

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# Construction Buyers' Guide

# 2018

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

**Section One:** Listings by category

**Section Two:** Suppliers of construction & mining equipment and services

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

### Section One: Listings by category

#### AIR COMPRESSORS

Cummins Middle East FZE  
Doosan Portable Power  
Euroblast Middle East LLC  
FAMCO (Al-Futtaim Auto & Machinery Co. LLC)  
Gardner Denver FZE  
Rotair Spa  
Sullivan-Palatek, Inc.

#### Diesel Driven

Aggreko Middle East Ltd.  
Doosan Portable Power  
Euroblast Middle East LLC  
FG Wilson  
General Navigation and Commerce Co. (GENAVCO) LLC  
Jeremias Middle East  
Perkins Engines Co. Ltd.  
Rotair Spa

#### Electric

Aggreko Middle East Ltd.  
COELMO spa  
Euroblast Middle East LLC  
General Navigation and Commerce Co. (GENAVCO) LLC  
HELUKABEL Middle East  
Marelli Motori S.p.A.  
WAGO Middle East FZC

#### Petrol Driven

Rotair Spa

#### AIR CONDITIONING

Aggreko Middle East Ltd.  
Polycon Gulf Ltd.  
Technical Converters Ltd.

#### BUILDINGS

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

#### COMPONENTS AND SPARE PARTS

Associated Power Solutions FZC  
COELMO spa  
Conrico International Ltd.  
Eland Cables  
Flowrox Oy  
Gardner Denver FZE  
Leroy-Somer Nidec Group  
Liebherr-Export AG  
Marelli Motori S.p.A.  
Marini S.p.A.

Powertech Switchgear Industries FZE  
Shandong Shantui Construction Machinery Imp. & Exp.Co. Ltd.  
Specialinsert S.r.l.  
Top Screw Metal Corp.  
UD Trucks MEENA  
Van der Hilst International b.v  
WIRTGEN GROUP

#### CONCRETE EQUIPMENT

Elaskon Sachsen GmbH & Co. KG  
Liebherr-Export AG  
Shandong Shantui Construction Machinery Imp. & Exp.Co. Ltd.  
Trelawny Spt Ltd.  
Vortex Hydra S.r.l.

#### Batching Plant

Ammann Group  
CIFA S.p.A.  
General Navigation and Commerce Co. (GENAVCO) LLC  
MARINI-ERMONT  
Parker Plant Ltd.  
SPECO Ltd.  
Vortex Hydra S.r.l.

#### Block/Tile - Making Equipment

Vortex Hydra S.r.l.

#### Breakers

Bobcat  
Doosan Portable Power  
Keestrack

#### Concrete Pumps

CIFA S.p.A.  
Flowrox Oy

#### Formwork

CIFA S.p.A.  
Elaskon Sachsen GmbH & Co. KG  
Herrenknecht AG  
PASCHAL-Werk G. Maier GmbH  
PERI  
RMD Kwiform UAE

#### Mobile Mixing Plant

CIFA S.p.A.  
General Navigation and Commerce Co. (GENAVCO) LLC  
MARINI-ERMONT  
Parker Plant Ltd.

#### Pipe Making Equipment

MB Crusher

#### Recycling

CDE Global  
General Navigation and Commerce Co. (GENAVCO) LLC

Liebherr-Export AG  
Keestrack  
Terex Minerals Processing Systems

#### Reinforcement

Alyaf Industrial Company Ltd.  
International Trade Solutions (FZE)

#### Concrete Equipment - Other

Bobcat  
Doosan Portable Power  
Euroblast Middle East LLC  
Vortex Hydra S.r.l.

#### CONSTRUCTION VEHICLES

Caterpillar SARM  
Conrico International Ltd.  
FAMCO (Al-Futtaim Auto & Machinery Co. LLC)  
Goldhofer AG  
Haulotte Middle East FZE  
Liebherr-Export AG  
Perkins Engines Co. Ltd.  
Terex Trucks  
Volvo Construction Equipment  
Zahid Tractor

#### Dump Trucks and Haulers

Astra Veicoli Industriali SpA  
Balkrishna Industries Ltd. (BKT)  
Caterpillar SARM  
Ford Trucks  
General Navigation and Commerce Co. (GENAVCO) LLC  
Kleyn Trucks  
Terex Trucks  
UD Trucks MEENA

#### Engines, Components and Accessories

Aksa Power Generation  
Caterpillar SARM  
COELMO spa  
General Navigation and Commerce Co. (GENAVCO) LLC  
HUEGLI TECH, Schweiz  
Jubaili Bros  
Kleyn Trucks  
Motorenfabrik Hatz GmbH & Co. KG  
Perkins Engines Co. Ltd.  
RUD Ketten Rieger & Dietz GmbH u. Co. KG  
SIEMENS ENGINES S.A.U.  
Top Screw Metal Corp.  
Van der Hilst International b.v  
Volvo Penta  
Weichai Middle East FZE

#### Site Dumpers

Caterpillar SARM  
Kleyn Trucks

#### Tractors

Astra Veicoli Industriali SpA  
Caterpillar SARM  
Diamond Metal Screen Pvt. Ltd.  
Ford Trucks  
Goldhofer AG  
Kleyn Trucks  
UD Trucks MEENA

#### Trailers

Goldhofer AG  
Gustav Bertram GmbH  
Kleyn Trucks

#### Truck Mounted Platforms

Gustav Bertram GmbH  
UD Trucks MEENA

#### Construction Vehicles - Other

Astra Veicoli Industriali SpA  
Caterpillar SARM  
Haulotte Middle East FZE  
Liebherr-Export AG

#### CONSULTANCY SERVICES

Cummins Middle East FZE  
Imeco Handelsgesellschaft M.B.H.  
SRK Consulting (South Africa) (Pty) Ltd

#### DEMOLITION EQUIPMENT

Bobcat  
Doosan Portable Power  
General Navigation and Commerce Co. (GENAVCO) LLC  
Liebherr-Export AG  
MB Crusher  
Volvo Construction Equipment

#### Tunnelling

Liebherr-Export AG

#### DRILLING

Eland Cables  
Sullivan-Palatek, Inc.

#### Components and Accessories

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

#### Drilling Machinery and Plant

Herrenknecht AG  
Imeco Handelsgesellschaft M.B.H.

#### Piling

Imeco Handelsgesellschaft M.B.H.

#### Trenching and Pipe Laying

Alyaf Industrial Company Ltd.  
Imeco Handelsgesellschaft M.B.H.

#### Tunnelling

CDE Global  
Herrenknecht AG  
Imeco Handelsgesellschaft M.B.H.

#### Drilling - Other

Doosan Portable Power

#### EARTHMOVING EQUIPMENT

Bobcat  
Caterpillar SARM  
Conrico International Ltd.  
Liebherr-Export AG  
MB Crusher  
Perkins Engines Co. Ltd.  
Volvo Construction Equipment  
Zahid Tractor

#### Attachments and Accessories

Bobcat  
Caterpillar SARM  
HUEGLI TECH, Schweiz  
MB Crusher  
Van der Hilst International b.v

#### Backhoe Loaders

Balkrishna Industries Ltd. (BKT)  
Bobcat  
Caterpillar SARM  
General Navigation and Commerce Co. (GENAVCO) LLC

#### Dozers

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

#### Dumpsters

Kaesar Kompressoren FZE  
Liebherr-Export AG

#### Excavators

Bobcat  
Caterpillar SARM  
Kaesar Kompressoren FZE  
Liebherr-Export AG  
Shandong Shantui Construction Machinery Imp. & Exp.Co. Ltd.  
Yanmar Europe B.V.

#### Loaders - Other

Bobcat  
Caterpillar SARM  
Kaesar Kompressoren FZE  
Liebherr-Export AG  
Shandong Shantui Construction Machinery Imp. & Exp.Co. Ltd.  
Yanmar Europe B.V.

**Mini-Excavators**

Bobcat  
Caterpillar SARL  
Kaeser Kompressoren FZE  
Liebherr-Export AG

**Motor Graders**

Balkrishna Industries Ltd. (BKT)  
Caterpillar SARL  
General Navigation and  
Commerce Co. (GENAVCO) LLC

**Scrapers**

Caterpillar SARL  
Trelawny Spt Ltd.

**Skidsteer Loaders**

Balkrishna Industries Ltd. (BKT)  
Bobcat  
Caterpillar SARL  
General Navigation and  
Commerce Co. (GENAVCO) LLC

**Earthmoving Equipment - Other**

Bobcat  
Caterpillar SARL  
Liebherr-Export AG  
Telestack

**FINISHING**

Conren Ltd.

**Equipment**

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

**Materials**

Rabiah & Nassar Group  
Tremco- illbruck LLC

**Services**

PASCHAL-Werk G. Maier GmbH

**LIFTING EQUIPMENT**

Conrico International Ltd.  
Eland Cables  
Elaskon Sachsen GmbH & Co. KG  
Gustav Bertram GmbH  
Haulotte Middle East FZE  
Hi-Force Ltd.  
Liebherr-Export AG  
Perkins Engines Co. Ltd.  
PRAMAC (PR Middle East FZE)

**Access**

General Navigation and  
Commerce Co. (GENAVCO) LLC  
Haulotte Middle East FZE

**Components and Accessories**

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

**Concrete**

Liebherr-Export AG

**Cranes**

Balkrishna Industries Ltd. (BKT)  
Elaskon Sachsen GmbH & Co. KG  
Liebherr-Export AG

Rabiah & Nassar Group  
Raimondi Cranes

**Hoists**

Elaskon Sachsen GmbH & Co. KG  
Liebherr-Export AG

**Hydraulic**

Alyaf Industrial Company Ltd.  
Hi-Force Ltd.

**Jacking Equipment**

Hi-Force Ltd.

**Lift Trucks**

FAMCO (Al-Futtaim Auto &  
Machinery Co. LLC)  
UD Trucks MEENA

**Mechanical**

Hi-Force Ltd.

**Pneumatic**

Doosan Portable Power  
PRAMAC (PR Middle East FZE)

**Quarrying**

Liebherr-Export AG

**Telescopic Handlers**

Bobcat  
General Navigation and  
Commerce Co. (GENAVCO) LLC  
Gustav Bertram GmbH  
Haulotte Middle East FZE

**MOBILE POWER  
SUPPLY UNITS**

Aggreko Middle East Ltd.  
Aksa Power Generation  
Altaaqa Global CAT Rental Power  
Associated Power Solutions FZC  
Conrico International Ltd.  
Cummins Middle East FZE  
Doosan Portable Power  
Eland Cables  
FG Wilson  
General Navigation and  
Commerce Co. (GENAVCO) LLC  
HIMOINSA S.L.  
HUEGLI TECH, Schweiz  
INMESOL, S.L.  
Jubaili Bros  
Kohler SDMO  
Linz Electric S.p.A.  
Mahindra Powerol - Mahindra &  
Mahindra Ltd.  
Motorenfabrik Hatz GmbH & Co. KG  
SAB, Standard Aggregatebau  
Evers GMBH & CO. KG  
SIEMENS ENGINES S.A.U.  
Visa S.p.A.  
Weichai Middle East FZE

**PUMPING EQUIPMENT**

Eland Cables  
Flowrox Oy  
Mahindra Powerol - Mahindra &  
Mahindra Ltd.  
Sullivan-Palatek, Inc.  
Visa S.p.A.

**Truck Mounted**

CIFA S.p.A.

**Pumping Equipment - Other**

Flowrox Oy

Motorenfabrik Hatz GmbH & Co. KG  
Yanmar Europe B.V.

**RAW MATERIALS**

Diamond Metal Screen Pvt. Ltd.

**Crushing, Screening and  
Washing**

CDE Global  
Diamond Metal Screen Pvt. Ltd.  
Keestrack  
MB Crusher  
McCloskey International Ltd.  
Minyu Machinery Corp.  
Parker Plant Ltd.  
Rockster Recycler  
SPECO Ltd.  
Telestack  
Terex Minerals Processing Systems  
WIRTGEN GROUP

**Grinding Equipment**

Trelawny Spt Ltd.

**Quarrying**

CDE Global  
Doosan Portable Power  
Minyu Machinery Corp.  
Telestack  
Terex Minerals Processing  
Systems

**Testing**

Rabiah & Nassar Group

**Raw Materials - Other**

Diamond Metal Screen Pvt. Ltd.  
Rabiah & Nassar Group

**ROAD BUILDING  
EQUIPMENT**

Bobcat  
Caterpillar SARL  
Ciber Equipamentos Rodoviários  
Ltda  
Doosan Portable Power  
Gardner Denver FZE  
Liebherr-Export AG

METALLURGICA ABRUZZESE  
S.p.A.  
Sullivan-Palatek, Inc.  
Volvo Construction Equipment  
WIRTGEN GROUP

**Asphalt Plant**

Ammann Group  
Ciber Equipamentos Rodoviários  
Ltda  
General Navigation and  
Commerce Co. (GENAVCO) LLC  
Marini S.p.A.  
MARINI-ERMONT  
Parker Plant Ltd.  
SPECO Ltd.

**Compaction Equipment**

Ammann Group  
Caterpillar SARL  
Doosan Portable Power  
General Navigation and  
Commerce Co. (GENAVCO) LLC

**Pavers**

Alyaf Industrial Company Ltd.  
Ammann Group  
Caterpillar SARL

Ciber Equipamentos Rodoviários  
Ltda  
General Navigation and  
Commerce Co. (GENAVCO) LLC

**Recycling**

Ciber Equipamentos Rodoviários  
Ltda  
General Navigation and  
Commerce Co. (GENAVCO) LLC  
Marini S.p.A.  
MB Crusher  
Telestack  
Terex Minerals Processing Systems

**Road Marking**

Euroblast Middle East LLC  
Rotair Spa  
Telestack

**Rollers**

Ammann Group  
Caterpillar SARL  
Ciber Equipamentos Rodoviários  
Ltda  
General Navigation and  
Commerce Co. (GENAVCO) LLC

**Road Building Equipment -  
Other**

Alyaf Industrial Company Ltd.  
Bobcat  
Caterpillar SARL  
Doosan Portable Power  
Marini S.p.A.  
Peter Berghaus GmbH  
Rotair Spa  
Zahid Tractor

**SOFTWARE**

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

**CAD**

CCS - Construction Computer  
Software (Gulf) LLC

**Management Systems**

CCS - Construction Computer  
Software (Gulf) LLC

**Software - Other**

CCS - Construction Computer  
Software (Gulf) LLC

**STEEL**

Diamond Metal Screen Pvt. Ltd.  
Hypertherm Europe b.v  
Saudi Building Sytems Mfg. Co.

**Fabrication and Structures**

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

**Steel - Other**

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

Technical Converters Ltd.  
Top Screw Metal Corp.

**TOOLS**

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

**Hydraulic**

Hi-Force Ltd.

**Mechanical**

Hi-Force Ltd.

**Pneumatic**

Doosan Portable Power  
Hi-Force Ltd.  
Trelawny Spt Ltd.

**Tools - Other**

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

**OTHER SITE EQUIPMENT  
AND MATERIALS**

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

**Fencing**

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

**Lighting Masts/Towers**

Aksa Power Generation  
Associated Power Solutions FZC  
Doosan Portable Power  
Galva Coat for Galvanizing &  
Lighting Poles  
HIMOINSA S.L.  
INMESOL, S.L.  
Jubaili Bros  
Kohler SDMO  
Mahindra Powerol - Mahindra &  
Mahindra Ltd.  
PRAMAC (PR Middle East FZE)  
SAB, Standard Aggregatebau  
Evers GMBH & CO. KG  
Visa S.p.A.  
Yanmar Europe B.V.

**Pipe and Cable Detecting  
Systems**

HELUKABEL Middle East

**Sand Blasting Equipment**

Doosan Portable Power  
Euroblast Middle East LLC  
Rotair Spa

**Scaffolding**

Diamond Metal Screen Pvt. Ltd.  
PASCHAL-Werk G. Maier GmbH  
PERI  
RMD Kwikform UAE  
Wilhelm Layher GmbH & Co KG

**Silos**

Diamond Metal Screen Pvt. Ltd.

**Welding Equipment**

INMESOL, S.L.

International Trade Solutions (FZE)

Kohler SDMO

Linz Electric S.p.A.

PRAMAC (PR Middle East FZE)

**Pipe Manufacturing**

Jeremias Middle East

**USED EQUIPMENT**

Caterpillar SARRL

Herrenknecht AG

HIMOINSA S.L.

Terex Minerals Processing Systems

Terex Trucks

Visa S.p.A.

Vortex Hydra S.r.l.

**RENTAL EQUIPMENT**

Aggreko Middle East Ltd.

Aksa Power Generation

Altaaq Global CAT Rental Power

Associated Power Solutions FZC

Caterpillar SARRL

Cummins Middle East FZE

FAMCO (Al-Futtaim Auto &amp; Machinery Co. LLC)

FG Wilson

General Navigation and

Commerce Co. (GENAVCO) LLC

Herrenknecht AG

Hi-Force Ltd.

HIMOINSA S.L.

INMESOL, S.L.

Jubaili Bros

Peter Berghaus GmbH

RMD Kwikform UAE

Rotair Spa

Sullivan-Palatek, Inc.

Terex Trucks

Visa S.p.A.

Zahid Tractor

**PIPES**

Jeremias Middle East

**Pipe and Cable Detecting Systems**

HELUKABEL Middle East

**Pipe and Pipeline Fittings/Coatings**

METALLURGICA ABRUZZESE

S.p.A.

Rabiah &amp; Nassar Group

Technical Converters Ltd.

**ALTERNATORS FOR GENSETS**

Linz Electric S.p.A.

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

PO Box 16875

Jebel Ali Free Zone, Dubai

United Arab Emirates

Tel: +971 4 8086100

Fax: +971 4 8831825

Web: me.aggreko.com

E-mail: rentals@aggreko.ae

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

**Aksa Power Generation**

Rüzgartibahçe Mahallesi

Özalp Çıkmazı

No:10 34805

Kavacık - Beykoz - İstanbul / TURKEY

Tel: +90 216 681 00 00

Fax: +90 216 681 57 91

Web: www.aksa.com.tr

E-mail: aksa@aksa.com.tr

Aksa Power Generation manufactures gasoline, diesel, natural gas and marine generating sets range between 1 kVA to 3000 kVA as well as lighting towers and generator hardware in the manufacturing facilities in İstanbul (Turkey 20.000 m<sup>2</sup> of indoor space), Changzou (China 100.000 m<sup>2</sup> of indoor space) and Louisiana (U.S.A., 10.000 m<sup>2</sup> of indoor space); and has become a leader and pioneer within the sector.

**Agents:**

Iraq - Aksa Power Generation IRAQ

United Arab Emirates - Aksa Power Generation FZE

**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: info@altaaqglobal.com

Altaaq Global, a subsidiary of the Zahid Group, has been selected by Caterpillar Inc. to deliver multi-megawatt turnkey power

solutions worldwide. The company owns, mobilizes, installs and operates power plants at customer sites, offering power equipment (engines and turbines) that will operate with a wide variety of fuels, including diesel and natural gas.

**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

**Ammann Group**

Eisenbahnstrasse 25

Langenthal

4901

Switzerland

Tel: +41 62 916 61 61

Fax: +41 62 916 64 02

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!

**Agents:**

United Arab Emirates - Ammann NME FZE

**Arminox Middle East FZC**

PO Box 51626

Hamariyah Free Zone

Sharjah

United Arab Emirates

Tel: +971 4 8872777

Fax: +971 4 8872778

Web: www.arminox.com

E-mail: arminox@emirates.net.ae

**ASHIDA** Smart Solutions for Power Protection & Control**Ashida Electronics Pvt Ltd**

Plot no. A-308, Road no.21,

Wagle Industrial estate

Thane(W).

Maharashtra

India

400604

India

Tel: +91-22-61299100/01/02

Fax: +91-22-25804262

Web: www.ashidaelectronics.com

E-mail: sales@ashidaelectronics.com

ASHIDA Electronics Pvt Ltd established in 1970, is a leading Indian manufacturer of Numerical Protection & Auxiliary Relays, Control & Relay Panels and has indigenously developed state of art SCADA System with all latest communication protocols like IEC 61850.

ASHIDA relays are installed successfully in more than 25 countries.

**Associated Power Solutions FZC**

PO Box 122212

Q1- 43 &amp; 44

SAIF zone

Sharjah

United Arab Emirates

Tel: +971 6 5528142

Fax: +971 6 5528143

Web: www.apsuae.com

E-mail: sales@apsuae.com

**Astra Veicoli Industriali SpA**

Via Caorsana 79

Piacenza PC

29122

Italy

Tel: +39 0523 543379

Fax: +39 0523 591773

Web: www.iveco-astra.com

E-mail: info@astraspa.com

A premium manufacturer of construction and mining equipment, IVECO Astra has 70 years' experience building machines for the global

construction sector. It develops robust, reliable and versatile trucks that include heavy trucks for heavy off road missions of over 60 tonne gross vehicle weight, dump trucks and specialized vehicles.

**Agents:**

United Arab Emirates - IVECO - Dubai Regional Representative Office

**Atlas Copco Ghana Ltd.**

PO Box 10071

No 19 Akosombo Rd

Airport Residential Area

Accra

Ghana

Tel: + 233 21 774512

Web: www.atlascopco.in/ghus/

E-mail: george.apostolopoulos@

gh.atlascopco.com

**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**

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

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

**Agents:**

Bahrain - Yusuf Bin Ahmed Kanoo Co. WLL  
Egypt - Otrac Heavy Equipment (Bobcat)  
Iraq - Vara Company for General Trading LTD  
Jordan - Arab Equipment Trading Co. (Bobcat)  
Kuwait - Bahrah Trading Co. WLL  
Lebanon - Tracksparco Ltd.  
Libya - Rawasee Co.  
Oman - International Heavy Equipment LLC  
Saudi Arabia - General Trading & Equipment Syria - Interimex  
United Arab Emirates - Kanoo Machinery LLC  
Yemen - Blue Triangle Trading LTD

**Bosch Termoteknik Isitma ve Klima Ticaret AS**

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

**Caterpillar Lift Trucks**

Hefbrugweg 77  
Almere  
1332 AC  
Netherlands  
Tel: +31 36 5494411  
Fax: +31 36 5494698  
Web: www.catlifttruck.com  
E-mail: info@catlifttruck.com

**Agents:**

Bahrain - Mohamed Abdulrahman Al-Bahar Bahrain  
Iraq - Mantrac Group Iraq (Cat)  
Jordan - Jordan Tractor & Equipment Co. Ltd. (Cat)  
Kuwait - Mohamed Abdulrahman Al-Bahar Kuwait  
Lebanon - M. Ezzat Jallad & Fils (Lebanon)  
Oman - Oasis Trading & Equipment Co. LLC  
Saudi Arabia - Zahid Tractor & Heavy Machinery Co. Ltd.  
United Arab Emirates - Mohamed Abdulrahman Al Bahar Al Ain  
United Arab Emirates - Mohamed Abdulrahman Al Bahar Dubai  
United Arab Emirates - Mohamed Abdulrahman Al-Bahar Abu Dhabi  
United Arab Emirates - Mohamed Abdulrahman Al-Bahar Sharjah  
Yemen - The Tehama Trading Co. (CAT Lift Trucks)

**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

**Agents:**

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

**CCS – 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  
CCS has provided specialised software solutions to the construction industry for over 35 years.

CCS's two leading software products, Candy Estimating and Project Control software and BuildSmart Cost Enterprise Management software, combine to create a one-of-a-kind, market-leading integrated project lifecycle control solution... from first estimate to final account.

**CDE Global**

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

**Chauvin Arnoux Group**

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

**Ciber Equipamentos Rodoviários Ltda**

Rua Senhor do Bom Fim, 177  
Porto Alegre/RS  
CEP: 91140-380  
Brazil  
Tel: +55 51 33649200  
Fax: +55 51 33649228  
Web: www.ciber.com.br  
E-mail: ciber@ciber.com.br  
Ciber offers a complete line of equipments for building, maintaining and repairing pavements

in the markets where it is located. The company manufactures high-quality equipments for various highway applications that streamlines the building of roads and brings savings to its customers by joining efficiency and high productivity.



**CIFA S.p.A.**

Via Stati Uniti D'America 26  
Senago  
Milano  
20030  
Italy  
Tel: +39 02 990131  
Web: www.cifa.com  
E-mail: lucia.salomoni@cifa.com

CIFA is a company that for 90 years has been designing, producing and distributing innovation in the construction field. It is a full liner with a complete range of machines for production, transportation and laying of concrete. A widespread distribution network, with international partners and branches in the world.

**COELMO spa**

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



**S.A.B**

STANDARD AGGREGATEBAU  
Evers GmbH & Co. KG  
Oettrasse 11  
22844 Norderstedt | Germany  
P: + 49 [0] 40 / 522 50 11 - 0  
F: + 49 [0] 40 / 522 50 11 - 44  
info@generatingset.com  
www.generatingset.com



**DIESEL GENERATING SETS**  
for Emergency Power, Peak Power and Continuous Power  
Tailor-made System Solutions from Design to Commissioning

Our Range of Service: Diesel-Power Generators • stationary and mobile • mobile Light Towers  
400 Hz Ground Power Units • Control Panels/Switchgears • Rental Units/Spare Parts • Service

**Conren Ltd.**

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

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

**Agents:**

Lebanon - T A Group SARL  
United Arab Emirates - Al-Shirawi Contracting Co. LLC

**Conrico International Ltd.**

Hanworth Lane Business Park  
Chertsey  
Surrey  
KT16 9LA  
United Kingdom  
Tel: +44 1932 567321  
Fax: +44 1932 567032  
Web: www.conrico.com  
E-mail: info@conrico.com

**Controls S.P.A**

Via Salvo D'Acquisto,  
2/4 - 20060  
Liscate (MI), Italy  
Tel: +39 02 921841  
Fax: +39 02 92103333  
Web: www.controls-group.com  
E-mail: Marketing@controls-group.com  
Testing Equipment for the Construction Industry

**Cummins Middle East FZE**

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

Cummins Inc., a Fortune 500 Company, designs, manufactures and services diesel and alternative fuel engines from 2.8 to 95 liters, diesel and alternative-fueled electrical generator sets from 2.5 to 3,750 kVA, as well as related components and technology. Cummins serves customers through a network of 500 company-owned and independent distributor facilities and approximately 7,500 dealer locations in more than 190 countries and territories. Cummins presence in the Middle East began in 1956 and now spans 14 countries - UAE, Bahrain, Yemen, Oman, Saudi Arabia, Kuwait, Jordan, Iraq, Lebanon, Afghanistan and Pakistan.

**Diamond Metal Screen Pvt. Ltd.**

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

Diamond Metal Screen PL is Asia's leading manufacturer and exporter of custom made perforated metal sheets. We have a state-of-art Production facility spread over 11,000 sq mtrs. We perforate almost all metal in various designs for industrial and architectural purpose. If you have a design we can perforate it for you.

**Doosan Portable Power**

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.doosanportablepower.com  
E-mail: hazem.elnaqeeb@doosan.com

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

**Agents:**

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

**Eland Cables**

53-79 Highgate Road  
London  
NW5 1TL  
United Kingdom  
Tel: +44 20 72418787  
Web: www.elandcables.com  
E-mail: sales@elandcables.com

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

**Elaskon Sachsen GmbH & Co. KG**

Lohrmannstraße 10  
Dresden, 01237  
Germany  
Tel: +49 351 285750  
Fax: +49 351 2857599  
Web: www.elaskon.de  
E-mail: export@elaskon.com

**Euroblast Middle East LLC**

PO Box 31230  
Dubai, United Arab Emirates  
Tel: +971 4 2824200/2824400  
Fax: +971 4 2824264  
Web: www.euroblastme.com  
E-mail: info@euroblastme.com

**Agents:**

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

**FAMCO (Al-Futtaim Auto & Machinery Co. LLC)**

PO Box 5502  
Dubai  
United Arab Emirates  
Tel: +971 4 2135100  
Fax: +971 4 2135400  
Web: www.famcouae.com  
E-mail: famco@alfuttaim.ae

**FG Wilson**

1 Millennium Way  
Springvale Business Park  
Belfast Co. Antrim  
Northern Ireland  
BT12 7AL  
United Kingdom  
Tel: +44 28 90495000  
Fax: +44 28 28261111  
Web: www.fgwilson.com  
E-mail: web\_editor@fgwilson.com

For 50 years, FG Wilson has been a leading manufacturer of diesel and gas generator sets from 6.8 to 2,500kVA and beyond. Since 1990 alone, we have installed 600,000 generator sets, supported by over 300 distributors, offering world-class levels of service from product selection to installation and lifetime support.

**Flowrox Oy**

PO Box 338  
Lappeenranta  
53100  
Finland  
Tel: +358 201 113311  
Fax: +358 201 113300  
Web: www.flowrox.com  
E-mail: info@flowrox.com

Flowrox offers reliable solutions for abrasive, corrosive and other demanding shut-off, control, pumping and dosing applications serving a wide range of process industries worldwide. The main focus is on Mining & Minerals and Energy & Environmental industries. With more than 40 years of experience in elastomer technology, Flowrox is the benchmark for heavy duty valves and

pumps. The best service is guaranteed by global sales and service network of over 200 representatives covering 6 continents.

**Agents:**

Bahrain - Al Kuwaiti Industrial  
Oman - Ocean Technical and Mechanical Services  
Saudi Arabia - Tig-Manufacturing Arabia Ltd. (TMAL)  
Saudi Arabia - Trading, Engineering & Services Co. Int'l. Ltd.  
Saudi Arabia - Trading, Engineering & Services Co. Int'l. Ltd. (Riyadh)  
Saudi Arabia - Trading, Engineering & Services Co., Int'l. Ltd. (Tig-Tesco)  
Turkey - Troya Proses Ltd. ti.  
United Arab Emirates - TECHNOMAX Middle East Engg. LLC

**Ford Trucks**

Akpınar mh, Hasan Basri  
Cd. No:2 34885  
Sancaktepe / İstanbul, Turkey  
Tel: +90216 564 71 00  
Web: www.fordtrucks.com.tr

Ford Trucks is one of the largest international heavy truck manufacturers in the world. We produce a range of vehicles including tractors, construction trucks and distribution trucks weighing over 16 tons.

**Galva Coat for Galvanizing & Lighting Poles**

PO Box 8485  
Musaffah Industrial Area (MW-4)  
Abu Dhabi, United Arab Emirates  
Tel: +971 2 5511188  
Fax: +971 2 5510188  
Web: www.galvacoat.ae  
E-mail: galvaid@eim.ae

**Agents:**

Saudi Arabia - M/s Inara Co. Ltd.

**Gardner Denver****Gardner Denver FZE**

PO Box 61146  
Jebel Ali Free Zone (South)  
Office No. 180202, JAFZA View 18  
Dubai, United Arab Emirates  
Tel: +971 4 8811744  
Fax: +971 4 8811898  
Web: www.gardnerdenver.com  
E-mail: enquiries.fze@gardnerdenver.com

For more than 155 years, Gardner Denver has been a leading global provider of compressors, blowers and vacuum pumps. With global teamwork, strong customer focus, and vast application knowledge, our brands provide reliable, energy-efficient products that serve a wide range of manufacturing and process industries.



### General Navigation and Commerce Co. (GENAVCO) LLC

PO Box 5563  
Za'abeel Road  
Karama  
Dubai  
United Arab Emirates  
Tel: +971 4 3961000  
Fax: +971 4 3961308  
Web: www.genavco.com  
E-mail: equipment@genavco.com

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

### Goldhofer AG

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Memmingen  
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Web: www.goldhofer.com  
E-mail: info@goldhofer.com

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### Hamm AG

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### Haulotte Middle East FZE

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E-mail: daventry@hi-force.com

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### HUEGLI TECH, Schweiz

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### Hypertherm Europe b.v

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Web: www.inmesol.com  
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**John Deere Power Systems**

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**Kohler Power Systems**

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**Linz Electric S.p.A.**

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**MARINI-ERMONT**

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**MB Crusher**

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Web: www.mbcruasher.com  
E-mail: info@mbcrusher.com

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**McCloskey International Ltd.**

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**Metso Minerals**

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**Minyu Machinery Corp.**

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**Motorenfabrik Hatz GmbH & Co. KG**

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Germany  
Tel: +49 8531 3190  
Fax: +49 8531 319418  
Web: www.hatz-diesel.com  
E-mail: marketing@hatz-diesel.de

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**Okada Aiyon Corporation**

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**Panasonic Marketing Middle East & Africa FZE**

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**Parker Plant Ltd.**

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**Perkins Engines Co. Ltd.**

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**Agents:**

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#### Visa S.p.A.

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#### Yamuna Cable Accessories Pvt. Ltd.

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E-mail:  
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اليومية، في موقع العمل، على أجهزة المحمول وإرسال رسائل البريد الإلكتروني الآلية، إلى تضييق حلقة التواصل مع أصحاب المصالح في المشاريع. فعندما تتمكن جميع الأطراف المعنية في المشروع من الوصول إلى المعلومات نفسها وفي الوقت نفسه، تقل الأخطاء ويتم التعامل، بشكل أسرع، مع المشاكل التي تتطلب الانتباه.

- رفع كفاءة الوحدات الإدارية: يمكن لشركات الإنشاءات توفير مئات الساعات المنقضية في إدخال البيانات وجمع المعلومات لوضع التقارير، أو البحث عن مستند مفقود أو محفوظ، وذلك عبر الحد من استخدام النماذج الورقية وجدول البيانات. إذ يمكن استخدام لوحات المعلومات لنظام ذكاء الأعمال لاستعراض جميع المعلومات المهمة خلال اليوم والتفاعل معها. كما أن رفع كفاءة الوحدات الإدارية يساعد في تحقيق سلاسة أكبر في إدارة المشاريع، وإنجازها في الوقت المحدد، وفي حدود الموازنة المقررة.

- تحسين المساءلة لفريق العمل الميداني: يمكن مراقبة أوقات تنقل أفراد طاقم العمل ومواقعهم عبر نظام تحديد المواقع العالمي "جي بي إس"، والوقت الذي يقضونه في العمل داخل الموقع بشكل متسق، وذلك باستخدام تطبيقات المحمول. إذ يؤدي ذلك إلى تحسين المساءلة وخفض تكاليف العمالة. كما يمكن أيضاً خفض التكاليف باستخدام الجداول الزمنية المحمولة والتي تُسجل أوقات بدء/انتهاء العمل بدقة وبدقة. ويمكن لأفراد طاقم العمل أيضاً توثيق تقدمهم في إنجاز المهام بالتقاط الصور التي يمكن إرسالها إلى أجهزة المحمول لزيادة الشفافية أمام الإداريين والعملاء.

- توثيق المشاريع بدقة أكبر: استخدام تطبيقات المحمول لالتقاط المعلومات في موقع العمل، يعمل على رفع مستوى الدقة وتقليل المشاكل التي قد تنجم عن الكتابة الخطية غير الواضحة، أو البيانات غير المتسقة، أو الفجوات في المعلومات. فهذه الصور ونظام تحديد المواقع العالمي "جي بي إس" والطابعات الزمنية والتوقعات التي يتم التقاطها في الموقع، كلها توفر سجل مراجعة دقيقاً للمشروع، لا يرقى إليه أي شك. كما أنه يُخضع الموظفين المعنيين للمساءلة أمام العملاء، أو يقدم الأدلة في المنازعات القانونية.

- إدارة الأجهزة والمعدات بكفاءة أكبر: يمكن أن تؤثر الجداول الزمنية للأجهزة والمعدات وصيانتها على الدخل الصافي لشركة الإنشاءات. ولكن مع حلول المحمول، يصبح تتبع استخدام الأجهزة والمعدات وإدارتها أسهل من ذي قبل. فيمكن تسجيل ساعات عمل الأجهزة والمعدات وتتبع مواقعها، فضلاً عن تحسين أعمال التخطيط والاستخدام ذات الصلة.

- توفير الوصول في الزمن الحقيقي، عن طريق المحمول، للخطط والقوانين المحلية: مع توافر التطبيقات التي تتيح الوصول ثنائي الاتجاه إلى المعلومات، يكون بوسع شركات الإنشاءات حفظ النسخ الإلكترونية لأوامر العمل وتوضيحات الخطط، إلى جانب الرموز المرجعية للمباني والقوانين المحلية، والكثير غير ذلك، حتى يتسنى لفرق العمل الميداني الوصول إليها سريعاً دون اتصال بالشبكة. إذ يعمل ذلك على تحسين الإنتاجية وتجنب إعادة العمل من جديد.

ومنها إدارة المشاريع وجمع البيانات، وحتى نمذجة معلومات المباني. ويرتبط ذلك الأمر - أساساً - بجعل البيانات الصحيحة في متناول أيدي العمال.

غير أن واحداً من أكبر التحديات بخصوص جميع التقنيات التي يطراً عليها التغيير في مواقع العمل الإنشائي، يكمن في تحديد كيفية تنفيذ التقنية الجديدة وتوظيفها لتحقيق أقصى استفادة منها. فهذه التقنية، مثلها مثل أية أداة أخرى، يمكن استخدامها لإجراء العديد من المهام، وهي تؤدي دوراً لا يقل أهمية عن ذلك الذي يؤديه المُشغل. كما أن تحديد النتيجة المرجوة من التكنولوجيا يساعد في اختصار منحى التعلم، وتعظيم العائد على الاستثمار.

### الاستفادة من التقنيات الجديدة في مواقع العمل

مع تدفق البيانات الواردة من موقع العمل الإنشائي، ينال جميع العاملين في المشروع الإنشائي فرصاً جديدة. على سبيل المثال، يمكن أن تساعد نمذجة معلومات المباني في تصميم ووضع نماذج المشاريع بشكل افتراضي، مما يتيح للعمال التنبؤ بالتحديات قبل مدة طويلة من تنفيذ المشروع، هذا إلى جانب تفادي سيناريوهات تجاوز الموازنة المقررة. وبينما تُستخدم هذه الآلية بشكل تقليدي داخل المكاتب، فقد ظهرت حاجة ماسة إلى تعزيز نمذجة معلومات المباني في موقع العمل أيضاً، وذلك لربط العمل الميداني بالمكتبية. وفي حين أدرك الكثير من عمال الإنشاءات - اليوم - قيمة هذه التقنية الجديدة بفضل دعمها في موقع العمل الإنشائي، فإنهم لا يدركون الخطوة التالية التي يجب عليهم اتخاذها. لهذا يتعين على الشركات تحديد الهدف من التقنية والثمار التي تريد جنيهاً بتطبيقها. وهذا يعني حدوث توافق بين مُلاك الشركات بشأن كيفية استخدام التقنية بمجرد الحصول على الموافقة عليها، وتدريب موظفي إدارة الأعمال على استخدامها، إلى جانب تدريب مشرفي مواقع الأعمال ورؤساء طواقم العمل والموظفين على استخدامها. كما يجب على مديري الإنشاءات تتبع فرق العمل، والمقاولين من الباطن، ومستوى تقدم العمل اليومي. هذا فضلاً عن أشياء أخرى؛ مثل جداول العمل والأجهزة والمعدات والأسعار وإعداد الفواتير، والقوانين المحلية وساعات العمل.. والقائمة تطول. ومما لا شك فيه أنه إذا تم تسجيل جزء من هذه المعلومات - أو كلها - على هيئة نماذج ورقية، أو في جداول البيانات، أو في علبة الوارد الخاصة بشخص ما، تزداد المشقة وتقل الإنتاجية.

أما الآن فقد أصبح أغلب المتخصصين في مجال الإنشاءات يحملون الهواتف الذكية وألواح اللوحية، ولهذا تزداد الفرصة لتحسين الكفاءة وتقليل التكاليف واختصار الأوقات المحددة لتنفيذ المشاريع مع توافر حلول المحمول. تقنية المحمول هذه، والتي تتيح جمع المعلومات وإرسالها إلى المكاتب في زمن حقيقي، لا شك أنها تحدث تغييراً جذرياً في صناعة الإنشاءات. فهذه التقنية يجري استخدامها لتتبع الأنشطة اليومية والمعلومات الحرجة، بالإضافة إلى التعاون السلس بين فرق العمل الميدانية والمكتبية.

### إحداث الفارق

- تقليل التأخير في إتمام مشاريع الإنشاءات: فجمع المعلومات في زمن حقيقي في موقع العمل؛ مثل العملاء أو المقاولين المتواجدين، ومستوى تقدم العمل، وأوجه العجز أو الحوادث، من شأنه تقليل حالات التأخير في تنفيذ المشاريع بوجه عام. وعند جمع هذه المعلومات الحرجة على هيئة نماذج محمولة وإرسالها بحيث يتسنى لجميع الموظفين المعنيين الوصول إليها على الفور، فإنها تساعد في إلقاء الضوء على المشاكل التي قد تؤدي إلى تعطل المشاريع، كما تساعد في إنجاز المشاريع وفقاً للمواعيد المقررة. - تحسين التواصل بين الملاك وأصحاب المصالح في المشروع: يؤدي استكمال التقارير

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تزداد الفرصة لتحسين الكفاءة مع استخدام الهواتف الذكية أو الحواسيب اللوحية

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هذه التقنيات السحابية، مع تقنيات المحمول، تتيح سهولة الوصول إلى هذه الأنظمة، وبهذا يصبح التواصل مع الأنظمة والوصول إليها أكثر فاعلية.

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