

CONSTRUCTION



BUSINESS NEWS

THE DEFINITIVE GUIDE TO THE REGION'S CONSTRUCTION PROFESSIONALS

A roundup of the panels and presentation from Construction Innovation Forum

Fleets empower Ford Trucks' expanding vehicle range

SSAB ME's chief on high-strength steel usage



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CEO
Wissam Younane
wissam@bncpublishing.net

Managing Director
Walid Zok
walid@bncpublishing.net

Director
Rabih Najim
rabih@bncpublishing.net

Group Publishing Director
Diarmuid O'Malley
dom@bncpublishing.net

Group Sales Director
Joaquim D'Costa
jo@bncpublishing.net
2706 440 50 971+

Business Development Director
Rabih Naderi
rabih.naderi@bncpublishing.net
9818 328 50 966+

Editor
Paromita Dey
paromita@bncpublishing.net

Photography
Hayder Al-Zuhairi

Art Director
Syed Ahmed
syed@bncpublishing.net

Marketing Executive
Mark Anthony Monzon
mark@bncpublishing.net

SUBSCRIBE

subscriptions@bncpublishing.net

PO Box 502511 Dubai, United Arab Emirates
P 506 4200 4 971+ | F 196 4200 4 971+

For all commercial enquiries related to *Construction Business News ME* contact sales@bncpublishing.net T 5097 339 55 971+
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EDITOR'S NOTE

A BIG THANK YOU!

First of all, I would like to extend a big thanks to all the construction industry professionals for attending our 2nd annual Construction Innovation Awards 2017 and making it a grand success. More than 300 people attended the gala dinner, and winners and runner up trophies were given out for 21 categories.

I would also like to thank all our sponsors who have supported us throughout the event. In addition, I would like to extend my heartfelt gratitude to my campaign team for their tireless efforts in promoting the awards in the market. We received an overwhelming number of nominations for the awards this year and hopefully we will emerge bigger and better in 2018.

The regional construction industry has been going through a lot of ups and downs; hence governments are taking significant steps to reconfigure their business models and measures are being adopted to move away from oil-based economies, create economic

sustainability, and continue infrastructure investments. But amidst this, we celebrated the achievements and the success of the contributing professionals.

Now we are gearing up for the end of the year, which will also see the largest construction event taking place in November 2017. The Big 5 will take place on November 26-29, 2017, at the Dubai World Trade Centre, which will see more than 2,500 exhibitors from 59 countries. The main event will be co-located with a new The Big 5 Solar, a dedicated HVAC-R hall, and a continued focus on technology and innovation. The event is also bringing back its improved version of talks, workshops with product sector focus, summits, live product demonstrations, and the awards.

We will be present at the exhibition with our full force and would like to connect with all the construction industry professionals to know more about them.

See you there!



Paromita Dey
Editor

✉ paromita@bncpublishing.net

🐦 [@paromitadey1](https://twitter.com/paromitadey1)

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CONSTRUCTION

ALDAR TO DELIVER ANSAM AND AL HADEEL HOMES IN DECEMBER 2018

Abu Dhabi based developer, Aldar Properties, continues to make steady progress across its destinations with the handover of Ansam and Al Hadeel homes to customers in December 2018.

On the west side of Yas Island, Aldar is preparing to hand over the Andalusian-style apartment development, Ansam, to customers during December 2017. External work is complete with landscaping commenced in October while internal final fit-outs are nearing completion.

Also nearing completion is Al Hadeel, located on Al Raha Beach, and featuring apartments, townhouses, and duplexes, which will also commence handovers to customers in December this year. Façade work is now complete and final fit-out and landscaping are entering final stages of completion.

Located on the coast adjacent to Al Bateen, Nareel Island is making steady headway as it moves closer to handover. Infrastructure works are progressing with road works well advanced and nearing completion. Similarly, Al Merief in Khalifa City, also being readied for handover, is moving forward with infrastructure work and roadworks at various stages of completion.

On Reem Island, the main contract has been awarded



by Aldar for The Bridges, a six-building, 1,272-home development that launched in April 2016 and sold out within three weeks. Piling works commenced in October as well. Also on Reem Island, Meera continues to make rapid progress. Construction work continues as per the schedule, with the superstructure complete for both buildings and cladding work well underway.

Elsewhere on Yas Island, at Yas Acres, the flagship golf, waterfront villa, and townhouse development on the island's northern shores, villa construction is underway on all 652 launched villas and townhouses. Construction has also com-

menced for the services supporting the main roads within the development.

Meanwhile, the majority of villas at West Yas, Aldar's first villa community on Yas Island, are structurally complete across the whole site with remaining construction and various works progressing as per schedule. Over 300 villas are in the final fix stage ahead of being handed over to customers.

At Mayan, the company's luxury golf and waterfront apartment development set alongside Yas Links Golf Club and the Yas Beach, foundation works are now complete, and the main contractor has commenced with construction. Cranes

are on site as work on the substructure continues.

In Al Ain, at Al Jimi Mall, expansion work continues to make headway. In the west extension, column work for the ground floor is almost complete and mechanical, electrical, and plumbing (MEP) works are underway, while in the north side retail park, foundation casting has commenced. Ceiling works in the food court and main atrium are now nearing completion, with strong progress being made on the eastern façade and southern car park landscaping. Due for completion during 2018, the expansion will add another 33,000sqm of retail, leisure, and F&B spaces.

INFRASTRUCTURE

KEO BAGS INFRASTRUCTURE DEAL WITH DUBAI MARITIME CITY

KEO International Consultants has been selected to provide master planning and infrastructure consultancy services for the Dubai Maritime City (DMC). DMC is a mixed-use development located in Dubai and divided into two parts – a commercial and an industrial district.

The DMC master planning and infrastructure project will support the organisation's vision, which aims to capitalise on Dubai's market strengths and position it as a regional and global maritime hub. The project intends to create an urban lifestyle for the maritime community.

Youssef Khalifeh, vice president of corporate business development and special projects, said: "It is a privilege to work with the Dubai Maritime City to develop a master plan and the necessary infrastructure to support the country's vision in being a regional and global maritime hub. Our un-



derstanding of the market and our agile leadership in adapting to our clients' needs are at the core of our business development strategy. We continue to build on our strong reputation in the market by working closely with clients such as the DMC to fully realise their aspirations."

KEO's consultancy services

will include the development of the DMC final master plan, infrastructure master plan, and traffic studies, as well as the preparation of infrastructure design and build documentation for the first phase of the project.

Glenn Platt, managing director of KEO-Infrastructure, said: "We are honoured to build

and lead strong trusted partnerships with clients such as the DMC. I am confident that KEO's team of international professionals will work admirably on this project to support DMC's vision and solidify Dubai's place as a leader in the maritime industry. Excitingly, this project adds to KEO's expanding portfolio of some of the region's most prestigious infrastructure projects."

The contract was signed during a recent ceremony attended by members of the key stakeholders involved in the project including Ali bin Towaih Al Suwaidi, general manager of the DMC; Fadil Binshafi, KEO Dubai partner; Glenn Platt, managing director of KEO-Infrastructure; Glen Sullivan, KEO's director of infrastructure services; Gamal Ahmed, KEO's business development manager of infrastructure; and Prathish Unni, senior project manager in the infrastructure division.

RESULTS

DUBAI'S DEYAAR REPORTS DIP IN ITS THIRD-QUARTER PROFITS

Dubai-based developer, Deyaar Development, reported a net profit of AED100mn in the third quarter of 2017 as compared to AED167mn in the same period last year. The net profit for Q3 2016 included a write-back of provision for impairment of investment in an associate and fair valuation gain on investment properties.

Deyaar recorded gross profit of AED182mn in Q3 2017 as against AED105mn

in the Q3 of 2016, according to its statement on Dubai Financial Market (DFM).

However, the company reported revenues of AED512mn for the first nine months of the year as compared to AED261mn in the same period in 2016, representing a 96% year-on-year rise in revenue. The increase is attributable to the robust sales and acceleration of progress in the construction of Deyaar's flag-

ship projects, including The Atria and Mont Rose, both of which currently exceed 80% completion. Midtown is on track to be completed by Q3 2019.

Saeed Al Qatami, CEO of Deyaar, said: "Over the past nine months of 2017, Deyaar has made major headway in three of our flagship projects while focusing on expansions within the hospitality segment to further grow our

portfolio. With the significant progress on our developments, Deyaar is witnessing a new cycle of growth that aligns perfectly with our long-term strategic plan driven by UAE Vision 2021."

In April, the company appointed Belhasa Engineering and Contracting Company as the main contractor for its Midtown Afnan and Dania districts in a contract worth AED600mn.

CONSTRUCTION

ADDRESS RESIDENCES JUMEIRAH RESORT + SPA APPOINTS MAIN CONTRACTOR

Address Residences Jumeirah Resort + Spa, a development located on the last available plot to be built on Jumeirah Beach Walk skyline, has awarded its main construction contract to Multiplex Constructions.

Multiplex has commenced mobilisation for the construction of the mixed-use 77-storey twin tower development with an effective built up area of approximately 257,000sqm. The project specifications include three basement levels, ground and podium levels, and 77 upper floors inclusive of the roof level.

The development will feature Address Jumeirah Resort + Spa hotel with 217 rooms and suites, Address Residences Jumeirah Resort + Spa serviced 'La Dolce Vita' inspired furnished apartments, and The Residences Jumeirah Dubai, managed by Address, the unfurnished residential apartments. The towers, set in a landscaped



natural environment with a direct beach access, will also offer signature Address Spa facilities, high-end food & beverage (F&B) outlets, retail, and other lifestyle and entertainment amenities.

Marcus Truscott, managing director of Multiplex Middle East, said: "It is an honour to play such an important role in the construction of this development. We look forward to working closely with the existing team to ensure the successful delivery of Address Residences Jumeirah Resort + Spa."

Mike Fraser, managing di-

rector of Mirage Leisure and Development, said: "The appointment of Multiplex as the main contractor follows on from the recent completion of the shoring and piling works for the project. We are confident that Multiplex will produce a high-quality product for Al Ain Properties, the owners of the project, and we look forward to the participation of client, contractor, and consultant team to make this project a success, adding yet another iconic tower to Dubai' already impressive skyline."

Address Residences Jumei-

rah Resort + Spa was successfully launched in 2016 and since then the project has received strong investor interest – from both the UAE and international markets.

Inspired by modern 'La Dolce Vita' themed interiors, the residences offer spacious living areas catering to all lifestyles with views of its surroundings. The luxury apartments also have high-quality fixtures including state-of-the-art entertainment and telecom connectivity. Residents will have access to more than 100m of beach frontage and several F&B concepts within Address Jumeirah Resort + Spa including the lounge at the top level and a signature Sky Restaurant.

With enabling and piling works completed, the construction works commenced in October. The development is scheduled to be completed in the fourth quarter of 2020.

FRENCH CONSTRUCTION COMPANIES TO GO BIG IN THE BIG 5 2017

To enable French companies to seize new opportunities or reinforce their existing presence, Business France, the national agency supporting the international development of the French economy, will once again be running three French pavilions at The Big 5 2017. A total of 26 French companies from the industry's various sectors will be presenting their products, services, and expertise to local businesses.

The French construction/finishing industry has strengths in sectors where technical sophistication, innovation, quality, and design play an essential role. With its highly-fragmented business ecosystem of 409,500 companies, generating total turnover of €126bn, France has the capacity to play an important role in the industry across the world, especially given that it is home to one or more of the global leaders in ev-

ery segment, including Vinci, Bouygues, Saint Gobain, Lafarge, and Schneider Electric to name just a few.

Projiso, the expert in manufacturing and marketing spray systems will take part in the show. The company offers a large range of products with multiple high-performances properties like thermal, fireproofing, and acoustic. The company is constantly seeking to improve its products, offer new

systems, and enhance its range of solutions.

GV2 – VEDA France will once again be attending The Big 5 to increase and consolidate its presence in the Middle East, Asia, Africa, and beyond. VEDA France design, manufacture, and sell a comprehensive range of firestop systems and joints for the construction industry including expansion joints, control joints, joint covers, firestop systems, stair nosings, etc.

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// **SNAPSHOT**

Master developer, Meraas, announced that the first phase of 1.8km-long Al Seef is now open to the public along Dubai Creek.

TOP 5 WEB STORIES



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- 1** CIA 2017 winners announced
- 2** Al Ghurair invests AED5bn in projects
- 3** KEO bags DMC deal
- 4** RSG on track with Burj Sabah
- 5** ATS unveils Jafza warehouse

RESTRUCTURING

TABARAK INJECTS AED500mn IN DRAKE & SCULL FOR CAPITAL INCREASE

Drake & Scull International (DSI) announced that it has successfully completed its capital restructuring program, which started at the beginning of 2018 as part of its efforts to improve the financial position of the company and enhance operational efficiency.

The completion of the program and the entry of Tabarak Investment as a strategic investor will enable the company's new leadership to move forward with its operational plans and focus on further enhancing its core competencies in the MEP sector to steer the company to recovery and sustainable growth.

Eng Abdulla Atareh, chairman of DSI, said: "Completing DSI's recapitalisation program is a significant milestone for the company and reaffirms the dedication and the commitment of the new board of directors in taking the necessary decisions that safeguard the interest of our shareholders and sets a solid foundation for the group to press

ahead with key strategic initiatives to regain business momentum.

"The completion of the program is a fundamental phase in rebalancing our capital structure and improving our liquidity and the new capital injection will be used to improve operations and accelerate projects execution, in addition to securing new project awards and pursuing opportunities to diversify our income and reinforce shareholders confidence."

He also added: "The Securities and Commodities Authority and the DFM played a key role in supporting the execution of the capital restructuring program while exhibiting the highest standards of professionalism. Furthermore, Tabarak Investment will continue to support the company financially and strategically. Lastly, with the successful completion of the capital restructuring program, the share capital of the company stands at AED1.07bn and the total equity of the group increased by AED500mn."



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ARADA LAUNCHES ANBER COMMUNITY IN SHARJAH'S ALJADA PROJECT



Following unprecedented sales at Aljada, Sharjah's largest mixed-use megaproject, real estate developer, Arada, launched the Anber Community, a collection of villas and townhouses located near the heart of the development.

Aljada, a master-planned destination covering over 2.2sqkm that is set to transform the future of Sharjah, was unveiled by HH Sheikh Dr Sultan bin Muhammad Al Qasimi, Supreme Council Member and Ruler of Sharjah. Since that date, and helped by Arada's first appearance at the Cityscape Global, over 500 units in Aljada's Phase 1 have been snapped up by buyers, making the project Sharjah's fastest-selling residential community.

The Anber Community features a selection of stylish and spacious villas and townhouses, all with extensive gardens and direct access to a lush and landscaped private park. Buyers can choose from a wide variety of two-, three-, and four-bedroom residences, positioned close to Aljada's leisure and entertainment destination, the Central Hub.

HE Sheikh Sultan bin Ahmed Al Qasimi, chairman of Arada, said: "In just a few short weeks, Aljada has seen exceptional sales, thanks in no small part to the support that the project has received from the highest levels of the Government of Sharjah. We are delighted at the reception Aljada has witnessed from the local community, and look

forward to delivering on our promise to create Sharjah's newest and most exciting destination."

With a gross real estate value of AED24bn, Aljada is ideally situated on the last major plot of undeveloped land in the heart of Sharjah, with connectivity to surrounding areas, and is an all-encompassing district that comprises considerable retail, leisure, and entertainment options, in addition to a wide range of residential and commercial offerings.

Delivered in phases starting in 2019, construction on Aljada will begin in the first quarter of 2018 and the entire project is expected to be completed by 2025. The Aljada masterplan is carefully designed with walkability and wide green

spaces in mind, allowing residents, workers, and visitors the ability to live, work, play, and be entertained within an all-inclusive and self-sustained precinct.

The development includes an extensive residential mix including standalone and semi-detached villas, townhouses, and apartments, complemented by generous open spaces and facilities including F&B outlets, schools, healthcare clinics, and mosques. A considerable portion of the masterplan is dedicated to green spaces and community facilities, creating an attractive opportunity for investors who want to buy in a new prime destination that perfectly captures the essence of Sharjah. 

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THE BALANCING ACT

Ozgur Yalcin, area manager for SSAB Middle East, highlights SSAB Strenx, which meets customer needs of low weight and high strength in lifting applications

Nowadays, globalised businesses, with digitised models, always ask for fast delivery and work cycles. Cranes and lifting equipment are therefore expected to provide high working speeds and short load cycles. The industry is aiming for more compact designs with lower deadweight and higher lifting capabilities.

Achieving higher payload and performance, with lighter structures of stronger steel, is utopia for those in the business of manufacturing and using lifting equipment. And high-strength steel has now made this possible. Mobile and loader cranes, aerial platforms, forklifts, excavator buckets, and other lifting equipment can greatly benefit from the usage of high-strength steel. High-strength steel boasts greater strength than conventional carbon steel. Lower weight ensures a higher and farther reach along with lower fuel consumption. A higher strength-to-weight ratio means better payload as well as savings in material costs and construction schedules due to lesser steel quantities and lower assembly operations.

INNOVATIVE AND ADAPTABLE APPLICATIONS

SSAB's high-strength steel and its various grades have been developed after years of close coordination and inputs from customers, and a deeper understanding of their needs and their unique challenges. Current grades of SSAB's high-strength steel are highly adaptable for various applications, with excellent bendability and high weldability.

In addition to the net payload, any lifting equipment has to carry its own. Now



“High-strength structural steel boasts uniformity by virtue of its homogenous properties, which ensures consistency and reliability in production and use.”

how do customers get stronger yet lighter and more efficient lifting products? To make products stronger, lighter or more efficient, the primary focus can be:

- Upgrade to a steel with a higher yield and tensile strength, such as Strenx
- Use less material in the product in order to save weight
- Optimise the design to suit the purpose of the product upgrade

At SSAB, we share expertise in high-strength steel design and implementation from decades of experience dealing with the lifting sector. This helps us direct lifting applications that are consumer-driven, cut weight without compromising strength and safety, lower fuel consumption, and reach higher peaks. Our flagship product Strenx features the world's widest choice of high-strength structural steels in terms of high quality, yield strength, and dimensional range. Yield strengths range from 600Mpa to 1300Mpa, with the latter being the strongest steel available on the market.

REDUCING WEIGHT WHILE IMPROVING STRENGTH

Common drive for strength is usually weight and thickness. Reaching higher heights on construction sites means erecting buildings, halls, bridges, and similar components faster, which often means heavier single lifts. The choice of steel for cranes and large lifting devices is vital in such scenarios and it must be able to withstand all applied stresses while carrying the loads from the lift.

DESIGNED TO REACH HIGHER AND WIDER

Strenx high strength steels' potential to improve performance is a natural consequence of its intrinsic steel properties like density and stiffness, as well



as how the designer optimises its use. To achieve both stronger and lighter structures, design engineers can benefit from the superior mechanical properties of high-strength steel while considering the design consequences. For example, some key considerations, not limited to these, can be:

- Stiffness when using thinner material
- Buckling phenomena can be handled as well with longer parts and thinner gauge
- Potential fatigue challenges from loading cycles

Despite the challenges, working with steel in the 600-1300MPa range can be highly rewarding especially with an optimised design. At SSAB, we work closely with our customer teams to address and solve their unique end-user requirements.

HIGH ON SAFETY

Another key benefit of high-strength steel clearly demonstrated is its capability to deliver greater performance without compromising the high levels of

personal safety required by lifting equipment. High-strength steel in a boom can make any lifting equipment more competitive through increased reach, both upwards and outwards, while also keeping the structure strong and safe yet light and sustainable.

High-strength structural steel also boasts uniformity by virtue of its homogenous properties, which ensures consistency and reliability in production and use, translating into a higher safety index.

Among applications, aerial platforms are a good example. Working at great heights quickly and safely requires dimensionally accurate high-strength steel components. High-strength steel also enables stable structures for the long-reaching concrete pump trucks (CPT) required for high-rise towers and complex construction sites.

STRONG BUT FLEXIBLE

High-strength steel possesses the unique trait of being strong yet flexible. High-impact toughness, which provides

for good resistance to fractures, is a guaranteed value, meeting strict specifications of load-bearing applications, and is a key advantage of high-strength steel. However, at the same time, high-strength steel boasts impressive ductility, which ensures a proper resistance behaviour when put under tensile stress such as tension, compression, or rolling. Bending and forming of complex shapes enhances design and production efficiency. High-strength structural steel is available across a wide dimensional range and its variety of thickness opens up tremendous possibilities for innovative design.

To sum up, high-strength steels offer significant weight savings over traditional steel grades, enhance possibilities of innovative design to improve efficiencies, and are flexible for use in 'hybrid' applications. From high yield and impact resistance balanced with considerable ductility to higher payload, lower fuel consumption, and increased greater safety, high strength steel is a clear winner for lifting applications. **C**

CONSTRUCTION INNOVATION AWARDS ME 2017



Curtain call

The curtains came down on yet another successful edition of the 2nd annual Construction Innovation Awards 2017, held on October 11, at the beautiful St Regis Dubai. More than 300 construction industry professionals attended the gala night where 21 categories were facilitated with the signature crystal trophies. The awards were held in association with Cimolai Rimond Middle East; du, the platinum ally; Thomson Reuters, the gold ally; JLG, the silver ally; and the category allies this year are – ALEC, Faithful & Gould, Ideal Standard, and CCS Gulf.



ENTREPRENEUR OF THE YEAR

KAREEM FARAH, CEO OF ENGINEERING CONTRACTING COMPANY (ECC)



“

It's my very first award of my career so far and a big thanks to the BNC team for organising a great event.”

Kareem Farah, chief executive officer of Engineering Contracting Company (ECC), was recognised as the Young Entrepreneur of the Year at the 2nd Annual Construction Innovation Awards 2017.

Since Farah took on this role in 2011, it has been recognised that the company has successfully completed a substantial portfolio of projects in the region, building on both its reputation and core strengths. Farah oversees the efficiency of project operations and the implementation of onsite policy and procedures.

Commenting on the win, Farah (left) said: “I feel very honoured and happy to have won this awards. It's my very first award in my career so far and a big thanks to the BNC team for organising a great event. I hope to win many more such accolades.”

YOUNG IDEATOR OF THE YEAR

MAHMOOD SHAIKHANI, MD FOR SHAIKHANI GROUP OF COMPANIES



Mahmood Shaikhani, managing director for Shaikhani Group of Companies was awarded the Young Ideator of the Year at the 2nd annual Construction Innovation Awards 2017.

As the MD, he has played a dynamic role in taking the group's business to the next level. At his young age, he was trained well by his father who instilled strong values and economic insights into Shaikhani. He has played an instrumental role in bringing the property arm of the business out of the global financial crisis that had eliminated most of the property developers from the market. Under his able guidance, the company's real estate business had emerged strongly from the crisis.

Commenting on the win, his brother Ahmed Shaikhani (left), who received the award on Shaikhani's behalf, said: "It's a great pleasure, and I'm very thankful to Construction Innovation Awards and the BNC team. This is an innovator award, and this will help us go a long way in this field."

“

It's a great pleasure, and I'm very thankful to Construction Innovation Awards and the BNC team.”

PROJECT MANAGEMENT FIRM OF THE YEAR

HILL INTERNATIONAL



“

It's glad to see that hard work is being rewarded and recognised. We are expanding and trying to get into affordable housing sector as well.”

Hill International was named as the Project Management Firm of the Year at the 2nd annual Construction Innovation Awards 2017.

Hill International provides program and project management, construction management, cost engineering and estimating, quality assurance, inspection, and claims avoidance to clients involved in major construction projects worldwide. The company has participated in over 10,000 project assignments with a total construction value of more than \$500bn. The company received a contract from Emaar Properties to provide program management services for the Dubai Creek Harbour Development in Dubai.

Commenting on the win, Arch Sar Haffar, vice president and PMO director, Hill International, said: “It's glad to see that hard work is being rewarded and recognised. We are expanding and trying to get into affordable housing sector as well.”

COMMERCIAL PROJECT OF THE YEAR

ETIHAD MUSEUM BY AL SHAFAR GENERAL CONTRACTING (ASGC)



Etihad Museum by Al Shafar General Contracting (ASGC) was named as the Commercial Project of the Year at the 2nd annual Construction Innovation Awards 2017.

The museum, which covers 2.5ha, involved restoring the Union House to its original state and replacing the existing flagpole with a slightly taller 123m masthead. The museum comprises eight sections and associated facilities.

Commenting on the win, Nashat Louis (centre), chief operating officer, ASGC, said: "We are very happy to win the award. We wish to participate further as well. This award recognises a lot of our efforts required for this project in the two years."

Other shortlisted nominations included History of Science Centre by Hoehler+Salmy and Salam Square and Gallery by Hoehler+Salmy.



This award recognises a lot of our efforts required for this project in the two years."

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After a successful delivery in Milan, the Pavilion has been dismantled and relocated to Masdar City. Now, we are working on the ultimate reconstruction of the Pavilion, to showcase sustainability projects embracing UAE's National Pride.

We are very proud to be a part of this ambitious mission.

HOSPITALITY PROJECT OF THE YEAR

DAMAC TOWERS BY PARAMOUNT HOTELS & RESORTS



Damac Towers by Paramount Hotels & Resorts was recognised as the Hospitality Project of the Year at the 2nd annual Construction Innovation Awards 2017.

The project's percentage completion is over 75% with superstructure works fully complete, and internal finishes, façade works, MEP works, carpentry and joinery works nearing completion.

Commenting on the win, Jehad Saleh (left), director-corporate communications at Damac Properties, said: "It's always exciting to win awards. The whole setup of the event is brilliant, it's fantastic to see the industry coming together under one roof."

Bulgari Resort & Residences by Faithful+Gould won the runner up for the same category.

Other shortlisted nomination included W Dubai – The Palm by Drake & Scull International.

“

It's always exciting to win awards. The whole setup of the event is brilliant, it's fantastic to see the industry coming together under one roof.”



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INFRASTRUCTURE PROJECT OF THE YEAR

BURULLUS POWER PLANT EGYPT BY ORASCOM CONSTRUCTION



Burullus Power Plant Egypt by Orascom Construction was recognised as the Infrastructure Project of the Year at the 2nd annual Construction Innovation Awards 2017.

Despite all the challenges and breaking all records in modern turnkey power plant construction, Orascom Construction and its consortium partner, Siemens, connected a total of 6,400 MW H-class Gas Turbines to Egypt's national grid in less than 24 months as part of Egypt's emergency power program.

Commenting on the win, Yasser Naguib (left), operations director, power generation business unit, Orascom Construction, said: "It's a great feeling after months of hard work. The whole team worked in extreme and tough conditions on this mega project. We hope to work on even bigger projects in the near future."

Other shortlisted nomination included Al Bade'a Road Project Dubai by Roads Department Ministry of Infrastructure Development.

“

It's a great feeling after months of hard work. The whole team worked in extreme and tough conditions on this mega project.”

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SUSTAINABLE PROJECT OF THE YEAR

THE SUSTAINABLE CITY BY DIAMOND DEVELOPERS



The Sustainable City by Diamond Developers was named as the Sustainable Project of the Year at the 2nd annual Construction Innovation Awards 2017.

The project, a net zero energy community, provides an array of luxury facilities and amenities that have no negative impact on the environment. A spokesperson (left) from Diamond Developers said: "I am very proud to win this award. We have received a lot of accolades this year as it is a very unique project. I would like to thank the organiser for giving us this award and we wish to continue on the same level."

Neighbourhood One Residences Masdar City by Multiplex won the runner up for the same category.

Other shortlisted nominations included Enterprise Command and Control Centre for DEWA by ASU, Muscat Bay, and Asphalt Road Emirates Road by Ministry of Infrastructure Development.

“

I am very proud to win this award. We have received a lot of accolades this year as it is a very unique project.”

RESIDENTIAL PROJECT OF THE YEAR

JUMEIRAH LIVING MARINA GATE BY SELECT GROUP



“

It's good to be recognised for the hard work in building a project. We would continue developing waterfront properties and other high-class projects.”

Jumeirah Living Marina Gate by Select Group was named as the Residential Project of the Year at the 2nd annual Construction Innovation Awards 2017.

For the winning project, enabling works has been already completed for the project and the main contractor has been mobilised onsite. Commenting on the win, Rahail Aslam (left), group CEO, Select Group, said: “It's good to be recognised for the hard work in building a project. We would continue developing waterfront properties and other high-class projects.”

City Walk by ASGC bagged the runner up accolade for the same category.

Other shortlisted nominations included Aykon City by Damac Properties, Azizi Riviera by Azizi Developments, City Walk by ASGC, Damac Towers Beirut by Damac Properties, Midtown by Deyaar, Sobha Hartland by Sobha Group, and Vincitore Palacio by Vincitore Real Estate.

SUSTAINABILITY INITIATIVE OF THE YEAR

REFLECTIVE ROOF COATINGS BY DOW CHEMICAL IMEA GMBH



The Sustainability Initiative of the Year Award went to Cool Reflective Roof Coatings by Dow Chemical IMEA GmbH at the 2nd annual Construction Innovation Awards 2017.

The product offers specific additional functionalities way beyond standard masonry paint. These include high solar reflectance and infrared emissivity as well as ability to resist wide temperature fluctuations and moisture absorption.

Commenting on the win, Fadi Matar (left), public and government affairs director for India, Middle East, Africa, and Turkey at Dow, said: "I think it's great to be a part of this whole event itself, and to participate with such leaders in the industry. The competition has been huge, and so to be nominated and then win is a huge achievement."

Other shortlisted nominations included Green Key Program by EGBC and SustainAbilities by Gulf Contracting Company.

“

I think it's great to be a part of this whole event itself, and to participate with such leaders in the industry.”

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HSE INITIATIVE OF THE YEAR

LIFE PRESERVING PRINCIPLES BY AECOM



Life Preserving Principles by Aecom was awarded the Health and Safety (HSE) Initiative of the Year Award at the 2nd annual Construction Innovation Awards 2017.

The initiative was launched in January 2017 to raise awareness about Aecom's nine Life-Preserving Principles (LPPs). Commenting on the win, Benjamin Legg (left), vice president for safety, health, and environment Middle East at Aecom, said: "It's a fantastic feeling because we have put a lot of effort into it. Safety is Aecom's core value that is held in the highest regard and when we conceived this program, we knew that it will have a huge impact. It's a great campaign for us and we are really proud to win this."

Safety Observation Card by Larsen & Toubro was awarded the runner up for the category.

Other shortlisted nominations included Safety in Design guidance book by Arcadis, High Risk Activity Monitoring Board by Drake & Scull International, Safety Gas Detection Systems by Eurotech Gas Services, Five star project grading system by Gulf Contracting Company, and You Promised Initiative - BK Gulf.



Safety is Aecom's core value that is held in the highest regard and when we conceived this program, we knew that it will have a huge impact."

CSR INITIATIVE OF THE YEAR

BECAUSE WE CARE CAMPAIGN BY DRAKE & SCULL INTERNATIONAL



“

We feel very happy and very proud. Excited and thrilled would describe it best!”

The CSR Initiative of the Year Award at the 2nd annual Construction Innovation Awards 2017 went to Drake & Scull International's Because We Care campaign.

The campaign adopted a different theme every month so that a multitude of topics were covered in a way that it has positive impact on everyone's morale. Commenting on the win, Muin El Saleh (centre), managing director UAE at Drake & Scull International, said: “We feel very happy and proud. Excited and thrilled would describe it best!”

Employee Wellness Campaign 2017 by ASGC was named the runner up for the category.

Other shortlisted nominations included Renovation of Manar al Iman school in Ajman by BASF, Reach into Qatar house renovation project by Gulf Contracting Company, Fishermen Shades project by Muscat Bay, and Healthcare and wellbeing initiatives by BK Gulf.

CONSTRUCTION EXECUTIVE OF THE YEAR

**MOHAMED JAFER MUSTHAFA
FROM DAEMAAR GROUP**



The Construction Executive of the Year awards at the 2nd annual Construction Innovation Awards 2017 went to Mohamed Jafer Musthafa from Daemaar Group.

Musthafa has taken the company ahead through a series of entrepreneurial challenges and is set to invest in needy communities and education/healthcare sector around the places that he has a business relation with. The company had seen an aggressive growth in the past two years under the management style of the young business owner.

Commenting on the win, Musthafa (left) said: "It feels so great; it has given me an enthusiastic feeling to do more things for the community and to take my company ahead. Next year, I need to achieve more awards!"

Chris Barry, general manager of BK Gulf, won the runner up accolade for the same category.

Other shortlisted nominations included Ayman Mohamed A Elgabbar, operations director at Drake & Scull International; Dr Paul Prabakar, technical and business development director at Eurotech Gas Services; and Grahame McCaig, general manager at Gulf Contracting Company.

“

It feels so great; it has given me an enthusiastic feeling to do more things for the community and to take my company ahead.”

ENGINEER OF THE YEAR

CLEMENT GUNASEKAR FROM AL FARAA GENERAL CONTRACTING



“

This is really encouraging after facing a lot of hurdles. I always wish that such accolades will encourage youngsters like us to perform better.”

Clement Gunasekar from Al Faraa General Contracting was recognised as the Engineer of the Year at the 2nd annual Construction Innovation Awards 2017.

Gunasekar was recognised for his efforts to improve the accuracy and transparency of monthly reported commercial figures for the company and his drive to optimise the company's expenditure in the most cost-efficient manner possible in a demanding working environment.

Commenting on the win, Gunasekar (left) said: “It's an honour for me to win this award. I was not expecting this at all and it was a big surprise. This is really encouraging after facing a lot of hurdles. I always wish that such accolades will encourage youngsters like us to perform better.”

Other shortlisted nominations included Muhammad Khogali, lead engineer at Dow Chemical IMEA GmbH and Mohammad Madji Kaseem, site engineer at Drake & Scull International.

PROJECT MANAGER OF THE YEAR

**JOHN RINARD,
PARSONS INTERNATIONAL**



John Rinard, project director and vice president, Parsons International was recognised as the Project Manager of the Year at the 2nd annual Construction Innovation Awards 2017.

As a project director, Rinard manages all activities through a leadership team that requires mandatory agreement from Egis and Systra. Upon joining Riyadh Metro Transit Consultants, Rinard was challenged with a new senior leadership structures on the project. He successfully managed this reorganisation by turning it into an opportunity. Commenting on the win, Rinard (left) said: "It's a fantastic event, this award is really special to me, I thoroughly enjoyed working with fantastic people all these decades and especially on this project."

Walid Ahmed, projects director from Schon Properties, won the runner up accolade for the same category.

Other shortlisted nominations included Henk Mol, senior contracts manager from ALEC; Bassam Salameh, project manager, Warner Bros. World Theme Park from Drake & Scull International; and Alasdair Leven, senior projects manager from Faithful & Gould.

“

This award is really special to me, I thoroughly enjoyed working with fantastic people all these decades and especially on this project.”

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KIRBY BUILDING SYSTEMS



The Supplier of the Year award went to Kirby Building Systems at the 2nd annual Construction Innovation Awards 2017.

The company is one of the global leaders in the design and manufacturing of pre-engineered steel buildings and structures, offering customers a wide range of customised and cost-effective steel building solutions. Their MEA presence is with two plants in Kuwait and the UAE, 18 sales offices, and workforce of more than 1,000 employees. The company covers applications in major market segments including heavy and medium industries, automobile, general engineering, commercial buildings, warehouse, oil and gas, and leisure structures and other sectors.

Commenting on the win, Navaz Malikakkal, general sales manager UAE, Kirby Building Systems, said: "It's good to be recognised in the industry as one of the leading suppliers. We've done a really great job last year on our megaproject, and I think the entire team deserves this award."

The runner up for the category went to Fischer.

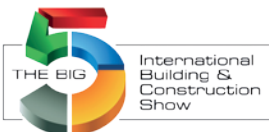
Other shortlisted nominations included Rapid Access LLC, Vetrotech Saint Gobain, and Himoina.

“

We've done a really great job last year on our megaproject, and I think the entire team deserves this award.”



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FM COMPANY OF THE YEAR

DEYAAR FM



Deyaar FM was crowned the Facilities Management (FM) Company of the Year at the 2nd annual Construction Innovation Awards 2017.

The company, through its strategic planning and efficient policies, has led to continued growth since it was launched in 2015, when it officially turned out to be an independent entity. From 2014, when facilities management was established as a division in its parent company, to 2016, its total number of staff and labourers has increased from 143 to 231 (from five staff in 2014 to 35 in 2017; labourers increased from 138 in 2014 to 398 in 2017), and its fleet has more than doubled from 12 in 2014 to 40 in 2016.

Commenting on the win, Asif Siddique (left), executive director, Deyaar FM, said: "It's an honour to win this award. I am really thankful to my management and the team members who have supported the company to deliver all the strategies. I am hoping that the company will do even better next year."

Other shortlisted nominations included Emrill, BK Gulf, and EFS.

“

It's an honour to win this award. I am really thankful to my management and the team members who have supported the company to deliver all the strategies.”

MEP CONTRACTOR OF THE YEAR

AL SHAFAR UNITED (ASU)



“

I am very excited and thrilled to win this award. This award is testament to the hard work and dedication provided by our team.”

Al Shafar United (ASU) was recognised as the MEP Contractor of the Year at the 2nd annual Construction Innovation Awards 2017.

ASU was established as an electro-mechanical department in Al Shafar General Contracting (ASGC) in the year of 1989, taking part in development projects being carried out in Dubai. With a vast portfolio of projects such as The Waldorf Astoria Hotel in Palm Jumeirah, Bay Square in Business Bay, Etihad Museum, Valiant Clinic in City Walk, Blue Water Residential on BlueWaters Island etc, the company is reinforcing its presence in the electro-mechanical construction industry.

Commenting on the win, Ashraf Samy Botros (centre), managing director, ASU, said: “I am very excited and thrilled to win this award. This award is testament to the hard work and dedication provided by our team.”

The runner up for the MEP Contractor of the Year category went to BK Gulf.

Other shortlisted nominations included ALEMCO and Drake & Scull International.

REAL ESTATE DEVELOPER OF THE YEAR

AZIZI DEVELOPMENTS



Azizi Developments bagged the Real Estate Developer of the Year at the 2nd annual Construction Innovation Awards 2017.

The developer has been instrumental in developing some of the most well-known properties in the Meydan, Palm Jumeirah, Dubai Healthcare City, Al Furjan, and Jebel Ali. What sets them apart from other developers in the market is that they are a construction-driven company with over 100 projects under development. Furthermore, the company is one of the very few developers that invests its own equity into a project, prior to the launch.

Commenting on the win, Fawad Azizi (left), deputy CEO, Azizi Developments, said: "We're honoured to be here and to receive this award for the second time. We just love this event and how it's just so construction-specific; it really works with our core principles to construct and deliver to our customers."

Other shortlisted nominations included Damac Properties, Deyaar Development, MAG PD, and Sobha Group.

“

We're honoured to be here and to receive this award for the second time.”

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CONSULTANT OF THE YEAR

AECOM



Aecom bagged the Consultant of the Year at the 2nd annual Construction Innovation Awards 2017.

The company has established itself as one of the largest planning, design, and project management firms in the region. Their 4000-strong workforce in the Middle East is backed by a global team of over 90,000, spread over 150 countries. During the past year, they have continued to work on Hamad Port, Al Maryah Central, and Midfield Terminal Complex as well as adding a number of new contracts to its projects portfolio across the Middle East.

Commenting on the win, Asif Shafi (left), senior vice president, Aecom, said: "I feel on top of the world, it is the best award of them all. I want to thank everyone especially our clients, it's their trust that has given us this opportunity. The award ceremony is very well attended, well organised event. We are currently in the process of bringing new initiatives in the region."

The runner up for the Consultant of the Year category went to Parsons.

Other shortlisted nominations included Arcadis, Faithful +

“

I feel on top of the world, it is the best award of them all. I want to thank everyone especially our clients, it's their trust that has given us this opportunity.”

CONTRACTOR OF THE YEAR

**ORASCOM
CONSTRUCTION**

“

We are very happy to win this award. It's been a long journey since we started in 1950, and we hope to soon be the best contracting company in the Middle East.”

Orascom Construction was named the Contractor of the Year at the 2nd annual Construction Innovation Awards 2017.

The construction division of Orascom ranks among the world's top global contractors with 2016 revenues of \$4.033bn. The company employs more than 46,000 people in over 23 countries and own an equipment fleet worth over \$250mn. The company provides services on large, complex and demanding industrial, energy, commercial, water, sewage, transportation, telecommunications, maritime, tourism and railway projects for private and public customers and have earned a reputation for delivering quality work under difficult conditions, on schedule, and at competitive prices.

Commenting on the win, Ayman El Gayar (left), managing director for the UAE, Orascom Construction, said: “We are very happy to win this award. It's been a long journey since we started in 1950, and we hope to soon be the best contracting company in the Middle East.”

The runner up for the Contractor of the Year category went to ALEC.

Other shortlisted nominations included Al Bawani, Al Kifah Contracting Co, ASGC, ECC, and Trojan Holding.

LIFETIME ACHIEVEMENT AWARD

PNC MENON,
SOBHA GROUP



The Lifetime Achievement Award went to PNC Menon, founder and chairman of Dubai-based developer, Sobha Group, at the 2nd annual Construction Innovation Awards 2017.

Menon's entrepreneurial journey of four decades has enabled Sobha Group to emerge as a multinational, real estate and construction group with significant interests and investments in India, UAE, Oman, Qatar, Bahrain, Brunei, and Tanzania. Based in Dubai, he remains focused on executing the company's ambitious growth plans in terms of both geographic expansion and sector diversification. As the India business continued to mature and expand, Menon began exploring international opportunities to fuel further growth. In 2013, he launched two major real estate developments in Dubai, Sobha Hartland and Mohammed bin Rashid Al Maktoum City - District One.

Commenting on the win, accepting the award on Menon's behalf, Jyotsna Hegde (left), president at Sobha Group, said: "His entire life has been dedicated to the industry, providing quality products to the customers. He would be very thankful to the BNC team for recognising his contribution. I think this award would reinforce his commitment to deliver more quality products to the people."

“

His entire life has been dedicated to the industry, providing quality products to the customers. He would be very thankful to the BNC team for recognising his contribution.”

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Runner-ups at the 2nd annual Construction Innovation Awards 2017.

Awards Gallery





Hind AlMutawa, chief innovation officer, Ministry of Energy.



CONSTRUCTION INNOVATION FORUM

The 2nd Construction Innovation Forum 2017 focussed on the current topics of sustainable architecture, digital transformation techniques like augmented reality, advances in technology and construction over the next 12-15 years, and affordable housing ahead of Expo 2020. More than 100 people attended the forum, which took place on October 11, 2017, at the St Regis Dubai. The keynote speech was delivered by Hind AlMutawa, chief innovation officer, Ministry of Energy.

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PANEL: AFFORDABLE HOUSING

AFFORDABLE IS THE KEY



A low-income housing policy aiming to provide apartments for low-income people have been approved by the Dubai Government. The government have been taking initiatives to expand affordable housing ahead of Expo 2020 for the middle and the low-income groups.

In the first panel of discussion at the Construction Innovation Forum 2017, 'Affordable housing ahead of Expo 2020', experts addressed the immediate need for low-to-middle income housing and its potential benefits.

The discussion, which was moderated by Stephen Marney, included (from left to right) Arch Sar Haffar,

vice president and PMO director, Hill International; Cian Farah, managing director, Aurora Real Estate Development; Sailesh Jatania, CEO, Gemini Property Developers; and Craig Plumb, head of research for MENA, JLL.

Commenting on the topic, Farah said: "From the government and private developers to banks, everyone is trying to make affordable housing their priority. Dubai South is the upcoming destination where the government is shifting their focus to."

Pointing out the role of the developers, Jatania said: "Affordability is coming to light in the current scenario

and the government is trying its best to meet the demands. Most of the developers are offering affordable housing to the middle-income segments and that's where we need to do more."

When asked about the solution to the challenges, Plumb added: "As population growth and urbanisation continue, the UAE is facing growing pressure to accommodate the evolving needs of both nationals and expatriates. This includes the need for more good quality, affordable accommodation within developed communities, for middle income individuals and households."

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PRESENTATION

EVOLUTION ALL THE WAY



Botan Osman, managing director, Restrata, said that evolution of technology and construction techniques will shape our cities in a different way in the next 12-15 years.

Delivering a presentation entitled 'Securing Infrastructure in 2030: Technology Evolution' at Construction Innovation Forum 2017, Osman highlighted the technologies to watch out for in the future for a secured infrastructure and built environment, encouraging active participation from the attentive audience.

Osman assumed the mantle of MD at Restrata in February 2017. He joined Restrata in 2013 from the Kurdistan Regional Government of Iraq, where he served as the head of the KRG Department of IT and IT Advisor to the Prime Minister.

During his tenure, he founded and developed the KRG Department of IT from the ground up, leading on a number of important initiatives, including the establishment of a Regional IT Academy, the KRG Biometric Elec-

tronic ID Card System, the design of the cloud-based regional data centre, and the development of the KRG wide IT Strategy and Blueprint.

Commenting on his speech, Osman said: "Demand for connectivity will continue to rise in the future. Building security sensors may adjust themselves in the future, detecting the level of the threat. The tech from the film *Minority Report* is very real and now. And that only stresses on better security solutions."

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PANEL: SUSTAINABLE ARCHITECTURE

A SUSTAINABLE FUTURE



In the second panel discussion at Construction Innovation Forum 2017, 'Sustainable Architecture in the GCC', industry experts discussed the importance of sustainability in the architecture of the developments.

The panel, moderated by Stephen Marney, featured (from left to right) Justin Vaughan, senior security consultant, Restrata; Yulliana Porter, associate director for Allen Architecture Interior Design (AAID); Scott Coombes, direc-

tor, AESG; and Medy Navani, CEO and founder, Design Haus Medy.

The influence of sustainability in architecture has broadened in Dubai over the last couple of years. Commenting on the same, Porter said: "Dubai is so caught up in building projects, that we are not stopping to consider how important a sustainable approach is. We need to focus more on sustainability aspect to achieve the optimum results."

Continuing on the same, Coombes of AESG highlighted how sustainability doesn't necessarily mean extravagant bills for the developers. Vaughan also pointed out the government's responsibility of educating the private developers on sustainable infrastructure.

Concluding the panel, Navani pointed out: "Sustainability is an age-old tradition; it's now important to reinforce these age old principles."

PANEL: AUGMENTED REALITY

A BIG LEAP IN THE FUTURE



The virtual reality (VR) market in the GCC is growing at a rapid rate, driven by several factors. In the final panel discussion at the Construction Innovation Forum, 'Virtual Reality Technology', experts discussed the effects of virtual reality as an experience for the end users.

The panel, also moderated by Stephen Marney, included (left to right) Ayman Jaber, founder and executive creative director, Integr8; Dany E, founder and CEO, Pixelbug; Charles Dunk, civil BIM manager, Aecom; and Michael Edmonds, sales manager at Takeleap.

A large part of real estate purchase involves consumer expectation that the property will promise a specific experience, as displayed by (in most cases) proposed digital imagery. Until recently, meeting that expectation has always proved to be a bit of a gamble. Many a times, a consumer might find a property not quite as spacious as the one the photo boasted of. On other occasions, the entire layout may seem off. Here's where augmented and virtual reality come into play.

Commenting on the same, Edmonds

said: "We are already investing in providing VR technology to the developers in Dubai so that they can use it to the fullest."

Dunk believes in working with the technology at a foundation level, and highlights that it has changed the way building models are designed today. "We are in a sci-fi movie like era, where technology is evolving quickly."

Dany concluded: "We have a huge appetite for the technology in the region. We have a long way to go and we are slowly reaching there."



Forum Gallery





MARKET ACCESS

Terex Middle East's **Sharbel Kordahi** talks to *CBNME* about the access equipment market in the region

Representing all the products and services of Terex Corporation, notably including Terex Aerial Work Platforms (AWP) Genie access equipment brand, Terex Equipment Middle East was first established in 2007. Headquartered in Dubai, the company supports the sales of the full Genie product portfolio across 41 countries in the Middle East. The Genie brand comprises the world's broadest aerial access offering, ranging from material and personal lifts, boom lifts, scissor lifts, to telehandlers.

Managing director Sharbel Kordahi tells *CBNME* that sales of Genie aerial access equipment represents a 25% share of the Middle East market, largely driven by the construction and oil and gas sectors. A slowdown in the latter, especially in Saudi Arabia, slowed demand in the first half of 2016, but he reveals markets like Kuwait, the UAE, and Qatar partially compensated for the gap in sales, and the company had a strong finish to the year with a healthy pipeline of prospects.

"Q1 2017 also started low, but we have seen our pipeline increase on a weekly basis, with customers gearing up for purchasing and renewing/increasing their fleets. In Q3 and Q4, we are expecting demand to be significantly higher than it was three months ago. Interest is high for versatile machines that offer higher lift capacities and quiet, zero emissions operation such as our Genie Extra Capacity (XC) boom family and all-electric Genie Z-60/37 DC and hybrid Genie Z 60/37 FE lifts."

According to Kordahi, productivity is a key focus for buyers of access equipment in the region and the company has concentrated on supplying powerful kit and meeting demand for greater efficiency.



“In Q3 and Q4, we are expecting demand to be significantly higher than it was three months ago.”

"The models of the Genie Extra Capacity family of booms respond to this need by offering from 300kg up to 454kg in the restricted zone, which is 32% more capacity than the industry standard. They also include new design features to increase efficiencies and make work easier such as our telescoping Jib Extend design, new Mini XChassis, new Genie Automatic Envelope Control Technology, and Zero-Load Calibration capabilities," he explains. "By providing the ability to perform more tasks more rapidly and easily with a single machine, these XC models are extremely versatile and productive, which is excellent for rRoIC



(rental return on investment capital)."

The swelling numbers of hotels, malls, and the large number of stadiums in the Middle East keep demand for maintenance steady. The facilities management companies that maintain these structures increasingly need low or zero emissions equipment adapted to indoor as well as outdoor applications ("even on rough terrain," he adds).

"As a result, we are experiencing strong interest for our all-electric 18m Genie Z-60/37 DC boom, hybrid Z-60/37 FE lift (the Z-60/37 FE was awarded 'Rental Product of the Year 2017' by the European Rental Association) and the lightweight and compact 12m electric Genie Z-33/18 boom. These economical and environment-friendly models combine the benefits of the latest Genie technology to provide reduced operating costs, powerful, true 4WD capabilities, with the advantages of clean, quiet, low or emission-free operation adapted to indoor as well as outdoor tasks. Thanks to their state-of-the-art power sources, these models are particularly economical to operate, and due to the simplicity of their design, they are also easier and economical to service and maintain."



Kordahi cites a recent sale of three Genie Z-60/37 DC booms to Dubai Parks & Resorts as a good example of the appeal of this new generation of machines.

“Dubai Parks & Resorts chose the boom as an alternative to separate diesel and electric-powered units. It provides more performance in a compact unit than any other 20m electric powered boom on the market. Offering a platform height of 18m, a horizontal outreach of 11.15m, and an up-and-over clearance of 7.4m, the lift combines the 4WD performance of a traditional diesel-powered machine with the benefits of quiet, environment-friendly all-electric operation offering full workday indoor and outdoor emissions-free performance on just one battery charge. Weighing 2,268kg less than the Genie Z-62/40 boom, the lift provides the ability to access many work environments that other models cannot.”

In addition to its electric and hybrid booms as well as its popular scissor lifts, Terex Equipment Middle East is also receiving more demand for Genie’s protective solutions, such as its Lift Guard Contact Alarm (which prevents operators from crushing and

injuries caused by overhead obstacles) and the Lift Guard Fall Arrest Bar that focus on operator safety.


“The Fall Arrest Bar is the only system of its kind on the market and enables operators to work at height safely, when required to step outside of the platform onto an adjacent structure by the means of a shock-absorbing lanyard that ties-off onto the platform to use their Genie booms as an anchor. Many of our latest models, and notably our new Genie X^{Tra} Capacity (XC) booms, all include new low-maintenance load-sense cell technology that monitors the weight on the platform and disables function if the load exceeds the platform load limit.”

Al Mahroos Trading was appointed as the first Authorised Genie Service Provider in the Middle East earlier this year. Based in Dubai, the company has begun offering skilled field support, parts, maintenance and training, as well as full rental fleet management solutions. Al Mahroos is also promising to roll-out the service which is tailored according to individual customer requirements, throughout the UAE.

“Service is a top priority and our aim is to be closer to our customers and have a faster response to their needs.

This includes faster deliveries, faster service solutions, and the best value propositions for their businesses,” he explains. “Genie customers in Dubai and the Northern Emirates are the first to benefit from the additional technically-skilled hands.”

As the market matures, rental company ownership is advancing quicker than ever. In the past 18 months, Kordahi has noted their high utilisation rate, “means that many contractors and end-users are increasingly opting for renting machines versus buying. We are seeing high rental demand notably in Kuwait, the UAE, and Qatar”.

He argues that this trend is being driven by market uncertainty and contractors beginning to see the advantages of machine rental to avoid issues related to ownership, such as making the initial investment, maintenance, transportation, documentation and utilisation: “With this in mind, our latest models are designed to perform in an extremely wide range of indoor and outdoor tasks to increase rates of utilisation. This is exactly the type of solution rental customers are looking for to adapt to customers’ needs and boost their returns on investment (ROI).” 

DEDICATED TO UNDERSTANDING

How fleets have helped develop Ford Trucks' expanding range of vehicles



Understanding the needs of each of its customers is only possible because of Ford Trucks' dedication to building long-term partnerships with fleet owners and operators across the region. This has been a vital element in the company's expansion in the Middle East as it prepares to add a new 6x4 tractor to the successful Ford Trucks Series.

The Ford Trucks team can provide a unique experience for each customer by identifying the correct solution based upon their business needs. Ford Trucks provide tailor-made solutions and products with seamless support on important international routes in Eastern Europe, Middle East and Africa, and CIS.

Ford Trucks latest generation of trucks benefit from the mighty Ecotorq engine which offers high-driving performance with up to 430 hp of power and 2,150 Nm of torque but also offers fleets higher efficiency. The 13l Ecotorq engine-powered trucks feature 12-speed, ZF automated transmission

options which are purposely-designed to provide an easier driving experience for drivers and deliver efficient fuel consumption for businesses. According to tests conducted by independent institutions, the new Ford Trucks Series reaches the significant fuel consumption values while offering high performance in all conditions with its improved torque and horsepower figures.

Through many years of experience, Ford Trucks knows that the best support can be given to customers by understanding how to keep drivers comfortable to optimally improve their productivity. Consequently, the company's optimised interior design of their trucks can have a substantial impact on operational cost. While its trucks may be powerful, Ford Trucks' care in cab design ensures that the driver is able to maximise their potential. A driver's knowledge and ability to maintain his concentration and performance is crucial to a successful fleet business. Since the best way to increase that is

through ergonomics, comfort features and proper product training are key benefits provided by Ford Trucks.

When it comes to the Middle East, cab ergonomics remains another important factor in the decision-making process for fleet purchasing managers and there are different requirements from different segments. Mostly, the fleets are keen to have an ergonomic cab where field drivers look for a solution to reduce stains caused by rugged construction area. For instance, in a large country like Saudi Arabia, where the transfer of goods is done by road transport, the distance from north to south of the Kingdom can be even longer than the distances between cross-country travel in Europe. With many transporters now operating cross-borders to, distance cab ergonomics and comfort level has become very important for the driver. A poorly designed cab that has not been developed for this role can affect the driver's performance as well as his ability to drive safely over long hours. It is extremely important



for the company to provide the necessary comfort and safety for its clients and fleet drivers.

With that aim, the new Ford Trucks Series has been shaped with enhanced air-suspended driver seats and independent cab suspension support from four different points to counteract unwanted vibration from the ground for construction drivers and extra storage areas with two 50l and one 20l upper drawers for long haulers. Also, the new series comes with four different types of cabin - low roof day cab, low roof sleeper cab, high roof sleeper, and extra high roof sleeper - so customers can make the right choice as per their business needs.

In addition to comfort features, safety is another essential priority for Ford Trucks in the region. The tough working environmental conditions and the need to work within a wide network of logistics - in a region where long transportation trips are typical - makes safety critical. For that reason, Ford Trucks has developed secure technologies within its new series. The most important ones



Ford Trucks is aiming to build long-term relationships with its regional customers by understanding their needs.”

Mustafa Caner Sinanoglu


among those technologies are the cruise control system and Electronic Stability Program (ESP) which becomes active when the vehicle is pushed away due to various reasons and cruise control if the trucks get out of its line without a driver's will. Those systems helps the vehicle to move forward safety. The Active Emergency Brake System is also another innovation, which demonstrates that Ford Trucks models offer a high level of safety.

Ford Trucks has also improved braking on its new models compared to its previous generation and the new Ford Trucks Series has a braking system that is now seven times stronger. In addition to a 400kW engine brake, it also offers a 600kW interarder as an option to fleets. Placing an emphasis on movement on the road, the total 1,000kW braking power clearly shows how much the new Ford Trucks Series' cares about stopping.

Ford Trucks support all clients with

different packages and options regarding of their business requirements. With fleets increasingly focussing on operational efficiency, Ford Trucks' own fleet management system is proving more and more desirable among its clients. Through the system, they are able to keep a close track of driving behaviour and truck's operation.

Ford Trucks owns the motto of "sharing the load" for a purpose because the company knows how important it is to share the load with all parties: drivers and fleet owners or managers. That is the reason Ford Trucks is always focussed on new technologies and safety solutions. The company employs more than 500 research and development (R&D) engineers to ensure that this philosophy is followed throughout development. With its long history and experience of different regions around the world, Ford Trucks adheres to the best standards in ergonomic design and comfort when it comes to its cab development to help take businesses forward.

"Ford Trucks is aiming to build long-term relationships with its regional customers by understanding their needs," says Mustafa Caner Sinanoglu, regional director of the Middle East. "All of Ford Trucks vehicles boast a reassuring combination of durable components (driveline, cab, chassis etc) and the range is served with a wide network of aftersales to support uptime and the two years warranty which can be extendable for three years and with optional customised service contracts and a telematics system throughout the Middle East." 

DIVERSIFICATION IS KEY

Investment into port infrastructure will form an increasingly important means of facilitating economic diversification in the GCC over the coming years, according to BMI Research

Each of the GCC countries have made the development of port and logistical infrastructure a centrepiece of their respective economic diversification plans, which has firmed up the port project pipeline in the Persian Gulf.

With the price of Brent crude forecast by the oil and gas team at BMI Research to rise only modestly to \$63 per barrel by 2019, the GCC governments will continue to invest significant amounts of capital into port projects in an effort to leverage their advantageous location along major world trade routes to stem a protracted downturn in hydrocarbon revenues by stimulating other parts of their economies.

The transformative impact of additional investment into port infrastructure will be the most pronounced in Kuwait, given the scale of investment and the overwhelming degree to which the country relies on revenue from oil production. Kuwait has been the most aggressive GCC country in laying out an ambitious port development scheme in an effort to expand its logistics capacity. Central to its goal is ongoing progress at the \$16bn Mubarak Al-Kabeer port on Bubiyan Island, which will be the primary driver of growth in the country's wider transport sector out to 2018 and is primarily responsible for Kuwait's outperformance with regard to port infrastructure value in the GCC.

In 2017, Qatar inaugurated the first phase of the \$7.4bn Port of Hamad, which upon eventual completion in 2020, will be the largest port in the Persian Gulf and allow the country to compete in the regional trans-shipment market currently dominated by the Port of Jebel Ali in Dubai. The opening of the first phase of the port has been crucial in allowing the country to mitigate the negative economic impacts associated with the June 2017 blockade (which saw some GCC neighbours cut diplomatic ties and



border crossings), with the volume of import containers at the Port of Hamad doubling in September compared with the average number of import containers received in each of the first six months of the year. Prior to its inauguration, Qatar was in large part forced to rely upon imports passing through other regional GCC ports.

Under the auspices of its expansive economic diversification initiative Vision 2030, Saudi Arabia announced a \$30bn investment package targeting an expansion of the country's port capacity. Emblematic of Saudi Arabia's emphasis on port infrastructure as means of facilitating broader economic diversification is the ongoing construction work at the King Abdullah Port, which aims to capitalise on its location along the crucial Suez Canal trade route (which accommodates 25% of the world's non-oil trade) to become a transshipment hub. Heightened activity in the sector is seen of late – most recently, Saudi Aramco signed a joint development agreement with the National Shipping Company of Saudi Arabia, UAE engineering firm Lamprell, and South Korean firm Hyundai Heavy Industries to develop a maritime yard valued at \$5.4bn at Ras Al-Khair.

Oman is set to make further progress in attracting port and ancillary logistics infrastructure investment at its

four special economic zones along the coast - Sohar, Salalah, Al Mazunah, and particularly Duqm, which is expected to continue to be the beneficiary of Chinese investment associated with the development of the \$10bn Sino-Oman industrial City. More broadly, Oman's geographic location outside of the Strait of Hormuz will ensure that it remains an attractive investment destination for investors looking to establish industrial and manufacturing supply lines in less risky areas, which will serve to help Oman develop its non-oil economic base under its National Programme for Enhancing Economic Diversification.

Within the UAE, it is expected that Khalifa Port in Abu Dhabi will emerge as an increasingly viable transshipment hub and play a key role in diversifying the emirate's economic base away from oil under the aegis of Abu Dhabi Economic Vision 2030. Opened in 2012, it is noted that the government is currently sponsoring an expansion of the port's capacity, which is projected to have the capacity to handle 15mn containers a year by 2030, and has granted China-based COSCO a 30-year concession to operate a \$700mn port terminal. Khalifa Port will anchor the wider Khalifa Industrial Zone Abu Dhabi (KIZAD), which upon completion in 2030, is expected to contribute up to 15% of Abu Dhabi's non-oil GDP. 

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