

Suppliers in the spotlight

A round-up of the latest news and announcements from industry suppliers in the Middle East



SmartGlass

New international sales manager appointed to develop Middle East profile

Dublin-based glass supplier SmartGlass International (SGI) has appointed Martin Potter to manage the company's international brand portfolio. As international sales manager, Potter (pictured above) will have responsibility for expanding the SGI brand in the Middle East and growing the company's international presence and sales.

"Developers in the Middle East are looking for high-quality, innovative materials and products to fit out interiors from healthcare facilities through to hotels," Potter commented.

"The use of intelligent smart glass provides added value and increased flexibility in new building design, improves working environments and building ergonomics, saves energy, and increases the wellbeing of occupants."

The company exports "electronically switchable glass" to markets in more than 50 countries. SGI has been operating in the region since February 2009.

Products include LC SmartGlass and SPD-SmartGlass, both developed to meet the needs of the commercial, hospitality, healthcare, marine, aviation and security and industrial and exhibition market sectors.

Users can adjust the transparency of the glass at the flick of a switch, adding value and increasing flexibility in building design.

A recent study by the University of Cambridge concluded the use of SmartGlass can reduce solar gain by up to 90%.



Saint-Gobain Gyproc

Supplier becomes "first in the Middle East" to warrant drylining systems

Abu Dhabi-based materials developer Saint-Gobain Gyproc has launched SpecSure, a drylining system warranty to guarantee the use of Gyproc products within its systems.

Drylining systems comprise Gyproc plasterboards, Gypframe metal components and Gyproc accessories, such as jointing compound, tapes and screws.

The company's drylining systems, which comprise of Gyproc plasterboards, Gypframe metal components and Gyproc accessories, such as jointing compound, tapes and screws, were recently showcased to consultants, architects and project engineers at the Gyproc Seminar. The seminars are held every quarter.

Case studies conducted on the materials showed a projected saving of more than 30% when block-work was substituted for light-weight drylining partitions.

The use of the systems can also reduce the building programme by 65% and increase saleable floor space by 6%, according to information from the company.

"Our systems withstand the robust demands of today's construction methods and building uses and provide comfortable living and working environments," explained Gyproc technical manager Jason Hird (pictured above).

Previously active in the Middle East under the British Gypsum and BPB Gyproc brands, the first dedicated manufacturing plant opened in Abu Dhabi in 2001.



AC Cleaner

HVAC company seeks Emirati partners for franchises in the UAE

Following the development of a new method for cleaning air conditioning systems, AC Cleaner is inviting Emirati companies to join its network of franchise dealers to distribute the systems in the Middle East.

The newly-developed cleaning system reduces the likelihood of breakdown, extends the lifetime of the product and improves energy efficiency by up to 30% for every eight grams of dust removed, according to the firm.

Research published by the company claims one in five European employees has been absent as a result of illness caused by unclean or poorly maintained HVAC systems. Illnesses can include Legionnaires' disease, fungus, allergies and sick building syndrome (SBS).

The microbiological maintenance system is a "one of a kind" industrial machine, which works to disinfect systems.

"Both scientists and politicians denounce the dangers stemming from the bad maintenance of these devices," said AC Cleaner manager François Donadieu (pictured above).

"Facing this public health problem, AC Cleaner comes forward with the tools and the technical nature of their enforcement that bring about the solution.

"Both scientists and politicians denounce the dangers stemming from the bad maintenance of these devices, especially as cleaning is still an artisanal technics.

"This is an innovation," he added.

30%

MINIMUM PROJECTED SAVING
THROUGH USE OF GYPROC'S
LIGHTWEIGHT DRYLINING PARTITIONS

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International Copper

Antimicrobial copper promoted by international body for use in region's schools

The International Copper Association (ICA) is promoting the use of antimicrobial copper in the Middle East following clinical trials in the UK which concluded the material can reduce the spread of infection by more than 90%.

The trials, conducted at Selly Oak Hospital in Birmingham compared the antibacterial performance of the newly-developed material against that of non-copper surfaces. The ICA claims the surfaces “continuously kill bacteria and viruses such as Influenza A, E. Coli and MRSA between routine cleans”.

The anti-bacterial copper is already in use in Mejiro Daycare Centre for Children, Hachioji City, Tokyo, Japan. The centre has replaced hand-washing basins, taps, food-serving tables, serving trolleys and door furniture with brass alloy alternatives.

“We had already implemented infection control by introducing air-purification units and ensuring children wash their hands properly, but we are still searching for better measures,” said centre director Shoji Hiiragizawa.

Local ICA representative Ravinder Bhan (pictured above) said: “The Middle East places special emphasis on public health. The use of copper alloy touch surfaces, as demonstrated through application in the Tokyo daycare centre, can serve as a model for the Middle East

“The antimicrobial properties will reduce the chance of infection among children, and add to their health and safety in schools,” he added.



SAS International

Supplier completes design, manufacture and supply contract for Abu Dhabi Souk lighting

Lighting systems for Abu Dhabi's refurbished The Souk, Central Market, have been supplied by SAS International.

The interior building solutions supplier won a contract to design, manufacture and provide lighting and service channels, as well as metal ceilings. The products have been used for interior and exterior areas in the market.

The redevelopment of the Souk, headed by Aldar, follows a fire in 2003 which destroyed the emirate's oldest bazaar.

Architect Foster and Partners, which joined the project in 2006, was responsible for the external redesign of The Souk.

SAS International and Aldar have collaborated on a number of projects including Aldar headquarters; the main building at the Science & Technology Park, Doha; and the H3SIXTY Business Centre, Bahrain. SAS International has offices in Abu Dhabi and Dubai.

It was also announced last month that SAS International has introduced a new double-hook system for its System 205 and 600 ceilings.

The panels and rafts are now demountable from either side to facilitate easier installation and maintenance.

System 205 is specifically designed for use in corridors while the double-hook adaptation for System 600 acoustic lighting rafts or modules provides “additional access flexibility for an already versatile product,” according to a statement from the company.



Emirates Steel

Output and sales increase takes market share to more than 50%

Emirates Steel has reported a 17.5% rise in output and a 120% increase in sales during 2010, taking the producer's current market share to more than 50%.

The rises mark the second year of increased trade, with wire rod output increasing 64.5% and billet production increased by 150% in 2010 compared to the last three quarters of 2009; Direct reduced iron (DRI) output went up by 640% in 2010, compared to the last quarter of 2009. Rebar production increased 7.5% year-on-year from 2009.

Around 80% of finished products are sold within the UAE with the balance exported throughout the wider GCC, China, the Far East and Pakistan.

“These are significant increases in our production and sales volumes considering the challenges faced in our local and regional markets,” said CEO Gregor Munstermann.

“The construction sector is the primary consumer of our rebar and wire-rod products and our objective is to be one of the leading regional companies in steel making,” he said.

“Although some stability is returning to the GCC's construction sector this year, we believe infrastructure projects will accelerate recovery in the next couple of years,” said Mubarak Al Khaili, VP of commercial strategy.

The company also predicts housing requirements across the region will absorb the increased capacity.