

Green Precast calls for 'value'

Better understanding of value engineering will help the local market mature, says Green Precast CEO

Hall 10, A97

Abu Dhabi-based Green Precast Systems and Technologies is exhibiting at The Big 5 this year and is promoting the importance of 'value engineering' in the bigger construction process.

CEO Salvatore Saker said the sooner companies begin to understand the "value" of value engineering, the quicker the market will mature.

"Most government entities and developers have now understood the importance of green products in the bigger construction picture, but confusion over costs and what is needed to go green still exists," said Saker.

"This is what we'd like to bring to people's attention. Green products do not cost any more than regular products and the sooner value

engineering is incorporated into projects, the better. Value engineering saves a huge percentage of the total project cost. More awareness about this is what is needed in order to take the industry forward."

Value engineering is a methodology used to improve functionality and/or reduce costs without compromising quality. GE is usually credited as its pioneer.

Saker also stressed that the company is called "green" because along with its precast building solution and value engineering, it has other environment-friendly solutions including wastewater management and energy efficient lighting solutions. "People would obviously want their projects to last a long time," continues Saker, "and for that the core must be right."



Saker: The core of a building must be right if it is to last.

Kemper helps to reduce threat of Legionnaire's

Zabeel Hall German Pav

Legionella could pose a huge risk to Middle Eastern countries, a hygiene systems firm has reported. "Legionnaire's disease causes hundreds of deaths per year in Germany, and that is where safety standards are the very highest, it is a huge issue," said Achim Maiworm, general sales manager, Kemper Hygiene Systems at The Big 5.

KHS offers a periodic flushing system for all types of buildings, including hospitals, doctor surgeries and hotels.

The automatic flushing system ensures that water is not left standing for a long amount of time, reducing the risk of it turning stagnant and microbiology forming in the water.

The technology of the KHS product involves the Venturi principle of lower pressure in one nozzle causing a pressure differential; this then creates a flow from ring pipe into the wet cell.

The units offered by KHS

can also ensure water is kept at a certain temperature decided by the end user. "The user can decide at what level to keep the water, for drinking water they may want the water at 22 degrees to be on the safe side, this is entirely up to

the user," stated Maiworm.

However, there are some challenges facing the product in the Middle East. "This technology is not cheap, and may cost a lot at the beginning. However we believe that safety must be more important."



Maiworm: Kemper's system cuts down on stagnant water.

Enthusiasm for specialist glasswork proves strong

Hall 8 D355

Tradition Stained Glass has received a number of strong enquiries over the course of the exhibition. The Australia-based stained glass specialist has been visited by designers from a diverse range of markets, including Saudi Arabia, Iran, Libya, Iraq and even the US, over the last few days.

"I met with an interior architect from Saudi Arabia who was very interested in working with us on a new mosque that she is designing," said owner and creative director, Kim Fitzpatrick.

"That was very interesting for me. Working on a mosque is on my wish list of things to do. I have always dreamed of having my work featured in a mosque," he added.

The family-owned business, which is located in Hall 8 Stand D335, specialises in creating one-off, stained glass pieces for architectural applications. This includes top-end residences, palaces, mosques,



Fitzpatrick has received interest from several countries.

hotels and restaurants. "Every single piece of glass is hand cut by craftsmen and then put together according to traditional methods that have been passed down by my grandfather. We are using very traditional methods and then mixing them with contemporary designs. That blend of old and new is key to the quality of our products,"

said Fitzpatrick. The company has appointed an exclusive UAE agent, Mobilia Australiana General Trading, and is keen to do more work in this region. "We are looking for that top-end, distinctive client base. We want to get into that segment of the market where people are discerning and want something that lasts," Fitzpatrick explained.

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