

MEE

MIDDLE EAST

NEWS UPDATE | 03

BIG PICTURE | 07

COMMENT | 14

ANALYSIS | 16

PRODUCTS | 52

THE LAST WORD | 56

Essential information for mechanical, electrical, plumbing and HVAC professionals

An ITP Business Publication | April 2013 Vol. 8 Issue 04

COMMISSION MAN

Paul Kirby
of **Commtech** on
his company's
race to the top

KUWAIT FOCUS

INTO THE UNKNOWN

The mystery of the Kuwaiti MEP market and the men in its midst

BREAKING NEW GROUND

Habtoor Leighton Specon's **Thrasos Thrasyvoulou** on why his company is looking ahead to new markets

HVAC
UPDATE ON PAGE 12

"This year will see our efforts in 2012 to move into other countries materialising, particularly in Iraq and Saudi Arabia."

Thrasos Thrasyvoulou

PIPE WORK

Future Pipe Industries and its progressive Abu Dhabi facility

ALSO: ENGINEERING GENIUS - A NEW WAY OF WORKING



Pipe **WORK**

Stuart Matthews visits the Future Pipe Industries facility in Abu Dhabi, to see how this manufacturer has built a business one layer of glass fibre at a time



For some manufacturers accreditation is a must. It's not enough to say a product is a quality performer, it has to be proven beyond any doubt. That's why Future Pipe Industries' Abu Dhabi facility has 29 accreditations to its name.

Coming from internationally recognised and respected bodies, such as DNV and TUV and a host of others, these accreditations are essential to the success of the company's pipe manufacturing business. Without them the company would find it difficult, if not impossible, to secure contracts on the large-scale projects that drive this production facility and the four others operated around the Gulf.

Each individual facility must have its own accreditations and getting them represents a major investment in time, money and manpower.

All the facilities are run the same way, to the same standards. It's the effort and diligence involved that makes Sameer Abu Hannun, the company's vice president of GCC manufacturing, so proud of what the company has achieved.

"They are very important to us," says Hannun. "They really cost us, but if you want to run a professional operation, you must have them and you must keep them."

"We are happy and proud to have made this kind of investment because it impacts on the services we provide. The accreditation secures the product performance and the customer can feel much safer."

The Abu Dhabi factory features its own testing facilities, where

SITE VISIT



FPI's helical winding machine takes polyester fibres from various spools and wraps these around a mould while resin is applied in order to make fibreglass piping.

both finished products and raw materials are put through their paces. Long-term pressure testing under extreme temperatures is just one of the hurdles the finished products have to clear, to keep their accreditations valid.

As general manager Fady Assad explains, the products are tested well beyond their normal operational boundaries.

"If a product is rated at 10 bar, we may test it to 30," he says.

The manufacturing process is one the company is always striving to refine, whether it's for its smallest 25mm pipes, or those with a 4m diameter. In fact, just recently, one pro-



Pipes are produced for infrastructure and for plumbing.



The company's yard acts as a spacious storage facility.

TOP 5 GCC PROJECTS

Project name	Country	End User	Value
Ras Laffan common cooling seawater project (largest fiberglass pipe system project in the world)	Qatar	Qatar Petroleum	\$500m
Ghantoot water transmission	UAE	DEWA	\$65.9m
Sohar 3 / barka 2 power and desalination plant	Oman	Oman power and water procurement company (OPWP)	\$6m
Petrochemical complex pipe system	Kuwait	Equate	\$25m
Jubail Export Refinery	KSA	Saudi Aramco Total Refining and Petrochemical company	\$30.7m



Future Pipe Industries also produce custom made pipes.

/// We are happy and proud to have made this kind of investment because it impacts on the services we provide. The accreditation secures the product performance and the customer can feel much safer.”

Sameer Abu Hannun, VP-GCC manufacturing

duction process underwent some additional automation, reducing the manpower needed on the job from three people to one.

“You can always improve,” says Hannun. “We are concentrating on being more advanced in everything we do. We’re concentrating on automation and looking at improving processes to boost our efficiencies.”

PRODUCTION LINE

With an annual capacity of around 150,000 tonnes, regularly updated automation equipment and software across its 12 production lines is key to the Abu Dhabi facility’s efficiency. Overall FPI has 45 production lines of fibreglass pipe across all its global manufacturing facilities.

The plant operates two distinct types of production. One is helical winding, where pipes are formed over a mandrel by winding fibres around the mould while resin is applied. Built up layer by layer, the pipe moves from the winder to an oven to be set, before being separated from the mandrel.



Sameer Abu Hannun, VP of GCC manufacturing.



The continuous winding unit in action at the facility.

The other method is continuous winding, where, as the name suggests, a machine continually adds layers of fibre to the pipe until the desired thickness is met. These pipes can be made to any length, with the only restrictions being the size of the factory and the practical issue of transporting the finished product.

The technology behind the manufacturing process is owned by Future Pipe

SITE VISIT



From left: Sameer Abu Hannun, VP of GCC manufacturing; Fady Assad, general manager.

industries. Part of it was acquired when FPI bought the fiberglass arm of a Dutch manufacturer in the 90s.

The team at the site are quick to emphasise the benefits of the fiberglass product. Much lighter than the steel equivalents it can replace, fiberglass pipe products can be easier to handle on site thanks to that weight reduction and the subsequent reduction in lifting capacity required. They also claim a 50-year lifespan for the product, so it requires less frequent replacement. In some applications the pipes also result in lower pumping costs, since the internal friction of the product is lower than steel alternatives.

“ We are so flexible, for any project we can easily install machines and increase capacity in a couple of weeks.”

Fady Assaad, general manager, Abu Dhabi

AGILITY AND PROXIMITY

As with any product, client education is key and Future Pipe Industries acknowledges that making things easy for clients and customers is an essential part of a successful business. To help contractors get to grips with the product, it offers engineering services that help to turn a pipe from a simple product into that favourite output of all companies: a ‘solution’.

These services include guiding contractors through the installation process. The company also conducts third-party-certified training, to teach the skills needed to complete pipe joins, resulting in contractors gaining the skills they require to work with the product.

These qualities and services, reinforced by the fist-full of accreditations the company has worked hard to earn and maintain, have resulted in major project success.

Hannun doesn’t want to talk project value in simple contract terms, he wants to position the company’s work in the context of each project’s importance. From Ras Laffan to Ruwais, or Al Ain to Abu Dhabi, the company’s products are going into projects that make a difference to national economies.



Flanges are added to connect to steel piping.

KEY STRATEGY

Future Pipe Industries gets closer to its customers by adding value to its product through additional services

Future Pipe Industries’ site services department offers an after-sales service to its customers to provide site supervision and technical assistance for laying the pipes it has supplied.

The department takes on the preparation and execution of the services provided as part of the company’s contracts. This can range from supplying an entire site crew to join pipes, to simply providing a site engineer to oversee a pipe-laying.

Future Pipe Industries also uses its strategic alliance partner, Dynaflo International, to provide engineering consulting services for all aspects of piping structure. Dynaflo develops software for clients to address issues ranging from small-scale ad-hoc stress problems, to large-scale fluid flow problems and has built up a broad experience in all design aspects of glass reinforced polyester (GRP) piping systems.

It's a big-picture view and the project credits make for a long list, but it takes an agile company to manage the spikes in production these big projects demand. The fluctuating costs of the resin raw material, linked to the price of oil, also contributes to a complex balancing act that needs careful stewardship.

FPI's spacious Abu Dhabi plant - it's the size of 12 football pitches - has more capacity built in, but the company has a more mobile back-up plan, in case a big order lands in one particular plant.

"We are so flexible, for any project we can easily install machines and increase capacity in a couple of weeks," says Assaad. "We have two machines ready to be transported to any plant in the group."

This transportable machinery, ready to move to any of the company's five plants



Future Pipe Industries produce a vast array of pipes at the Abu Dhabi facility, from 25mm to 4 metres in diameter.

around the Gulf, can be assembled and producing in a matter of weeks, allowing the company to boost capacity as, where and when it's needed.

The team at Future Pipe Industries builds a picture of a good business to be in. The pipes it makes are a necessary part of infrastructure and plumbing development on all scales and across many sectors.

Demand is broad and the range of products the company can produce is intended to match the market needs. It makes for a

market ripe with opportunity for a manufacturer that has spent decades building the experience and agility needed to take advantage of it.

"We have the advantage of being a pioneer in this kind of manufacturing," says Hannun. "We have our own technology, a wide range of products, the ability to engineer them, plus the experience, the capacity and the know how." **MEP**

12

Number of football pitches equivalent to Abu Dhabi plant

World's #1 in
Performance

ECOFRESH™
TOTAL ENERGY RECOVERY WHEEL

Certified by :



RoHS compliant



3Å MOLECULAR SIEVE COATED WHEELS

270 mm and 200 mm deep rotors



Download Selection Software at www.drirotors.com



DESICCANT ROTORS INTERNATIONAL

P.O. Box 120672, SAIF-Zone, Sharjah • Tel: +971 6 5578148 • Fax: +971 6 5578149
Email: enquire@dri.ae www.drirotors.com

UAE | USA | Brazil | Europe | Africa | India | Malaysia | Thailand | Philippines | China | Korea | Japan | Australia