

1st Joint Venture Exhibition in Sharjah, UAE

# New perspectives for precast concrete element plants through international partnerships

Building with large-scale prefabricated concrete elements is considered to be the technology of the future by concrete experts all over the world. A number of modern concrete plants which produce prefabricated floors and walls of the highest quality for single family homes and apartment buildings have been built in the last few years, especially in

Europe. A number of visitors from the United Arab Emirates expressed interest in the introduction of this technology during the Big 5 construction trade fair last October in Dubai. However, the transmission of know-how and the availability of experienced technicians to operate the plants was also a sticking point.



The Millennium Hotel in the Emirate Sharjah. The 1st International Joint Venture Trade Fair for the concrete and precast concrete element industries took place here at the beginning of May

The first International Joint Venture Trade Fair took place at the beginning of May in view of this background in the Millennium Hotel in the Emirate Sharjah under the slogan "The New

Building System". Sponsors of the fair were on the one hand Prilhofer Consulting, Freilassing, Germany, Unitechnik, Wiehl, Germany, and Kerkstoel, Belgium, all producers of precast con-

crete elements in Europe, and, on the other hand, representatives of the construction materials industry, construction companies, investors, and project developers in the United Arab Emirates and neighboring countries, all of whom are interested in the production of construction materials and the construction of high quality residential buildings and the introduction of modern construction materials and building technologies.

A look beyond the edge of one's own plate requires a certain degree of courage. That is why a number of suppliers of precast concrete element systems, including the organizers themselves and Dr. Herbert Kahmer as a representative of the Syspro Group, traveled to the gulf to present themselves and their range of products and services and to investigate new possibilities. The event began for them with an introductory talk by the lawyer Sabine Rass, who works in Dubai, on the peculiarities and legal conditions which companies involved in business in the region must take into account.

After a brief break, after which about 25 interested entrepreneurs from the Emirates, Saudi Arabia, and Oman had gathered, CPI Editor-in-Chief Stefan Rath opened the conference with a brief introduction of the history and development of building with concrete and precast concrete elements.

Klaus-Dieter Gaidzik, a representative of Nemetschek, Munich, Germany, a construction software company that is active throughout the world, demonstrated that the possibilities revealed here are more than mere theory with the presentation of a project conduc-



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ted in Thailand. "Experience with the production of prefabricated walls and floors," said Gaidzik, "was simply non-existent at the beginning of the work in Thailand. We were entering completely new territory."

The successes were even more astonishing: not only was a complete precast concrete element plant built in conjunction with the Thai partners, but local workers were trained to use the new production technology and the first wall and floor elements for the construction of high quality single family homes and apartment buildings, as well as commercial buildings, were being produced in accordance with the wishes of local builders and the plans drawn up by architects. A series of illustrations, both of buildings being constructed, as well as of attractive single family homes and apartment buildings, supplemented the presentation.

The options that fine floors and double walls offer for rationalized building were then explained by Dr. Herbert Kahmer, Managing Director of the internationally active Syspro quality community. First he described the principle of building with prefabricated elements and the development which the planning and production of complete floor and wall systems had taken in Europe over the last 10 years.



**The lawyer Sabine Rass, who works in Dubai, gave an overview of the legal conditions in the region**

"Installation and pre-installation in the concrete plant of extensive inserts of building technology and for the later completion of the building are now standard for such prefabricated ele-



**Attentive listeners during the intro**



**Klaus-Dieter Gaidzik reported on a successful project in Thailand**

ments,” explained Dr. Kahmer. “Another major advancement was made in the development of the system about 10 years ago when the concrete plants started the integration of the insulation. This means that the usually troublesome and often very complex coordination of the varying insulation performance for the different components is no longer necessary at the construction site. This resulted in a new system of construction which offers high noise, fire, and heat insulation combined with high structural strength.”

The complete wall system with integrated heat insulation makes these products especially interesting in regions with extreme temperature variations. A second point is the ability to carry out complex and difficult work – the installation of sanitary facilities, preparation of the building technology, the installation of pipes for heating and cooling, and outside blinds – by trained experts in the con-

crete plant which would otherwise have to be carried out at the construction site. This ensures that a high level of quality can be maintained.

This quality also applies to buildings constructed using such elements. And this was another aspect which the Arab visitors found especially interesting. After the presentation of the companies participating by Christian Prilhofer, the guests used the opportunity to have in-depth discussions on the details of precast concrete element production and possible joint ventures while snacking over Arab specialties.

How great the interest on the part of the Arab companies was really, was demonstrated on the second day, which was planned for individual talks. “Even we were surprised at the number of people who were interested,” said Christian Prilhofer. “We and the other exhibitors had our first visitors early in the morning. Some of them were



At the podium, from left to right: Gerd Riegg, Unitechnik, Wiehl; Christian Prilhofer, Freilassing, and Dr. Herbert Kahmer, managing director of the Syspro Group

also companies from the region which had not come on the first day. We and our partners were involved in concrete negotiations practically the whole day, even during lunch.”

The organizers were quite satisfied with the results of the 1st International Joint Venture Trade Fair: a number of good and promising contacts were made, some of which concerned concrete projects. Furthermore, a continuation of this event is also al-

ready in planning. Several Arab entrepreneurs registered for the 3rd International CPI Congress on 28 and 29 October in Bonn, Germany.

There they wish to get detailed information on the latest developments in the field of the concrete and precast concrete element industries, view modern production facilities, and naturally see their business contacts from Sharjah again. ■

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