

Nakheel tender

Master developer, Nakheel, has issued a tender for the construction and landscaping and secondary irrigation at various places at International City, Dubai. Tender No. DMS 129302 can be obtained upon submission of a non-refundable tender fee and a copy of a valid license from the Department of Economic Development and is due to close on 6 May.

Wasl award

Wasl Aset Management has been commended for its efforts in online procurement. Tejari, the B2B online marketplace for emerging markets, awarded the company the Commitment Appreciation Award for having the highest numbers of FM related tenders placed through the platform.

DEWA stamp

Verteco was awarded a letter of recommendation by DEWA, recognising the water efficiency parameters of its waterless urinal. Launched in the UAE two years ago, the retrofit waterless urinal system, able to save up to 35,000 gallons of water a year, has been installed in numerous locations including The Palace Hotel, Al Bustan Rotana and Le Meridien. Organisations including Emaar, Imdaad and TDIC have also adopted the product.

Bee'ah walk

Over 600 residents gathered for Bee'ah's Earth Day walkathon held to raise awareness on the importance of recycling and protecting the environment. Bee'ah's online portal launch on the same day saw 356 people sign up.

Demand sees Galleries four open

Flagship project approaches three-quarters across all four Galleries towers

A fourth commercial tower has been opened up at the Galleries in Downtown Jebel Ali, Dubai, following heavy demand for office space.

Developer Limitless says its flagship project is approaching three-quarters across all four Galleries towers. Half the available office space in the newly released building is already accounted for, with new tenant, an Al Gaith owned entity, currently fitting out seven floors.

This and other deals secured during Q1 of 2012, including the opening of HSBC, ADCB and Nikon, means that almost 5.1ha of the total available space at The Galleries is now taken. A significant proportion of retail space is also already accounted for.

Head of projects, Limitless UAE, Bahaa Abouhatab, told *fmME* that the location, though it may appear out of town for many, was ideal for his target market.

"We are very focused in terms of what we need as custom. This location is central to Dubai and Abu Dhabi. It is close to the industrial area Jebel Ali and the



Appleton: Diversity of The Galleries site is one of the most exciting challenges for FM team.

port and is ideal for head offices, saving the expense of having an office in both the emirates."

Concordia, appointed facilities manager for the project, has celebrated this being its first major win outside of Jumeirah Lakes Towers in Dubai.

General manager, Fergus Appleton said the diversity of the site has been one of the most exciting aspects of the contract.

The FM company implemented a recycling scheme which has resulted in the recovery of over two tonnes of paper a month and it has similarly made numerous

adaptations to aid energy saving across the project.

"We've replaced the lamps in the common areas with energy saving bulbs. Many customers would not be keen on doing this because of the costs involved. Limitless has made it clear that it has a long term view for the project and is trying to be as sustainable as possible. As a result they've heavily supported those initiatives. We're working with the team to put in place a long term energy management plan to ensure we continue to drive efficiencies on the project."

Gvt. backing for FM in Kuwait is huge plus

Reliance FM has secured a contract for the State Audit Bureau in Kuwait, and government backing is the best thing to come from it, says chief executive, RFM, Dilip Khatwani.

While FM isn't as established a concept in Kuwait compared with the UAE, Khatwani says the difference in Kuwait is the government's eagerness to get behind the industry.

"Ordinarily, the private sector is the first to take on FM before it filters through to the govern-

ment. But in Kuwait, FM is entering through the government sector. It's where Kuwait will differ from other countries.

The SAB is the first operational contract won by RFM in Kuwait, and the company is now focusing on bidding for hospitals.

Khatwani adds the infancy of FM in Kuwait does pose challenges but he is confident that government support will ensure it takes off in the country.

"In any new market you have to take effort to learn what FM

is all about. Knowledge is being spread via conferences and various bodies such as MEFMA. The challenge is if the concept of FM is not so well understood in a market, it is difficult to penetrate, and at present, the government is trying to learn more than the private sector.

"Recognition of the industry and the push for development of it means though the process will be steady; it will be long lasting because that's what the government is pushing for it to be."