



The KEC Newsletter

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Celebrating more than **30 years** of service to the low voltage electrical industry

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KEC's Commissioning Team

Business Address

KEC
P. O. Box 46476
Fahaheel 64015, Kuwait
Phone: +965 23985580
Fax: +965 23985581
website: keckuwait.com
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New Products, New Solutions and Great Brands Provide KEC's Continued Strength

Introductions of new brands and products - with an increasing emphasis on lighting and energy management - continue to underpin KEC's growth strategy as we record several major recent successes.

Welcome to this latest edition of our KEC Newsletter. Globally and indeed regionally, it has continued to remain 'challenging' out there in the market place these past few months, to say the very least. But nevertheless this has been a period in which we have continued to invest further in KEC's future and in so doing have responded effectively to accelerating market interest in energy management and generally 'going green'.

On the **Zumtobel Lighting** front, for example, we recently staged a highly successful Kuwait specifier event highlighting **Zumtobel's** extensive capability in not only lighting controls but in energy management - see pages 2 & 3 - while on the **Trend Controls** front we have recently undertaken several 'controls-related' projects, for the likes of Zain and others - where the emphasis has been 'green'.

These past few weeks, we have also been making some significant headway in putting '**Powerbar**' on the Kuwait map, courtesy of a highly successful customer Focus Meet event, featuring **Powerbar's** excellent range of busducts - see pages 10 & 11. Similarly, for **Applicam Cable Management** we have given focus on new technology in terms of their latest Omega Cabletray - an environmentally friendly approach.

MK have also, as usual, been continuing to lead the field by means of significant new product introductions - including the completely new '**Astral**' range of 'lighting controls' which we preview here for the first time prior to its formal launch - see page 4 for details.

Another **MK** success was the selection of the Interact underfloor system for Kuwait's Central Bank - more on page 8.



MK's Interact underfloor distribution system destined for Kuwait's New Central Bank.

It all adds up to an ever-increasing demand for **KEC's** customer facing team to 'partner' with you, our customer base, in a joint effort that strives to bring the latest technology solutions from leading brands to our market, in a way that really adds value to the overall installation.

Our teams at our showrooms - '**MK Boutique**' and '**Maison de Lumière**', continue to make a considerable impact.

In summary, against a backdrop of these uncertain economic times, we continue to seek to improve our skill base, as always.

More Importantly, we strive to bring about further improvements in our **KEC** customer service levels - a key element in our continued success and growth story. We should not forget as well the importance of our in-field systems and solutions team.

So welcome once more to this latest edition of the **KEC** Newsletter in which we hope you will find relevant information about the latest industry developments. Meanwhile all of us are looking keenly for the early release of some of those much-promised mega-projects here in Kuwait!

Thank you as always for your on-going support and readership.

Seasonal Greetings and best wishes to you all for the New Year 2010

Kuwait's leading low-voltage electrical installation equipment, systems solution and lighting supplier

Partner Focus Meet

A Focus Meet with a Market-Leader

ZUMTOBEL Lighting Solutions for Education and Science A View on the Environment for Learning

Zumtobel's Merih Yolsal and Christoph Perktold were centre-stage recently in presenting to the specifier and architectural audience, Zumtobel's Office and Education-focused lighting ranges.

Zumtobel's Merih Yolsal and Christoph Perktold gave a presentation on lighting solutions for the balance between the environment, energy and the individual as focused on the Education and Science sector.

Light is essential for all forms and aspects of education and training.

School and training facilities consist of many individual functional areas with highly diverse lighting requirements. Zumtobel provides a wide range of innovative lighting tools for improving quality in all rooms and zones while simultaneously increasing energy efficiency.

Lighting quality - The bright, uniform illumination of both horizontal and vertical surfaces is the basis for optimal visual and learning conditions. Lighting scenes that promote concentration or relaxation according to requirements multiply the factors of fun and success during the process of learning. Easy to use lighting controls support teachers in their efforts to always find the most suitable lighting atmosphere.

Energy efficiency - Efficient luminaires with electronic ballasts in combination with an intelligent lighting concept are the basis for an energy conscious use of light. Lighting control combined with daylight and presence detectors reduces energy consumption to a minimum.

The latest member of the Controls portfolio is DIMLITE which is the ideal system for entering the world of intelligent lighting control: the basic module already offers a number of practical functions. Further components are simply added, like in a jigsaw puzzle.



Project Profile: FACHHOCHSCHULE DORNBIRN / AUSTRIA

Luminaires ECOOS 1/35 W waveguide/microprismatic luminaire for general lighting,

FEW 1/80W wallwasher for blackboard lighting

Lighting management DIMLITE School Kit (with daylight, presence, CIRCLE control points and infrared remote control unit)

Room Illuminance 516 lx, Uniformity 0.546

Blackboard Illuminance 547 lx, Uniformity 0.69

Maintenance factor 0.67

- With 90% luminaire efficiency, ECOOS is one of the most efficient direct/ indirect luminaires on the market
- The intelligent DIMLITE lighting control system for the classroom saves a high level of energy (in this specific case 58%)
- Indirect light components have a positive effect upon shadow detail and special effects.

ZUMTOBEL will be participating once again at the 2010 Light+Build Exhibition at Frankfurt 11th-16th April.



Partners & Products



MK Announce the Introduction of Astral™their Advanced Lighting System

A new range of sophisticated, intelligent, avant-garde lighting controls incorporating the latest Zensys RF communications technology Z-Wave® ensuring the ultimate in versatility, reliability and flexibility: coming soon....

We are delighted to take this opportunity to preview MK's new Astral™ range in advance of its formal launch here in Kuwait in Qtr 1 2010.

Available complete with both matching MK metal and plastic front plates in order to offer full coordination with the existing MK Aspect and Avant wiring device ranges in the usual variety of finishes - the new Astral™ range of technology brings the MK brand to the very forefront of the marketplace with an exciting range of lighting controls using the very latest MESH technology.

In essence the new Astral™ range provides:

- **Convenience:** Control any light from any point in your home or commercial situation - they need not be wired together.
- **Reliability:** Mains powered devices form a MESH network - multi communication paths are established to provide the most reliable performance.
- **Flexibility:** The Astral™ range is ideal for both retrofit and new build - and can be installed into existing lighting circuits, with no need for additional wiring.



- **Confidence:** All devices are transmitters and receivers - hence the user gets a positive acknowledgement that instructions have been received at all target devices.

- **Ambience:** Differing ways to control the lighting are offered - Scene and Group control provide the freedom to create the perfect lighting scenarios, with dramatically differing effects.

- **Occupancy Simulation:** A standard security feature - simply set your lights to repeat the last 24 hours activity at the push of a single button.

- **Rapid Installation and Connection:** The Astral™ range uses standard installation practices - with all accessories fitting into a standard BS back box - and features familiar electrical connections and terminations.

- **A Choice of Lamp Sources:** The Astral™ range is compatible with most types of lamps - including standard incandescent, halogen and compact fluorescent - in the latter situation a neutral may be required.

- **Extensive Solutions:** Using Zensys, a proven RF platform - the Astral™ range allows unparalleled control with many product solutions from over 160 manufacturers - applications for which include curtain and/or blind controls; security monitoring & CCTV - and remote access.

- **Great Aesthetics:** To cap it all wide variety of faceplate finishes are available in the traditional MK finishes - from White to Titanium, Charcoal, Brushed Stainless Steel to Polished Brass so as to please any discerning interior designer - with an ergonomically designed Remote Control and the use of multi-coloured LED's extended across all Astral™ range products so as to give a clear, common and informative indication to the end user

It all adds up to yet another award-winning solution offering from MK: coming soon.....



For further information check out the updated MK Electric website at www.mkelectric.co.uk or call the Major Project Lighting or KEC System Solutions Teams on Tel No: 23985580 - they'll be happy to assist with the design advice for your next installation



MK Introduces New Prestige 3D Antibac Range

Ideal for providing a state-of-the-art **Cable Management** solution for both power and data, in environments such as hospitals and clinics where hygiene is a priority.

With ongoing concerns the world over concerning potential hospital-acquired infections such as MRSA, demand for antibacterial products continues to rise - including, importantly, within the electrical installation industry.

MK Prestige 3D Antibac is designed to kill bacteria which can grow unseen on surfaces such as trunking systems.



Prestige 3D Antibac Blue



Prestige 3D Antibac Blue installed with Logic Plus Part M Switchsocket Outlets

New from MK Electric, Prestige 3D Antibac Blue offers an antibacterial cable management solution for power and data distribution in environments where hygiene is a priority. With ongoing concern over hospital acquired infections such as MRSA, the demand for antibacterial products continues to rise. Prestige 3D Antibac Blue is designed to kill bacteria which can grow on surfaces such as trunking systems. It uses a silver based additive inherent within the PVCu which acts as an effective weapon in fighting harmful bacteria such as MRSA, and Klebsiella pneumoniae.

MK offer a complete antibacterial solution, by complementing Prestige 3D Antibac Blue with Logic Plus wiring devices, the entire installation will meet the requirements of an antibacterial specification. The trunking and wiring devices are both open to contact, therefore the control of the spread of bacteria and infections can only be effective with a complete solution.

MK's Prestige 3D Antibac Blue range will meet the demands of the Healthcare Trusts, Infection Control Departments or Facilities Managers specifying antibacterial products, as well as providing the fastest installation for Contractors, the range has been independently verified as 40% faster than similar competitor systems to install*.

- The only manufacturer to offer a complete antibacterial solution
- >99.9% kill rate against MRSA, and Klebsiella pneumoniae
- Unique patent pending fluorescence under UV light, providing customer confidence
- Fully Cat 6 compliant
- Patented Data Sweep maximises cable capacity
- Screw fixing kit available for installations where higher security is required, e.g. public buildings, hospitals, schools
- Part M compliance achievable utilising Logic Plus graphite wiring devices, or the Part M Flange or Socket Spacer
- Independently verified as 40% faster to install*

* Independently verified as 40% faster to install than Prestige Plus and similar competitor systems.



How Does it Work?

The MK Prestige 3D Antibac trunking is manufactured using a silver-base bactericide additive within the PVCu compound from which the trunking is moulded. This then acts as an effective weapon in fighting harmful bacteria such as MRSA instead of just restricting its growth.

Moreover, the antibacterial protection runs throughout the trunking products themselves and there is no loss of protection where trunking lengths are cut on-site or if the trunking surface becomes scuffed or scratched.

With a slight touch of ingenuity and for complete customer confidence, Prestige 3D Antibac Blue features a patent-pending fluorescent additive which glows bright blue under a uV light, unlike standard PVCu which glows dull purple.

MK Electric has commissioned independent laboratory tests to confirm the anti-bacterial properties of Prestige 3D Antibac. The results, collected over a 24 hour period, show that the kill-rates on organisms such as MRSA, Klebsiella Pneumonia, Salmonella and E-Coli are of the order of 99.9%.

There's even a complementary range of MK Logic Plus Antibac accessories to deliver the overall solution.

Need to know more?

Call the KEC Major Project Team on **Tel Nos: 23985580** or email the KEC literature hotline on literature@keckuwait.com and request a copy of the latest

MK Prestige 3D Antibac brochure.

Partners & Projects



Artemide's Nur range of pendant luminaires



Artemide Lighting

Success Booked into Kuwait's new Missoni Hotel

Kuwait's Missoni Hotel, opening in 2010, is to feature Artemide's unique NUR range of pendant luminaires

Yet further growing demand and increasing popularity for the Artemide lighting brand here in Kuwait was in evidence recently courtesy of a new order to supply unique Artemide 'NUR' pendant halogen luminaires to the new Missoni Hotel.

This ever popular range designed by Artemide's long-serving President Ernest Gismondi is available in two finishes anodized aluminium grey or painted anthracite grey.

Plus, introducing a new addition to the NUR family - the NUR Gloss a perfectly smooth and polished finish which in turn gives additional elegance to the classic NUR model - also available in halogen fluorescent and metal halide versions

Extensive stocks of Artemide Lighting products always on hand at **KEC**.

Contact our Major Project Lighting Teams on **22241114/5** or **23985580**. For more information check out the updated Artemide website at www.artemide.com.

Artemide's tizio table lamps

Design Richard Sapper.

Steel, zinc alloy or thermoplastic.

Made in Italy by Artemide, the Tizio series of lamps have fully adjustable counterbalanced arms and head in painted aluminum. The table/task lamps are available in different sizes. The innovation of Tizio is its construction; arm spacer bars in chromed steel, counterweights in zinc alloy, anodized aluminum diffuser and a 0-230V transformer in the lamp base powers a halogen lamp through rods and buttons.

Besides having a structural function, the rods carry electrical current without electric cables. Each lamp features direct adjustable light emission with two light levels.



Check out the extensive range of lamps from Artemide at our **Maison de Lumière** showroom in Sun City - Tel. 22241114/5



Kuwait Business Town Project **To Benefit from a Gent Fire Detection and Alarm Installation**

GENT continues its market leadership position, courtesy of further new project successes.

The new Kuwait Business Towers Development forms part of what will be a unique business district in the heart of Kuwait City designed to serve banking, insurance, real estate and many other commercial sectors. Out of the six planned high-rise business towers - Tower 5 and Tower 6 are being equipped with the latest **GENT** fire alarm system technology, so as to ensure practicality and life safety in all aspects.

The **GENT** range of 'state of the art' dual optical detectors with built-in speech & strobe, completes the sensory perception and voice evacuation with Vigilon range of 8 networking fire alarm control panels. The tallest tower of Kuwait Business Town stands at 40 floors (184m) and 36 floors (168m), and the two Towers will make up one of three areas in the Kuwait Business Town Development.



S-Quad Sensors

KEO International Consultants have provided the Architectural, Landscape, Interior & Structural design and MEP Engineering for the 40,000 sq. meters of office space, commissioned by Kuwait Business Town Real Estate Company - whilst Bader Al Mulla, the MEP work. Tower 5 is close to completion and Tower 6 is under process.



KBT - Kuwait Business Town is strategically located in the heart of Kuwait's business area

"The Towers are engineered to dynamically interact with each other as they move upwards into the sky," notes Raj Patel, KEO's Principal Designer for the project, "and the dueling interplay of these two Tower forms are unique and unmatched in Kuwait."

"We are delighted to be associated with the Kuwait Business Town Development project," noted KEC's Gee Varghese. "It is one of several major **GENT** projects that we have been proud to be associated with in 2009 and certainly one that has enabled us to keep the '**GENT**' brand at the very forefront of the fire detection and alarm industry here in Kuwait." he added.

If you need to know more in terms of what positive benefits a **GENT** Solution can bring to your forthcoming project, call our award winning KEC Life Safety Team on Tel: **23985580** or email: kecsystems@keckuwait.com

Partners & Projects

Central Bank of Kuwait:

MK's 'Interact' Underfloor Power Range to Provide a Totally Flexible Power-Track Solution

'Interact' - MK's latest low-profile underfloor power-track system, catering for single and multi-circuit applications is specifically designed to ensure fast and simple installation – whilst offering end-user flexibility: it is the favoured choice for the prestigious new Kuwait Central Bank project.

The very latest **MK 'Interact' Cable Management Underfloor Power** system is to be installed in the new 56-floor Central Bank of Kuwait project, currently undergoing construction in the heart of Kuwait City.

Designed to delight specifiers, installation contractors and end-users alike, this latest **MK 'Interact'** range installation, worth more than US\$ 450,000, will consist of more than 8,000 meters of 40A Powertrack plus significant quantities of fused tap-off leads, Power Grommets - complete with power outlet - and even the new and comprehensive **MK Deskpod** unit - the latter accommodating both power and provision for a data. The installation is being undertaken by Kharafi National.

"We are delighted and indeed privileged to be involved in this latest Central Bank of Kuwait project," noted **KEC's** Rajan Peter "after several months of working alongside leading Kuwait-based consulting engineers, Pan Arab Consulting [PACE] to ensure its appropriate design.

"This will represent our 10th such underfloor 'powertrack-type' installation here in Kuwait in recent years - other notable installations being the Kuwait Oil Sector HQ [Ministry of Oil HQ], Kuwait Audit Bureau, Kuwait National Library and Ministry of Interior HQ Building, to name but a few."



Central Bank of Kuwait - H.Q.

"So, this project continues the trend which puts the **MK** brand in the very forefront of this growing and important market sector," he adds.

The latest **'MK Interact'** Underfloor Power range - available in both 40A and 63A configurations, and suitable for standard, clean earth, uninterrupted or dedicated power supplies features:

- Patented 'snap-fast' crocodile joints
- Dual tap-off for twin systems which in turn provides a simple 'single-fit' installation
- Key-coded and colour-coded tap-offs
- Pre-attached sliding dust covers on the track plus Integral End-Feed Terminal Blocks with a large terminal capacity feed for up to 16mm² cables - all fully compliant with the latest requirements of BS EN61534, BS 7671:2008 and the IEE Wiring Regulations [17th edition] and backed up by a 5-year **MK** guarantee.

Moreover, in this latest Central Bank of Kuwait project, the **MK** tap-offs will feature the use of LSF (low smoke and fume) cables. It all adds up to one of the most comprehensive and innovative Floor Distribution Systems in the business and one that will undoubtedly further strengthen **MK's** market leadership in the region - not to mention delivering a 'state-of-the-art' flexible solution for the Kuwait Central Bank HQ staff.



The MK 'Interact' underfloor Power Solution
The all-new range from MK in-screed floor systems

Need to know more?
Contact the **KEC Sales Team** today on **23985580** or simply email sales@keckuwait.com. Ask for a copy of the latest **MK Cable Management Underfloor** catalogue.



MK's Deskpod™ Offers Tamdeen Real Estate Group a Comprehensive Desk-Top Solution for Both Power and Data

KEC supplies 200 MK Deskpods™ for Tamdeen's New Corporate Management Offices at 360.

MK's latest Deskpod™ - pictured - offers a comprehensive range of fully customer-configurable in-desk control and outlet modules, providing convenient access to power and data service to the end-user, just where it is needed at the work-station, as Tamdeen Real Estate have discovered in their new management offices located at the new 360 Degree shopping centre.

Delivering the final link in the chain of the power distribution circuit, Deskpod™ units are totally compatible with MK's 'Interact' Underfloor Power System - see page 8 - Cablelink Floor Boxes and the unique MK Grommet range.

The Deskpod™ system incorporates many in-built product design features including a choice of factory-fitted multi-positional sockets (orientation and type pre-selected by customer), data frontplates from 2-16 module sizes (frontplate size pre-selected by customer on order with module fitment on site) and ensures ease of installation with pre-wired tap-offs.



What's more, manufactured from anodised aluminium and polycarbonate - Deskpod™ systems offer resistance to chemical exposure, colour fading and physical impacts, as well as being flame retardant.



Data and power circuits are specifically segregated while there is an optional RCD protection facility. All this is designed in full compliance with the latest UK 17th Edition of the Wiring Regulations and backed up by a 5-year MK guarantee.

Deskpod™ is an impressive answer to connectivity needs in the commercial office as well as for hotel and retail customer counters.

If you need to know more :
Contact the KEC Sales Team today on 23985580 or simply email sales@keckuwait.com.

All the Latest MK Information now available at the *Click* of a Mouse

Get the very latest information update on the most extensive product line-up in the industry, courtesy of the latest MK Wiring Devices e-catalogue which is hot off the press.

Simply email us on sales@kuwait.com or telephone our literature hotline on **Tel: 23985580 Ext. 122**



Stop Press

KEC's MK Wiring Device sales continued to grow in 2009 despite record sales in the previous year.



Partner Focus Meet

Focus Meet Puts Powerbar Busbar Trunking Systems to the forefront in Kuwait

A 'Powerbar' Customer Focus Meet - principally aimed at the specification community – was held recently in conjunction with KEC and featured Powerbar's Nick Seward. The Meet has certainly helped put the 'Powerbar' brand of busbar trunking systems well & truly on the Kuwait map, writes KEC's Peter Woods.

Already significant players throughout the UK, Ireland and Europe serving large-scale industrial and commercial markets, Powerbar's Sales Director - Nick Seward - used the opportunity to demonstrate the Powerbar unique product offering as being a quality solution using copper or aluminium conductors, complete with an extruded aluminium housing that in turn offers significant weight and heat dissipation advantages. The housing can also be used as an integral earth and is supplied with a minimum IP 54 degree of protection as standard.

Because of the complexities and space constraints within today's fast-track projects, Powerbar is complemented with a full range of quality accessories enabling a fully integrated design, ranging from transformer/generator connections, panel flanges, multi-entry feed and centre-feed units, double angle sets and tapping boxes in order to provide just the 'right' complete solution.

What's more, with a significant investment in regional production facilities now based in the UAE's Ras Al Khaima, Powerbar have the benefit of a world-class supply chain on the doorstep in order to ensure that the product can be supplied on time.

He went on to assure the large audience that assigned project managers, detailed design and easy to use instruction manuals also make Powerbar a simple and efficient system to install on site, thus reducing time and expenditure.



Nick Seward with specifiers at the Powerbar Focus Meet



In order to support that process, the local KEC sales and commissioning teams were also on hand locally here in Kuwait to ensure design and installation 'success'.

With several regional and international reference projects already in hand - for example:

- *The recently opened Marina Hotel in Abu Dhabi which was ready for the F1 Race on 1st November 2009,*
- *The UK's Wembley Stadium, and*
- *London Heathrow Airports new Terminal 5*

to name but a few, Nick used the opportunity of his presentation to address some of the frequently asked questions that he had encountered during his two or more years located in the Gulf region promoting the Powerbar product offering, which he highlighted, as follows:

UK's Wembley Stadium



Partner Focus Meet



Frequently Asked Questions

Q1: What is the insulation material used in Powerbar Busbar products?

Powerbar's conductors are insulated by a class B 130C epoxy resin insulation which is applied by an automated electrostatic coating process.

The resin material provides superior insulation properties to that of the conventional polyester film or PVC types.

Q2: What copper purity does Powerbar Busbars provide?

Powerbar only uses 99.9% HDHC C101 copper supplied from LME registered copper suppliers.

Q3: What are the benefits for using Aluminium enclosures as opposed to Steel?

The Powerbar Aluminium enclosures ensures that the housing is a fully encased tamper proof design. The assembly is a boltless design riveted together by a fully automatic self-piercing riveting machine.

The Aluminium enclosure benefits from excellent heat dissipation and significant reduction in reactance and magnetic flux leakage as compared to steel housings. The Aluminium housing resists rust and other elements and also is a very light durable design which benefits the installer.

Q4: Where is Powerbar Manufactured?

Powerbar has two world class manufacturing facilities. The Powerbar headquarters factory is located in Co. Donegal, Ireland.

Additionally, Powerbar has opened its regional production facility located in Ras Al Khaimah, UAE.

Q5: What certification & Type testing does the Powerbar busbars comply with?

Powerbar Busbar systems are fully compliant with the IEC 60439-1 & 60439-2 standards.

Additionally, Powerbar complies with ISO 834 ensuring the products are completely type tested.

Type test certification in accordance with ASTA , KEMA AND ISO can be provided when requested.

The Powerbar factories are both certified to ISO 9001 Quality management system approvals.



Top: Panel Board Connection



Left :Tap-off Unit



Below : 6300A Busbar

Moreover he confirmed that Powerbar features several unique technically advanced performance factors, such as

- o Class B Epoxy insulation up to 130C
- o Fully Automated Epoxy coating plant
- o Fully Type Tested to IEC 60439-1 / 2
- o Minimum of IP55 and IP65 protection
- o A high purity of copper - 99.9% C101
- o Ratings from 160A – 6300A 400V 50/60 Hz
- o World class manufacturing facilities in Ireland and UAE

With some initial orders already booked, the Powerbar brand is all set to make some significant market inroads here in Kuwait," – noted KEC's Rajan Peter "and we already are foreseeing significant market opportunities as a totally complementary part of the KEC cable management solutions portfolio".

Need to know more?

Call our Customer Hotline on Tel: 23985580 and hear what the Powerbar product range has to offer your next installation or alternatively check out the Powerbar website.. www.e-i-eng.com.

Just imagine the limitless opportunities!

Partner Focus Meet



Focus Meet Strengthens the Unique Product and Application Awareness of **Applicam's 'Omega'** extra Protection range

KEC recently had the pleasure of hosting a further educational **Focus Meet** coinciding with **Applicam's** **Clement Teo & Rodney Kemp's** recent visit to **Kuwait**.

“In an ever increasingly competitive world, it's more important than ever to be able to offer core construction products that are not only competitively priced and fit for function but also offer real 'added value' to both the installer and end user,” was the overall Applicam message.



Rodney Kemp presenting Applicam's Omega range at the Focus Meet.



Applicam's EGS range of steel Cable Management systems, with their unique anti-corrosive properties, are just such products and can also be viewed as being a direct replacement for traditional Hot Dipped Galvanized steel (HDG).

Applicam's EGS offering is their latest addition to an already extensive range of products being marketed under the 'OMEGA' trademark.

These include - Floor Distribution Trunkings comprising In-Screed, Flush Floor, Cast-in-Situ, Raised Floor systems, Cable Trays, Trunkings and Ladder, Access Flooring and Data Cabinets; all of which are manufactured to International standards and come with a comprehensive manufacturer's warranty.

The price is now even more favourably positioned in order to accommodate certain installation types.

For more information on the extensive range of **Applicam's Omega range** – including a copy of the latest **Applicam 'Omega'** catalogue - contact the **KEC Sales Team** on Tel: 23985580 or email: sales@keckuwait.com.

Visit their website today: www.applicam.com

Applicam's 'Omega'

a new name, but a lifetime of innovation and expertise



With 10 Year Warranty

Partners & Projects

Applicam Success at Major Sporting Venue and Coastline Projects

A key partner with KEC in Kuwait for the supply of underfloor steel trunking and cable trays, Applicam is a major player in a number of Far Eastern markets as well.

A recent impressive success has been a contract with the Singapore Island Country Club, which is Singapore's oldest and most prestigious golf club.

The Applicam team has secured the contract to convert the existing installation of HDG or hot-dipped galvanised steel trays to the zinc, aluminium and magnesium (ZAM) steel trays which are a speciality of Applicam.



Although the OMEGA- ZAM tray prices were slightly higher than the market price for HDG trays, the consultant was convinced that the OMEGA- ZAM tray would provide much higher rust resistance than HDG trays which would help to resolve the main issue which was that the previously installed HDG trays used outdoors at the Club were severely corroded.

For critical projects such as underground tunnels for roads and rapid transit systems, subways, coastal buildings like those in Sentosa Cove Development, (see image here) and other locations where humidity and exposure to the elements is a factor in the long-term performance of metals, the ZAM-type steels are infinitely more appropriate than HDG steels.

So for our marketplace here in Kuwait, the proven benefits of the trays and other trunkings manufactured from Applicam's Zn-Al-Mg Alloy Coated Steels instead of the standard Post-HDG Coated Steel CSS steels are an important consideration for the specifier when metal performance and resistance to corrosion are key elements in product selection criteria.

Well done, Applicam.



Singapore Island Country Club

The club is doing some extension and renovation works and the Japanese contractor has ordered more than \$50K of Applicam's special finish trays.

MK Boutique and Maison de Lumière: Our Showroom Teams Continue to Delight Customers

Recent facelifts bringing about a more contemporary feel and ambiance to the showrooms, have provided a welcome boost to business.

If you haven't popped your head around the door for a while at the MK Boutique and Maison de Lumière showrooms located in Sun City it's a great time to do so.

Both showrooms are focused primarily at the private villa market sector and interior designers now boast a whole host of new products. In MK Boutique you will find products ranging from MK's ECHO wireless range and soon the new MK 'Astral' Lighting offering, see page 4, while in the case of Maison de Lumière you can find all that's latest in the field of architectural and decorative lighting from some of the 'majors' in the business e.g. Artemide, Kreon, Intralux and others.

What's more, there's always a warm welcome and a professional Arabic-speaking team on hand to assist with your every need.



Contact the showrooms today by simply ringing Tel: 22241114/5 or email mkboutique@keckuwait.com. You won't be disappointed

Partners & Product



New MK Sensors: Faster Operating Light Sensors to Save Energy

MK has launched recently what they have named as 'Simple Fit Sensors'.

Comprising just two products, one flush and the other surface fitting, these new sensors function more rapidly than the competition products and allow easy adjustment of time delay and lux sensing via externally mounted programming dials.

Installation has been simplified as well: just a standard backbox suffices for the surface-mount variant while the flush-fitting version offers spring-clip mounting into apertures into ceiling or wall panels.

Detection is by passive infra-red sensing and the units offer 360 degree coverage and up to 6m sensing range.



By adjusting the lux level, the passive photocell will determine when to switch on or off the load depending on ambient light levels and room occupancy.

The variable time delay has a range from 5 seconds to 40 minutes after the last movement is detected.

Loads up to 6A – 1500w for any type of light source, including standard and compact fluorescents, can be switched by these sensors.

These units complement the already wide range of MK Sensors giving just that extra level of choice so preferred by specifiers and contractors.

A one-box solution which is easy to install and requires no special fixing tools or complex programming so that lighting control with a view to energy saving is delivered in a no-nonsense addition to MK's market-leading range.



Moving With the Times:

MK Launches New Version of their web-site ...www.mkelectric.co.uk

The market-leading electrical accessories company has just launched a more dynamic version of the MK Electric web-site.

Whether you need the latest news on MK technologies or the specific technical details of an individual product, it is all here. The latest products are featured in full detail, including Astral and Echo, while existing product ranges are given clearer coverage within the *Wiring Devices, Circuit Protection and Cable Management* product divisions.

By progressively clicking down to the individual product via general range and functional categories, the user can ascertain installation and technical data per product with an image to confirm the right selection has been made and the recommended mounting method.

The catalogue pages for each range are available in pdf format, which can then be printed or downloaded.

Overall, this web-site is user-friendly and straightforwardly constructed. It should form a very useful resource for the global customer base of MK and assist in publicising the latest thrust in new technologies which the company is embracing.



KEC Service & Contacts

Commissioning & Maintenance: an Integral Part of KEC's Professional Approach to Delivering Value-Adding Solutions

Having increased considerably in numbers, capability and breadth of systems coverage this past two-three years, the **KEC** Commissioning & Maintenance Team has never been in more demand - writes *KEC's Peter Woods*.

Considerable emphasis has been placed these past 2-3 years in building a professional, capable and efficient **KEC** installation, commissioning and maintenance team as a means of ensuring the continued and future successful growth of our **KEC** systems solutions brands - and most important of all - **total customer satisfaction**.

Recent projects in which the team have been extensively involved for example, include the 360 Degree Mall - featuring no less than 4,000 of the latest **Gent** Vigilon detectors; Zain - where a water-

leakage detection solution was designed and commissioned using **Trend** controls; several **Quantran** Dimming installations; integrated **Ackermann Nursecall** solutions - not to mention several raised floor Cable Management solutions. The list is extensive.

All our team members undergo extensive and regular manufacturers' training and are ready to "go the extra mile" in order to resolve a problem and ensure that a **KEC** designed and supplied system, not only "rises to the occasion" on commissioning - but will provide long-lasting service when regularly maintained.



Want to know more ?
Call the **KEC** Commissioning and Maintenance team under the leadership of Ralph Vieira now on Tel: **23985580** or email: services@keckuwait.com

We're successfully and efficiently maintaining a growing number of installations throughout Kuwait

Contact a member of **KEC's Customer-Facing Team**

sales@ keckuwait.com	<p>Sales Management Rajan Peter (Major Projects)..99061578 rajan@keckuwait.com Fadi Salame (Showrooms).....99641467 mkboutique@keckuwait.com Khawar Mumtaz (Customer Service) khawar@keckuwait.com.....99664518</p>	sales.admin@ keckuwait.com	<p>Sales Admin. & Customer Service Lakshmi Mohan.....23985580 Ext. 122 Sundari Kumar.....23985580 Ext. 129 Karuna Leah.....23985580 Ext. 135 Shoaib/Yehya23985580 Ext. 125</p>
mkboutique@ keckuwait.com	<p>MK Boutique/Technical Lighting Showrooms22241114/5 Ali Sayes.....99735628 Mohamad Hodroj97180883 Marwan Ghrayzi.....97128021 Adnan Salameh.....97134243</p>	solutions@ keckuwait.com	<p>Systems Solutions Puga Sundararajan.....99299583 puga@keckuwait.com Anandan Vishwanathan.....97283960 anandan@keckuwait.com Sunil Pallikkara.....97655694 sunil@keckuwait.com</p>
kecsystems@ keckuwait.com	<p>Life Safety Systems Gee Varghese.....99365160 varghese@keckuwait.com Vinu Joseph.....99299463 vinu@keckuwait.com Manu Zachariah97358852 manu@keckuwait.com Sumitha Yugesh.....23985580 Ext.130</p>	services@ keckuwait.com	<p>Commissioning, Installation & Maintenance Ralph Vieira.....99123203 ralph@keckuwait.com Merwyn Fernandes.....97230640 James Johnson97230380 Shajy Sambasivam.....97230361 Moses Coelho.....23985580 Ext.118</p>
sales@ keckuwait.com	<p>MK Wiring Devices & Cable Management Solomon Samuel.....99299163 solomon@keckuwait.com Another.....Joining Soon</p>	sales@ keckuwait.com	<p>Lighting & Dimming Solomon Samuel.....99299163 solomon@keckuwait.com Another.....Joining Soon</p>

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