

LOOKING TO THE FUTURE - SAUDI BRITISH JOINT ENGINEERING VENTURE

UK COMPANY DELIVERS TAILORED TRAINING



Following from introductions provided by UK Trade & Investment, two well-respected companies Ahmed Nasser Al Binali Holding Company and Cordell Group Limited signed a memorandum of understanding in April 2008 to establish a joint venture company.

From its Teesside base in the North East of England, the Cordell Group brings together a complete range of engineering skills and resources, to provide a unique total engineering capability and deliver anything from a machined component, to a complete process plant. Over the last 30 years the Cordell Group has developed in a region with a long and proud industrial and process industry heritage that includes many of the major Oil & Gas, Steel, Chemical and Petrochemical industries. They have demonstrated continued growth and success in a region with sufficient industrial and academic intensity in science based industries to make it one of the premier locations in Europe for process industry manufacturing, research and development. Cordell directly employs project managers, engineers and designers in the fields of electrical, mechanical, instrumentation and control systems engineering. Cordell has a well-established track record providing varied control systems solutions, electrical, instrument engineering and design, along with

control panel manufacture and electrical installation and testing to our clients both in the UK and world-wide.

Both companies share common cultures and values recognising the importance of establishing a competent resource base able to provide the highest quality of services. The JV Company Al Binali Cordell Arabia will initially be providing the turn-key electrical, instrument and control systems solutions associated with new build, and smaller scale de-bottlenecking schemes, controls systems integration, plant enhancement and upgrade projects. This will provide potential clients with the opportunity to engage one company that can project manage, design, manufacture, install and commission the complete turn key electrical, control systems and instrumentation package. Furthermore, it is expected that the combination of Al Binalis established contracting base and Cordell's mechanical, electrical and control systems experience, will present an attractive and cost effective option for clients who are looking for a long term partnership, engaging the services of a pro active and professional engineering design, manufacture and construction contracting organisation.



Joanna Lavan, director of international training and consultancy company, Alfran UK Ltd was invited to speak on business planning at the 'Women in Business Conference' (organised by the British Trade Office Al Khobar) in November 2007. It was her first visit to the region and she decided to join the Business Link West Yorkshire Trade Mission which coincided with the conference and participated in other networking events and business meetings organized by the British Trade Office in Al Khobar.

One of the meetings arranged was with Talal Abu-Ghazaleh, one of the leading firms of Certified Public Accountants and Auditors in the Arab Region and as a result Alfran UK have so far this year delivered training courses on 'Practical Project Management' and 'International Trade Management' to their clients. More courses are being scheduled following the summer break.

Joanna said "it was a brilliant opportunity to look at a new overseas market. There was a huge amount of support from the British Trade Office in Al Khobar & Business Link West Yorkshire. I am now making regular visits to the region and looking forward to developing even more business in the region."