

## CONSTRUCTION NEWS

Is it my imagination or is it getting more and more the norm to bid and rebid again on every job that comes on the market, Each contract starts out with high specifications, the best of materials, etc. The job goes out for tender. The bid comes in and there is panic because all the prices are over budget. All the contractors, subcontractors and suppliers then have to rebid on basic standard materials in stock sizes and finishes.

Surely the Architects or Consultant, should know the client's budget and design a building to suit the funds available and save everyone a lot of time and trouble.

Having got that moan out of the way, what is happening in the Construction market? All the signs are very bullish with a lot of projects coming out for tender.

Pharmaceutical factories seem to be the flavour of the month, according to a recent report in Gulf Industry there are eleven new projects under way or about to start. Is a wave of Hypochondria hitting the Kingdom?

Faisaliah project has got as far as a memorandum of understanding with Binladin. The official contract will be signed in the near future.

The Prince Sultan City for Humanitarian Services is coming out in more packages than DHL carry in a year.

Site clearance is underway for the Kingdom Trade Centre and the bids are on the desks of ten contractors.

A new Holiday Inn in Olaya is on the drawing board of a local practice, the shell was put up some years ago and then abandoned.

It is also understood that several giant stores, hypermarkets and cash and carry stores are about to get underway.

The outlook generally looks good. Those of us who bring in materials from the U.K would like to see the exchange rate drop a bit more, perhaps the gnomes of Riyadh can give us their prediction for the foreseeable future.

*Geoff Hopkins is Chairman of the RGBB Construction Group and his contact number is listed in the "Useful Numbers" section on Page 26*

## BDSC Announces product assessment service

The BDSC, in a joint initiative with the Commercial Section of the Embassy, have made arrangements to assist the Commercial Section in assessing new U.K. products and services. Consequently, when the Embassy receive enquiries from U.K. companies concerning the prospects for their products in the KSA market, the BDSC will be consulted for their comments which will be included in the "Market Information Reports" which are provided to the companies by the Embassy.

The BDSC will not only rely on its own expertise but will also confer with any RGBB member whom it considers may have an interest in the product, enabling their comments to be included in the feed-back to the Embassy. This procedure would also enable potential matchmaking for U.K. companies and RGBB members' companies to be identified.

## BRITISH EMBASSY RIYADH: FORTHCOMING EVENTS

### JULY

CBI Conference on Saudi Arabia, London

### SEPTEMBER

21 - 25 Saudi Envirotech Riyadh  
27 - 29. Bedfordshire Chamber Trade Mission  
27 - 30 Catalogue Exhibition Riyadh Chamber

### OCTOBER

5 - 9 Saudi Agriculture Riyadh  
14 - 16, Middle East Association Trade Mission  
14 Mission of Mission Sponsors  
20 - 24 Saudi Healthcare  
26 - 30 Saudi Build

### NOVEMBER

1 - 3, Northampton Chamber Trade Mission  
2 - 7 Saudi Arabia's Int'l Trade Fair for Light Industries & Handicrafts  
9 - 13 Saudi Print / Pack / Plastic, Riyadh  
14 - 24 Saudi British Trade & Investment Delegation  
18 - 20 Sky Traders Independent Trade Mission lead by Sir Alan Munro  
29 - 1 Dec London Chamber Trade Mission

### DECEMBER

7 - 11 Saudi Consumer Goods Fair - Riyadh