

News in Brief

- Kirby MEA Held a Customer Seminar in Qatar
- Kirby MEA participated at the Kuwait Oil & Gas Exhibition held in April
- Kirby MEA participated at the City Build Abu Dhabi Exhibition held in April
- Kirby MEA participated at the Metal & Steel, Cairo Exhibition held in April
- Kirby MEA participated at Project Qatar 2011 held in May

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Kirby Building Systems MEA

May 2011

Kirby Continues to Drive Sales in Qatar



Gulf Cement Company, Umm Bab, Qatar



Safari Mall, Doha, Qatar

Since 1976, Kirby has provided steel solutions in Qatar to major customers such as QASCO, QAPCO, QAFCO, Q-CHEM, Qatar Gas, Dukhan Arab-D Gas Project, JGC, Hyundai, Snamprogetti, Technip, KBR, Safari Mall and Gulf Cement Company.

Kirby recently held two customer events in Qatar. First, a customer seminar at the Grand Hyatt Hotel, Doha, that was attended by over 80 delegates from big name specialized steel consultants and contractors. Kirby identified Qatar as a strategic growth market given the highly developed oil & gas and infrastructure segments and the expected windfall in construction activity ahead of the FIFA 2022 world cup that will be hosted in Qatar.

The session opened with a presentation about Kirby's capabilities to design and deliver steel structures and buildings and new product solutions such as open web joists and curved built up members. Next, followed a well-received technical presentation that explained the Kirby approach to steel structure design, including information about designing for wind and seismic loads, as well as the latest eco-friendly requirements. The event concluded late in the evening after a buffet dinner that allowed the Kirby team to interact with customers in a relaxed setting.

Second, Kirby participated in the Project Qatar exhibition held from 2nd to 5th May in Doha, Qatar. The Qatar exhibition brought together a host of local, regional and international players and was a great forum for Kirby to develop relationships with key consultants and contractors focused on the construction and development of Qatar.



Kirby Customer Seminar



Kirby team at the Qatar Customer Seminar