

BUYER'S GUIDE

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New products come on to the market at a great rate. While many shout about their innovation or competitive pricing, it can be difficult to spot the true merit of a product without the right information. MEP offers a few top tips that are always worth keeping in mind when purchase orders are on the way.

TOP TIPS

1. FOCUS

Know what you are looking for and exactly what you need it to do

2. RESEARCH

Get suppliers to provide detailed product information based on your specific requirements

3. PRICE VERSUS...

Is price the most important factor?

4. ...QUALITY

Or will quality matter more in the long run?

5. IS IT NEEDED?

Is the product something the project really needs? Could it be done without or bought at a later stage?

6. SUSTAINABILITY

Does this product need to be 'green'?

7. STANDARDS

Does the product need to conform to any specific standards?

8. SHIPPING

Will the product make it to site on time, or is there an order backlog?

9. LIABILITY

How long will your company be liable for the product's performance?

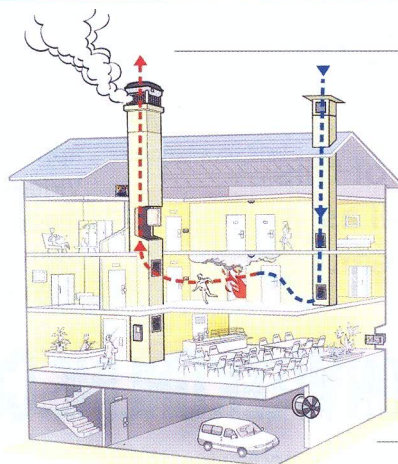
10. SORTED

Will this purchasing decision sort the job or will it come back to haunt you?

Product focus

MEP Middle East reviews the latest gadgets, essential kit and serious product innovations to make an impact in the GCC construction market. Let us know if there is something you would like to see on these pages

WANT TO FEATURE YOUR PRODUCT HERE? Email: gavin.davids@itp.com

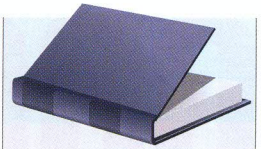
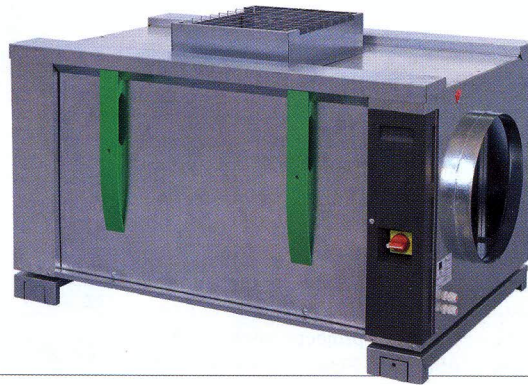


« ALDES AXIAL FAN HELIONE

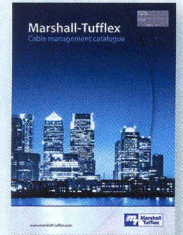
Aldes's smoke exhaust axial fans come in one or two speeds and have a fire resistance of 200°C to 400°C, for up to two hours. The fans can be duct or wall-mounted and are well adapted for both low pressure and high airflows. The fan systems are used in car parks and follow the same principles as a corridor smoke extraction system. In addition, they create a 'smoke free' layer above the floor, improving conditions and allowing for the safe escape/rescue of people.

ALDES INOVEC MICRO-WATT LOW-ENERGY CONSUMPTION CABINET FANS >>>

In an effort to align with new building requirements on energy savings, Aldes has introduced the second generation of InoVEC low energy consumption cabinet fans. Fully casted in one piece, the seven piece range covers any airflow up to 12000m³/h. Built to encourage the integration of practical functionalities for installation and maintenance, the InoVEC micro-watt is the only Aldes micro-watt fan to come with pre-built and pre-wired micro-watt box integrated into the unit.



TAKE A LOOK



Marshall-Tufflex Cable Management Catalogue

The new Cable Management catalogue represents the industry's definitive and most user-friendly guide to trunking systems and prefabricated/modular wiring. The 308 page catalogue covers all Marshall-Tufflex cable management systems.

7 QUESTIONS TO ASK

1. If my order quantities increase, will I receive a better price?
2. When will the order be delivered to site?
3. Has the product been used or tested in the GCC?
4. What guarantees are in place for the product?
5. What after-sales support is available?
6. Will we receive any installation advice or assistance?
7. Can the product be customised to suit our specific requirements?