

# Arab Construction World

Serving the Building, Construction Machinery, Road & Power Generation Sectors in the Middle East & North Africa  
Since 1983



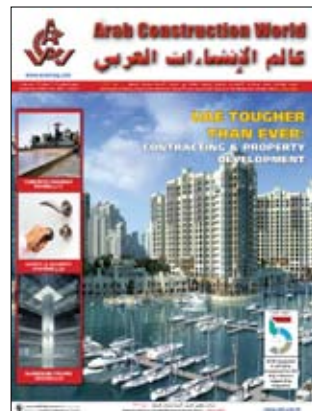
# عالم الإنشاءات العربي

تخدم قطاعات البناء ومعدات الإنشاءات والطرق وتوليد الطاقة  
في الشرق الأوسط وشمال إفريقيا  
منذ ١٩٨٣



## MEDIA INFO 2007 معلومات المجلة ٢٠٠٧

Waste Management      Landfill  
Solar Energy      Trenchless Technology      Steel  
Prefabricated Bridges      Earthmoving Machinery      Fire protection  
Drilling & Tunneling      Lighting Equipment      Plastics  
Coatings & Paints      Wood      Scaffolding  
Renewable Energy      Asphalt  
HVAC      Power Generation



# MENA Construction Market

## Constructing, Deconstructing and Reconstructing (Always Growing!)

With oil prices fixed firmly above US \$60 a barrel an overflow of revenues which will be consequently adopted in extensive investment programs in 2007 in the **GCC states**. Currently, over US \$ 1 trillion worth of projects planned or under way in the GCC region, the stage is set forth for the activities to continue uphill for the next five years, and beyond. The imminent year will be critical and shows indications of decidedly prosperous trading in the region. It is getting harder and harder to keep up with the massive amount of projects that seem to bloom by the minute; the construction market in the **MENA** is actually overshadowing other markets anywhere in the world.

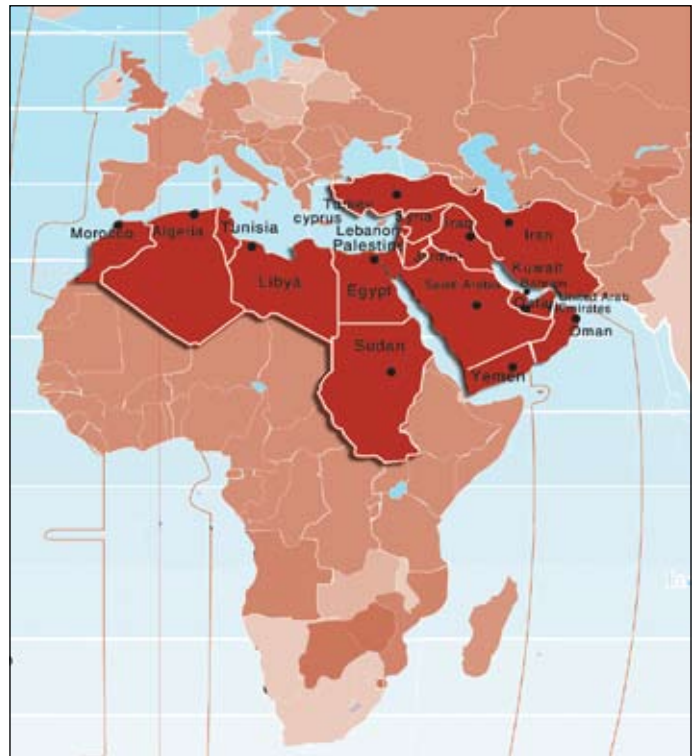
**Saudi Arabia** is the largest construction market in the Middle East with multi-million projects that are launched and many are in the planning stage. More than US \$ 1 billion of hotel and office building projects in Riyadh alone are being developed. The building boom is also being spurred by planned government investments to expand the country's electricity network and water supplies. The largest of projects is King Abdullah's Economic City which will attract a US \$ 26.6 billion in order to achieve as well as the Makkah City venture (US \$ 2.6 billion). The construction element that is attached to power supply development is estimated at nearly US \$700 million. In total, current infrastructure and public sector building programs are valued at some US \$ 35 billion. In addition, the Jeddah Municipality is planning to build some 30 bridges and tunnel projects at US \$ 533 million over the next five years.

**Qatar** has greatly profited from the increase of the oil and gas prices, and scoring thus a growth rate that exceeded those attained by neighboring **GCC states**. Qatar's real gross domestic product (GDP) is projected to increase 6.6% by the end of 2006. The Qatari government is investing every provided effort to diversify its income resources and has amplified its budget allocations by 17 % in order to devote them for an infrastructure development strategy.

In **Kuwait**, the construction market is in the wake of improved confidence wherein a wave of vast and high-valued projects are underway and that are estimated at US \$ 200 billion, like Khabary City Project (US \$ 5,500 million) and Madinat Hareer (86,000 million) to name a few. Infrastructure projects are planned to rise over US \$ 15 billion mark in 2007. During the first seven months of 2006, average real estate sales rose by 14 percent in value and 3.3 percent in number.

The real estate boom that was initiated in the **UAE** back in 2002 had its ripple effects on all **GCC states**. In 2005, the **UAE** held 64% of new projects in the region and has the biggest expenditure budget on the civil industry with US \$ 77 billion to be deployed over the next 3 years. **UAE** is a very fertile land with endless investments and projects that are already in progress or in their planning phase. The Mall of Arabia, for instance, is part of the City of Arabia project (US \$ 2,000 million) in Dubailand and is to be the biggest shopping centre in the world. Finally, it is important to mention the Burj Dubai scheme (US \$ 20,000 million) that will be completed by 2009/2010 and which comprises the world's largest tower as its main landmark.

The expectancies and optimism that were bargained upon in the real estate sector in **Lebanon** were turned asunder by the recent war. However, the increase in the GDP trend was supposed to inflate the sector; the related market summed US \$ 689 million during the first quarter of 2006, against US \$ 473 million in 2005. Besides, the land prices in **Beirut** alone augmented by 40 to 50 % at the beginning of 2006. In **Jordan**, real estate projects are emerging with new plans to be projected around Aqaba area. A model of prosperity, the mixed-use city Al-Qasaba Residential City will be the first to be built at US \$ 142 million. One of the major projects in the **Levant** area is **Syria's** Jabal EL-Sheikh US \$ 15 billion investment that is led by investors from both Europe and the **UAE**. As regards **Turkey**, the economic growth has been strong so far in 2006; GDP growth is forecast to be 5.5% in 2006 and about 4.5% in 2007. To speak of **Iraq**, the new Iraqi government is still waiting for stabilization so that it may be able to launch the reconstruction projects. Some developments have



MENA Region

been underway along with the Americans aimed at rebuilding and rehabilitating some of the torn infrastructure, the power-related sector for instance. Speaking of **Iran**, figures released by the Central Bank of Iran reveal that the country enjoyed a 5.4% boost in its GDP last. It has reported that US \$ 24 billion will be taken from the Foreign Exchange Reserve Account in order to fund private sector projects.

Looking at the North African area, one could notice a certain change prowling somewhere with first signals from **Algeria** and **Egypt**. High oil prices are setting the groundwork for newly expected foreign investments, in **Algeria**; paralleled with a US \$ 50 billion development program that is assumed for over a five year period and that is targeted towards infrastructure, as well as housing construction. Lately, the construction industry has been witnessing a 6% growth rate per annum with 800,000 residences to be built. As to **Egypt**, the Egyptian government is discussing trade contracts with Chinese investors worse over US \$ 2 billion in an attempt to make the country China the manufacturing hub for the region.

We can deduce from all of the above that despite the political turmoil the pace of the construction market in the MENA region has grown and prospered. Investments in the GCC region are exploding with investors from the four corners of the world, including neighboring states as well, increasing their involvement in the market. Africa makes the top-three among reforming regions, after Eastern Europe and the **OECD** countries; hence, the **North Africa** region is apt to be a major player in the construction industry with projects seeing light in most of the North African states. Presently there are mega projects targeted towards the roads and bridges infrastructure. The World Bank (WB) has already granted **Morocco** a loan of US \$ 60 million to

Sources: [www.albawaba.com](http://www.albawaba.com)  
[www.menafn.com](http://www.menafn.com)  
[www.menareport.com](http://www.menareport.com)  
[www.economy.gov.lb](http://www.economy.gov.lb)  
ACW's Archive 2006

# Arab Construction World (ACW)

## Arab Construction World (ACW) - Building the Archive for the Industry

Renowned the world over as the premier Business to Business magazine across the MENA region to serve the building, Construction Machinery, Road & Power sectors, the **Arab Construction World (ACW)**, has been published by **Chatila Publishing House (CPH)** since 1983.

**ACW** magazine is kicked off with the Opening Letter, the area where the editor-in-chief inks his timely commentaries, thoughts and impressions to paper. The Open Forum shifts gear as the platform for **ACW** readers to relay ideas, opinions, and suggestions. The main focus of each issue is branded the Feature section: A melting pot of technical articles on current practices and advancements, case studies, and technologies such as Power Generation, Safety and Security Systems, Automation and Instrumentation, without failing to mention what goes against the current. **ACW** also culminates its nurture on Building materials in every issue with a special coverage of the latest innovations in this market. Market trends, major projects, and new products that are making the headlines make the cut in the Industry Spotlights section, thereby offering innovative solutions for the different sectors. The issue always carries Country/Regional Reports including industry's status and demand such as building material and products as well as exports from and to the **MENA** region. These present a company's ticket to strike deals when the clock chimes opportunity. The Departments section highlights recent industry publications under Industry Literature. Moreover, Interviews with decision-makers and specialized professionals as well as corporate profiles are devoted a special section. Corporate Happenings, Products and Services are presented via accurate and up-to-date information that meets professional standards and attracts high-quality readership. Large-scale projects and developments along with electronic news are given special coverage. Events are granted ample room in the back stern, ostensibly with the pre-show reviews and post-show reports. The magazine also provides the following services: in the Industry Contacts listings, companies' details are displayed shortening distances between manufacturers and distributors; Coming Events offers a comprehensive listing of construction related events, conferences, seminars and workshops; finally, the Buyers' Guide presents a 9cm x 6cm classified ad including the advertiser's logo, a brief message and the product's photo.



### The Most Trusted Source for Latest Updates & News

**ACW** magazine assists in the dissemination of information and developments as they make the news in the construction industry, whether of a general or specific nature. For the past 33 years, the publication has also been reviewing research advances to promote a greater understanding of the processes related to the different sectors in meeting the increased pressures and demands for innovative solutions in the **MENA** region. We deliver up-to-the-minute, hard hitting news that capture the first and foremost in the construction industry. The long experience we have accumulated allows us to be at the very core of the story. We move with the fast pace of a 24/7 world, and this is reflected in the quality of the news we place at the readers' disposal. With a tight-gripped hand on the field, a strong editorial team and Honorary Editorial Consultants (HEC) Board, **ACW** dwells on mainstream topics and forages the land for unconventional ones.

### Aiming For the Selected

**ACW** is circulated to the desktops of leading construction industry decision-makers and gate-keepers working in over 8.650rms who are engaged in the construction industry throughout the **MENA**. As of 2007, the magazine will be published 12 times per year, in a bilingual format (English-Arabic). With 4 readers for every copy on average, it's safe to say that more than 35,000 professionals are reading every issue of **ACW** magazine. The magazine receives such wholesome welcome from regional and international readers because it has earned an esteemed reputation that it has built over the past 33 years by providing latest updated and trusted content as well as the professional and elegant layout.

### Online News-ducting

The new and revamped [acwmag.com](http://acwmag.com) website provides online insight for surfers into the construction industry through a combination of industrial news and trends, innovative technologies, country reports, and event news related to the Building, Construction Equipment, Road and Power Generation sectors. Log on to [www.acwmag.com](http://www.acwmag.com) and delve into the world of construction where current and archived issues of the **Arab Construction World (ACW)** magazine are available for free to registered users in two formats (html and PDF e-book) at your whim.

### The Mold of Leadership

Arab Construction World (ACW) is embedded in simplicity that is rooted in accountability, innovation, hard work, expertise, dedication, and commitment to the craft. A diligent and rigorous Honorary Editorial Consultants (HEC) board and a strong marketing network are behind our success and recognition. Specialization, professionalism, extensive circulation and bilingualism make **ACW** magazine the ultimate reference for the **Middle East & North Africa (MENA)** business and professional community involved in the Building, Construction Equipment, Road and Power Generation sectors. To this day, we remain steadfast and undaunted by the waves of competition as our resolve and manpower singles us out from the rest.



### Editor-in-Chief

Graduated with a Bachelor degree in Architecture in 2002 from the American University of Beirut (AUB), **Mohamad Rabih Chatila** has been working in the publishing sector since 1998. Mr. Chatila joined **Chatila Publishing House (CPH)** in 2002 and has acted since then as the Editor-In-Chief of the **Arab Construction World (ACW)** magazine.

If you like to contact him, you can send an e-mail message to [mr.chatila@cph.com.lb](mailto:mr.chatila@cph.com.lb)

# Arab Construction World (ACW)

## EDITORIAL PROGRAM 2007

Issues	January	February	March	April
<b>Construction Material</b>	• Steel	• Marble & Granite	• Concrete	• Wood
<b>Roads &amp; Bridges</b>	• Levelling, Mapping & Surveying	• Bridge Groundwork & Foundations	• Roads & Bridges Building	• Tunneling Equipment
<b>Power Generation</b>	• Engines & Motors	• Electric-Power Generators	• Gas Generators	• Solar Energy
<b>Feature</b>	• Drilling, Mining & Tunneling	• Demolition & Quarrying	• Earthmoving Machinery	• Landfill & Waste Management
<b>Industry Spotlights</b>	• Crushers & Screens • Formworks & Scaffolding • Tiles	• Dozers & Graders • Drainage & Sewerage • Geomembranes & Geotextiles	• Ceilings, Floors & Partitions • Dump Trucks • Water Proofing	• Concrete Batching Plants • Fire Protection • Thermal Proofing & Insulation
<b>Country / Regional Reports</b>	• Bahrain • France • Levant (Lebanon, Jordan, Syria)	• Austria, Germany & Switzerland • Saudi Arabia • Scandinavia (Denmark, Norway & Sweden)	• China • Qatar • UAE	• Far East (Malaysia, Singapore & Thailand) • Turkey • UK
<b>Bonus Distribution*</b>	• Tekno - UAE • Woodworking Middle East, UAE	• Buildex Dhahran 2007 - Saudi Arabia	• Construct / Light & Building 2007 - UAE • Expo Build China 2007 - China • Project Qatar 2007 - Qatar • Saudi Building & Interiors 2007 - Saudi Arabia	• Buildex 2007 - Syria • Turkey Build 2007 - Turkey • Rebuild Iraq 2007 - Jordan • ISH Kitchen - Dubai
<b>Editorial Material Due</b>	Tuesday, December 12th, 2006	Friday, January 12th, 2007	Monday, February 12th, 2007	Monday, March 12th, 2007
<b>Advertising Material Due</b>	Sunday, December 17th, 2006	Wednesday, January 17th, 2007	Saturday, February 17th, 2007	Saturday, March 17th, 2007
<b>Publishing Date **</b>	Wednesday, December 27th, 2006	Saturday, January 27th, 2007	Tuesday, February 27th, 2007	Wednesday, March 27th, 2007
Issues	May	June	July	August
<b>Construction Material</b>	• Asphalt	• Ceramics	• Steel	• Aluminum & Glass
<b>Roads &amp; Bridges</b>	• Roads & Bridges Paving	• Road Markings	• Road Safety & Security	• Traffic Management
<b>Power Generation</b>	• Portable Generators	• Renewable Energy	• Hybrid Engines	• Power Generation
<b>Feature</b>	• Construction Site Work (Levelling, Mapping & Surveying)	• Material Handling & Transport	• Power Generations Systems	• Construction Site Work (Foundations & Pilings)
<b>Industry Spotlights</b>	• Excavators • Pipes & Pumps • Trenchless Technology	• Hardware Tools • Piling Equipment • Sanitary Ware & Accessories	• Access Equipment • Forklifts • HVAC Equipment & Accessories	• Hoists & Cranes • Dozers & Graders • Lifts & Escalators
<b>Country / Regional Reports</b>	• Canada & USA • Iraq • Japan and South Korea	• Egypt • Saudi Arabia • UAE	• Italy • North Africa (Libya, Morocco & Tunisia) • Spain	• BENELUX (Belgium, Netherlands, Luxembourg) • Oman • Qatar
<b>Bonus Distribution*</b>	• Rebuild Lebanon 2007 - Lebanon	• Rebuild Lebanon 2007 - Lebanon		
<b>Editorial Material Due</b>	Thursday, April 12th, 2007	Tuesday, May 12th, 2007	Monday, June 12th, 2007	Thursday, July 12th, 2007
<b>Advertising Material Due</b>	Tuesday, April 17th, 2007	Sunday, May 17th, 2007	Friday, June 17th, 2007	Tuesday, July 17th, 2007
<b>Publishing Date **</b>	Friday, April 27th, 2007	Monday, May 28th, 2007	Wednesday, June 27th, 2007	Friday, July 27th, 2007
Issues	September	October	November	December
<b>Construction Material</b>	• Concrete	• Plastics	• Construction Chemicals	• Adhesives & Sealants
<b>Roads &amp; Bridges</b>	• Roads Maintenance	• Roads & Bridges Rehabilitation	• Bridges Maintenance	• Prefabricated Bridges
<b>Power Generation</b>	• Wind Energy	• Diesel Generators	• Power Plants	• Power Relay Stations
<b>Feature</b>	• Electromechanical Equipment & Services	• Interior Design	• Safety & Security Systems	• Automation & Instrumentation (Intelligent Building Management)
<b>Industry Spotlights</b>	• Cables & Wires • Corrosion Protection • Crushers, Demolition Equipment & Screens	• Architectural Ironmongery • Earthmoving Machinery • Loaders	• Doors, Gates & Windows • Dump Trucks • Prefabricated Structures	• CAD / Project Management Software • Concrete Pumps • Surveying Equipment
<b>Country / Regional Reports</b>	• Kuwait • Russia • UK	• Austria, Germany & Switzerland • Turkey • UAE	• Cyprus & Greece • Iran • Taiwan	• India • Kuwait • Saudi Arabia
<b>Bonus Distribution*</b>		• Big 5 Show 2007 - Dubai, UAE • CONMEX 2007 - Sharjah, UAE	• Big 5 Show 2007 - Dubai, UAE	
<b>Editorial Material Due</b>	Sunday, August 12th, 2006	Wednesday, September 12th, 2007	Friday, October 12th, 2007	Monday, November 12th, 2007
<b>Advertising Material Due</b>	Friday, August 17th, 2006	Monday, September 17th, 2007	Wednesday, October 17th, 2007	Saturday, November 17th, 2007
<b>Publishing Date **</b>	Monday, August 27th, 2006	Thursday, September 27th, 2007	Saturday, October 27th, 2007	Tuesday, November 27th, 2007

\* Tentative list of events at which ACW will have bonus distribution of its issues - liable to changes based on event organizers.

\*\* Indicates when the issue would be available from the printing press for circulation and distribution. Allow a 2 to 3 - week period for the issue to reach you by post.

If you are interested in publishing your editorial material in ACW, please email the editorial department at [editorial@acwmag.com](mailto:editorial@acwmag.com)

# عالم الإنشاءات العربي

## البرنامج التحريري ٢٠٠٧

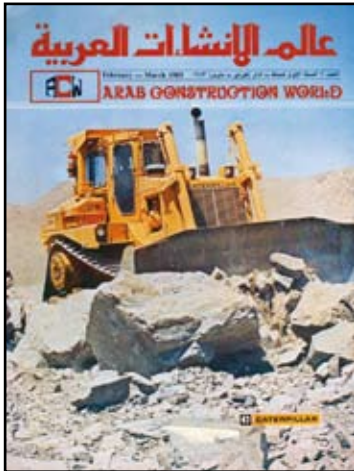
عدد	كانون الثاني / يناير	شباط / فبراير	آذار / مارس	نيسان / أبريل
مواد البناء	• الصلب	• الغرانيت والرخام	• الخرسانة	• الخشب
الطرق والجسور	• تقنيات المسح ووضع الخرائط	• أساسات الجسور	• بناء الجسور والطرق	• معدات حفر الأنفاق
توليد الطاقة	• محركات و مولدات	• مولدات الطاقة الكهربائية	• مولدات البنزين	• الطاقة الشمسية
مواضيع خاصة	• حفر الأنفاق والتنقيب	• مقالع الحجارة والرديم	• معدات الحفر	• ردم التفتايات ومعالجتها
أخبار صناعية	• كسارات وغربلات	• جرارات ومهدات (للأرض)	• الأسقف والأرضيات والقواطع	• وحدة إنتاج دفعي خاص بالإسمنت
تقارير البلدان / المناطق	• كسارات والبلاط	• شبكات الصرف الصحي والمجاري	• الشاحنات القلابة	• الحماية من الحرائق
	• الارتفاعات والمرتفعات	• الأنسجة والأغشية الأرضية	• عزل المياه	• مواد العزل والنش
	• البحرين	• ألمانيا، النمسا، سويسرا	• الصين	• الشرق الأقصى
	• دول المشرق العربي (لبنان، الأردن، سوريا)	• المملكة العربية السعودية	• قطر	(ماليزيا، سنغافورة كوريا الجنوبية وتايلندا)
	• فرنسا	• اسكتلندا (الدنمارك، النرويج، السويد)	• الإمارات العربية المتحدة	• تركيا
			• المملكة المتحدة	
توزيع نسخات إضافية للزوار*	• تككو - الإمارات العربية المتحدة	• بيلدكس ٢٠٠٧ - المملكة العربية السعودية	• إضاءة و بني ٢٠٠٧ - الإمارات العربية المتحدة	• بلدكس ٢٠٠٧ - سوريا
	• أشغال الخشب في الشرق الأوسط - الإمارات العربية المتحدة		• اكسبو بيلد الصين ٢٠٠٧ - الصين	• بناء تركيا ٢٠٠٧ - تركيا
			• مشروع قطر ٢٠٠٧ - قطر	• إعادة أعمار العراق ٢٠٠٧ - الأردن
			• البناء والهندسة الداخلية في السعودية	• فروست ميدل إيست ٢٠٠٧ - الشارقة / الإمارات العربية المتحدة
			• المملكة العربية السعودية	
تاريخ توقف استلام أوامر النشر	الثلاثاء، ١٢ كانون الأول / ديسمبر ٢٠٠٦	الجمعة، ١٢ كانون الثاني / يناير ٢٠٠٧	الأثنين، ١٢ شباط / فبراير ٢٠٠٧	الأثنين، ١٢ آذار / مارس ٢٠٠٧
تاريخ توقف استلام المواد الإعلانية	الأحد، ١٧ كانون الأول / ديسمبر ٢٠٠٦	الأربعاء، ١٧ كانون الثاني / يناير ٢٠٠٧	الأربعاء، ١٧ شباط / فبراير ٢٠٠٧	السبت، ١٧ آذار / مارس ٢٠٠٧
تاريخ النشر**	الأربعاء، ٢٧ كانون الأول / ديسمبر ٢٠٠٦	السبت، ٢٧ كانون الثاني / يناير ٢٠٠٧	الثلاثاء، ٢٧ شباط / فبراير ٢٠٠٧	الثلاثاء، ٢٧ آذار / مارس ٢٠٠٧
عدد	أيار / مايو	حزيران / يونيو	تموز / يوليو	أب / أغسطس
مواد البناء	• الأسفلت	• السيراميك	• الصلب	• الألومنيوم والزجاج
الطرق والجسور	• تعبيد الطرق والجسور	• تحديد الطرق	• امان وسلامة الطرق	• ادارة تدفق السير
توليد الطاقة	• المولدات المحمولة	• الطاقة المتجددة	• محركات مزدوجة الوقود	• توليد الطاقة
مواضيع خاصة	• موقع ورشة العمل (تقنيات المسح ووضع الخرائط)	• معالجة المواد ونقلها	• أنظمة توليد الطاقة	• موقع البناء (الاساسات والتكديس)
أخبار صناعية	• حفارات	• أدوات معدنية	• معدات أنظمة الدخول	• الارتفاعات والمرتفعات
	• الأنابيب و خطوط الأنابيب	• معدات التكديس	• مرفعات شوكية	• جرارات ومهدات (للأرض)
	• تكنولوجيا الحفر من دون شق	• الأدوات الصحية و تابعها	• تقنيات التكييف والتبريد	• المصاعد والسلالم المتحركة
تقارير البلدان / المناطق	• كندا و الولايات المتحدة	• مصر	• إيطاليا	• بينيلوكس (بيلجيكا، هولندا، تونس)
	• العراق	• المملكة العربية السعودية	• شمال افريقيا (ليبيا، المغرب، تونس)	• عمان
	• اليابان	• الإمارات المتحدة العربية	• اسبانيا	• قطر
توزيع نسخات إضافية للزوار*	• إعادة إعمار لبنان ٢٠٠٧ - لبنان	• إعادة إعمار لبنان ٢٠٠٧ - لبنان		
تاريخ توقف استلام أوامر النشر	الخميس، ١٢ نيسان / أبريل ٢٠٠٧	السبت، ١٢ أيار / مايو ٢٠٠٧	الثلاثاء، ١٢ حزيران / يوليو ٢٠٠٧	الخميس، ١٢ تموز / يوليو ٢٠٠٧
تاريخ توقف استلام المواد الإعلانية	الثلاثاء، ١٧ نيسان / أبريل ٢٠٠٧	الخميس، ١٧ أيار / مايو ٢٠٠٧	الأحد، ١٧ حزيران / يوليو ٢٠٠٧	الثلاثاء، ١٨ تموز / يوليو ٢٠٠٧
تاريخ النشر**	الجمعة، ٢٨ نيسان / أبريل ٢٠٠٧	الأحد، ٢٨ أيار / مايو ٢٠٠٧	الأربعاء، ٢٧ حزيران / يوليو ٢٠٠٧	الجمعة، ٢٧ تموز / يوليو ٢٠٠٧
عدد	ايلول / سبتمبر	تشرين الأول / أكتوبر	تشرين الثاني / نوفمبر	كانون الأول / ديسمبر
مواد البناء	• الخرسانة	• البلاستيك	• المواد الكيميائية المستخدمة في البناء	• المواد اللاصقة والمانعة للتسرب
الطرق والجسور	• صيانة الطرق	• إعادة تأهيل الطرق والجسور	• صيانة الجسور	• الجسور الجاهزة
توليد الطاقة	• الطاقة بواسطة الريح	• مولدات الديزل	• وحدات توليد الطاقة	• محطات تحويل الطاقة
مواضيع خاصة	• المعدات الكهروميكانيكية و خدماتها	• الهندسة الداخلية	• أنظمة الأمان والسلامة	• الأتمتة و استخدام الآلات
أخبار صناعية	• كابلات وأسلاك	• تجارة الحدائد	• الأبواب والبوابات والنوافذ	• برمجيات خاصة بإدارة المشاريع/CAD
	• مكافحة التآكل	• آلات الحفر	• الشاحنات القلابة	• المضخات الخرسانية
	• كسارات وغربلات ومعدات التهديم	• مجرفات تحميل	• البنى المعدة للتركيب	• معدات المسح
تقارير البلدان / المناطق	• الكويت	• النمسا، ألمانيا، سويسرا	• قبرص و اليونان	• الهند
	• روسيا	• تركيا	• ايران	• الكويت
	• المملكة المتحدة	• الإمارات المتحدة العربية	• تايوان	• المملكة العربية السعودية
توزيع نسخات إضافية للزوار*		• معرض الخمسة الكبار ٢٠٠٧ - دبي	• معرض الخمسة الكبار ٢٠٠٧ - دبي	
		• كونمكس ٢٠٠٧ - الشارقة / الإمارات العربية المتحدة		
تاريخ توقف استلام أوامر النشر	الأحد، ١٢ آب / أغسطس ٢٠٠٦	الأربعاء، ١٢ ايلول / سبتمبر ٢٠٠٧	الجمعة، ١٢ تشرين الأول / أكتوبر ٢٠٠٧	الأثنين، ١٢ تشرين الثاني / نوفمبر ٢٠٠٧
تاريخ توقف استلام المواد الإعلانية	الجمعة، ١٧ آب / أغسطس ٢٠٠٦	الأثنين، ١٧ ايلول / سبتمبر ٢٠٠٧	الأربعاء، ١٧ تشرين الأول / أكتوبر ٢٠٠٧	السبت، ١٧ تشرين الثاني / نوفمبر ٢٠٠٧
تاريخ النشر**	الأثنين، ٢٧ آب / أغسطس ٢٠٠٦	الخميس، ٢٧ ايلول / سبتمبر ٢٠٠٧	السبت، ٢٧ تشرين الأول / أكتوبر ٢٠٠٧	الثلاثاء، ٢٧ تشرين الثاني / نوفمبر ٢٠٠٧

\* قائمة، قابلة للتعديل، بالمعارض التي ستوزع خلالها نسخات من مجلة عالم الإنشاءات العربي.  
 \*\* تبين تاريخ صدور المجلة من المطبعة \ قد يطرأ في بعض الأحيان تأخير توزيع المجلة لمدة أقصاها أسبوعين.

نشر مقالاتكم في مجلة عالم الإنشاءات العربي يرجى إرسالها إلى قسم التحرير على العنوان التالي: [editorial@acwmag.com](mailto:editorial@acwmag.com)

# Advertising Benefits

## Introduction



February - March 1983

ACW's very first issue

### ACW: A Pioneer Publication in the Construction Industry

Since its very inception in 1983, **Arab Construction World (ACW)** magazine has been the authoritative resource for decision-makers and key buyers in over 9,245 firms engaged in the Construction, Building Material, Road and Power Generation sectors across the Middle East & North African (MENA) region.

ACW offers steady marketing and advertising solutions to realize advertisers' specific objectives and satisfy their penchant for recognition. Tailor-made programs suit up clients' needs and patch up what's been lacking elsewhere.

From sponsorship positioning, editorial placements, mega event promotions, insertion strategies, to pricing programs, we've got it all. We invite you to place your trust in the hands of our creative marketing specialists, whose nimble fingers and agile minds will customize the program that will achieve your goals and boost your Return on Investment (ROI) to another realm.

## Our Vision



October 2006

- To provide none other than supreme quality service to discerning clients. It is a self-set standard that singles us out from the bevy of competitors;
- To ensure our clients a delectable range of opportunities that is sure to cater to their needs and whims;
- To set the tone for a far-reaching business horizon and to maintain steady growth by building relationships founded on trust and recommendation; and
- To safeguard the afore-mentioned through a synergy of commitment, experience, and innovation.

## Reasons To Advertise

**Arab Construction World (ACW)** magazine has been the ideal and exclusive medium in the Middle East and North Africa covering all the bits and pieces of the construction and power generation industries for over two decades. Leading business figures bank their trust on **ACW** magazine for ultimate source of scrumptious information. The awards and certificates we have received at several supported international and regional events in 2006 are an assertion of our good reputation, expertise, and presence on the construction market.

Our first and foremost aim is to grant readers/clients potent gratification by providing the finest editorial input, on-time circulation coverage, and essential business services.

- **ACW** magazine is the premier and most trusted, specialized construction Business to Business publication in the MENA region.
- **ACW** is circulated to over 9,245 private and public sector firms.
- Our readership spans the local, national, and international; a broad set of benefits is placed at their immediate reach.
- Since 1983, we have helped thousands of clients penetrate the lucrative **MENA** construction market.
- Bonus copies of **ACW** magazine are distributed at major events (Exhibitions, Conferences, Seminars, etc.) taking place in the MENA region, giving clients a visa pass to a wider market.

Our latest survey, that targeted a specimen of various groups within the construction industry, produced the following figures which are a bold indication of the prosperous, fast-paced results our readers obtain:

- 88% of targeted groups deem **ACW** an accredited source of up-to-the-minute information on the construction industry, nourished by its high-quality editorial content;
- 71% are pleased by the return on investment they had witnessed from the diverse exposure **ACW** has put forth;
- 78% forged and culminated business relations through the services of and advertising in **ACW**; and
- 57% surf **ACW** online for the electronic version when the hard copy of the magazine is out of reach.

If you are interested in advertising in ACW, please contact us:  
Tel: +961-1-748333, Fax: +961-1-352419, or E-mail: [marketing@acwmag.com](mailto:marketing@acwmag.com)

# Advertising Options

## Print Options



• **Display Advertising:** ACW offers advertisements in an extended range of sizes and placements with full-color or mono display spots (with no additional loading for color).

• **Classified Advertising:** The Buyers' Guide (BG) is dedicated to companies planning to test the market with a limited budget. It is a 9 cm width x 6 cm height (3 5/8" x 2 3/8") including the company's logo and contact details as well as a short message and one related photo.

• **Advertorials:** This option has a double use, first, to get the story to all ACW's readers and second, to maximize the company's exposure by placing its full contact details.

• **Fixed Inserts:** Distributed MENA-wide, or to specified countries. Fixed Inserts are a popular and effective form of advertising as they make your ad stand out from the rest!

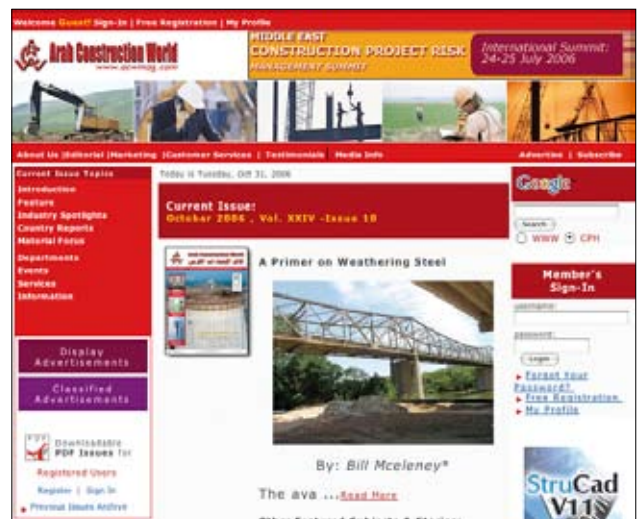
• **Company Profile/Interview:** This form of advertising offers comprehensive coverage of your company's history and products, including an interview with the GM or CEO.

## Online Options

Online advertising has become necessary to any marketing campaign. For guaranteed effective communication, you will be entitled to placing your banner with a link to your company's website or e-mail address on ACW's website. Your online advertising options are:

- **Top Banner**  
Width x Height: 470 X 60 pixels  
Max size (Kb): 30  
Types: GIF, JPEG &/or animated GIF
- **Right Side Banner**  
Width x Height: 120 X 160 pixels  
Max Size(Kb): 30  
Types: GIF, JPEG &/or animated GIF

[www.acwmag.com](http://www.acwmag.com)



## Other Options

**Direct E-mails:** You can promote your equipment, products and services to a vast database of decision-makers through our expertise. ACW commits itself to forwarding your message to our subscribers by email.

If you place your one or more full page ad(s) in ACW magazine, you will be entitled to placing your banner for free on ACW's website. E-mail us at [marketing@acwmag.com](mailto:marketing@acwmag.com) to find out more regarding this offer.

# Advertising Rates & Specifications

Display Ads	Full Color (4C)									
	Once		Three Times		Six Times		Nine Times		Twelve Times	
Frequency	\$ US	Euro	\$ US	Euro	\$ US	Euro	\$ US	Euro	\$ US	Euro
Currency										
Gatefold	8250	6765	7920	6495	7510	6160	7010	5750	6435	5275
Spread	4900	4020	4705	3860	4460	3660	4165	3415	3820	3135
1/2 Page Spread	3350	2745	3215	2635	3050	2501	2850	2335	2615	2145
2nd Cover IFC	2900	2380	2785	2285	2640	2165	2465	2020	2260	1855
3rd Cover IBC	2900	2380	2785	2285	2640	2165	2465	2020	2260	1855
4th Cover OBC	3200	2625	3070	2520	2910	2385	2720	2230	2495	2045
Full Page	2500	2050	2400	1970	2275	1865	2125	1745	1950	1600
2/3 Page	2100	1720	2015	1650	1910	1565	1785	1465	1640	1345
1/2 Page	1700	1395	1630	1335	1550	1270	1445	1185	1325	1090
1/3 Page	1500	1230	1440	1180	1365	1120	1275	1045	1170	960
1/4 Page	1200	985	1150	945	1090	895	1020	835	935	765

Display Ads	Black & White (B&W)									
	Once		Three Times		Six Times		Nine Times		Twelve Times	
Frequency	\$ US	Euro	\$ US	Euro	\$ US	Euro	\$ US	Euro	\$ US	Euro
Currency										
Full Page	2000	1640	1920	1575	1820	1490	1700	1395	1560	1280
2/3 Page	1600	1310	1535	1260	1455	1195	1360	1115	1250	1025
1/2 Page	1200	985	1150	945	1090	895	1020	835	935	770
1/3 Page	950	780	910	745	865	710	810	665	740	610
1/4 Page	750	615	720	590	685	560	640	525	585	480
Black & White (Extra Color)	<ul style="list-style-type: none"> <li>• 1 Publisher's Standard Color &amp; Black Ad:</li> <li>• 1 Matched Color &amp; Black Ad</li> <li>• 2 Matched Color &amp; Black Ad</li> </ul>						\$US 150 (Euro 125) \$US 250 (Euro 210) \$US 350 (Euro 290)			

Banner / Online Advertising								Classified Ads (Buyers' Guide)			
Frequency	One Month		Three Months		Six Months		Twelve Months		Currency	\$ US	Euro
	US \$	Euro	US \$	Euro	US \$	Euro	US \$	Euro			
Top Banner 470x60 Px (Each Month)	125	105	115	95	100	85	75	60	Once	450	370
Side Banner 120x60 Px (Each Month)	100	85	90	75	75	60	60	50	Six Times (Each)	375	310
									Twelve Times (Each)	300	245
									Twelve Times (All Prepaid)	2700	2210

If you are interested in advertising in ACW, please send an email to the ACW marketing department at [marketing@acwmag.com](mailto:marketing@acwmag.com).

## AD MATERIAL SPECIFICATIONS

**Physical submissions** should be directly submitted by post to our office or through the concerned agent (if available). Digital material must be accompanied by an accurate Color Proof (chromaline) and a list of all files should be supplied.

**Electronic Submissions** should adhere to the following specifications:

1. Images should not be enlarged or reduced more than 10% in page layout program.
2. All images must be available at 300 dpi or more.
3. Document size should be created to the final trim size of the page / ad.
4. We do not accept Microsoft Word, PowerPoint, Paint or Publisher Files.

### Supported File Types:

1. Image Files: TIFF, PDF, JPEG, and CDR will be accepted
2. Quark Xpress 5.0, 6.0 or later with relevant fonts and images.
3. Adobe Indesign V 2.0 or later, Adobe Illustrator V 9.0 and above.  
(All fonts and images should be outlined and embedded)
4. Corel Draw V 11 or later.

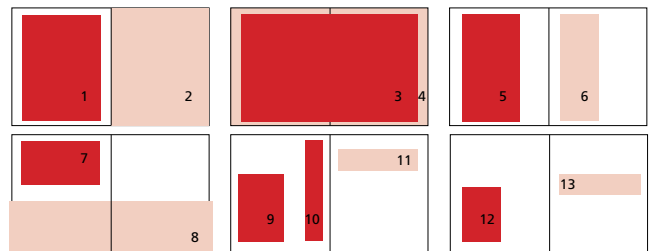
**Quality of Paper:** Interior Pages: 70 or 80 grams LWC Paper TOP KOTE - L - Covers 150 grams 2S Coated Paper Matt.

### Cancellation Policy:

Notification of cancellation must be made at least fifteen days prior to Publishing Date (as indicated in Editorial Program), changes or cancellations must be received in writing. Any advertiser canceling after that must pay the full charge for space. The publisher reserves the right to use previous material if the copy is not received by Advertising Materials Due Deadline (as indicated in Editorial Program).

Digital Files are to be submitted on CD Rom, DVD, Email or saved on ftp server (ftp web address plus username, password and file name to be sent via email to [gwd@cph.com.lb](mailto:gwd@cph.com.lb)).

## ADS MECHANICAL DATA



Space	Dimensions	(W x H) mm
1. Simple Page	Print Size	188 x 254
2. Bleed Page	Trim Size	215 x 290
	Original Size	220 x 295
3. Double Page (Spread)	Print Size	405 x 254
	Trim Size	435 x 290
4. Double Page (Bleed)	Original Size	440 x 295
	Trim Size	435 x 290
4. Gatefold	Original Size	440 x 295
	Print Size	120 x 254
5. Vertical 2/3 Page	Print Size	88 x 254
6. Vertical 1/2 Page	Print Size	188 x 127
7. Horizontal 1/2 Page	Print Size	440 x 200
8. Horizontal 1/2 page (spread)	Print Size	120 x 184
9. Island 1/2 Page	Print Size	57 x 254
10. Vertical 1/3 Page	Print Size	188 x 88
11. Horizontal 1/3 Page	Print Size	88 x 127
12. Vertical 1/4 Page	Print Size	188 x 60
13. Horizontal 1/4 Page	Print Size	

# ACW Circulation Figures

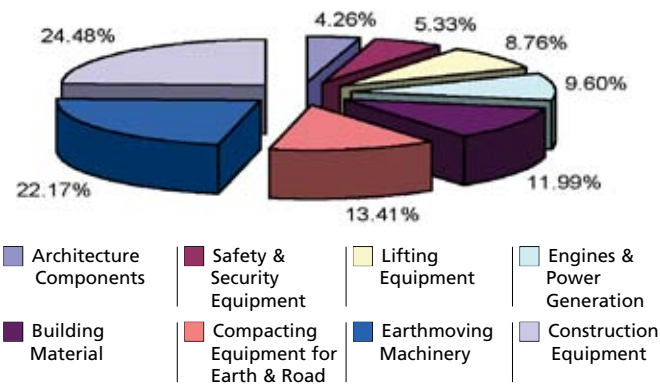
Middle East Circulation	
Country	Total Circulation
Cyprus	62
Yemen	71
Syria	104
Lebanon	187
Jordan	206
Bahrain	233
Oman	247
Iraq	256
Iran	310
Kuwait	333
Qatar	455
Turkey	526
UAE	2264
Saudi Arabia	2588
<b>Total</b>	<b>7842</b>

North Africa Circulation	
Country	Total Circulation
Morocco	87
Sudan	89
Tunisia	106
Libya	127
Algeria	162
Egypt	445
<b>Total</b>	<b>1016</b>

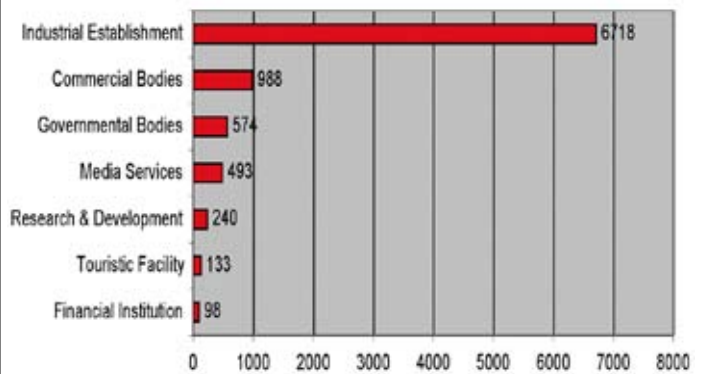
International Subscribers	
Region	Total Circulation
Oceania	22
South America	24
Africa	31
Asia	78
North America	81
Europe	151
<b>Total</b>	<b>387</b>

Region	Total Circulation
International Subscribers	387
North Africa	1016
Middle East (including GCC)	7842
<b>Total</b>	<b>9245</b>

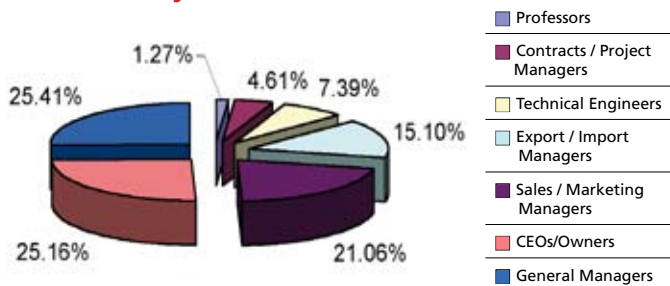
## Circulation by Activity



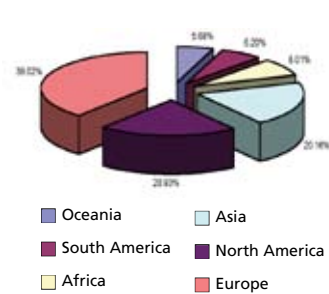
## Circulation by Category



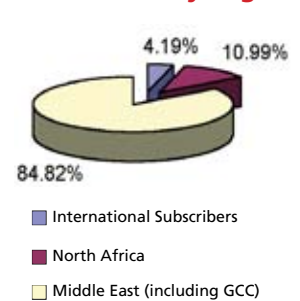
## Circulation by Job Position



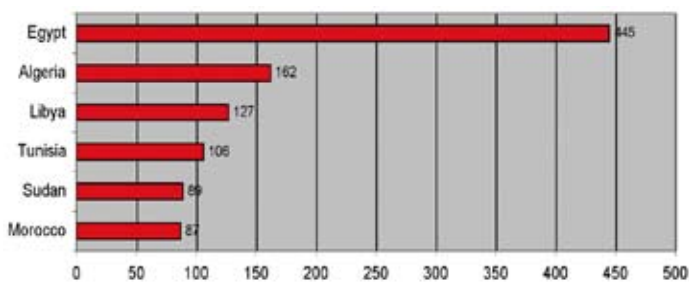
## International Circulation



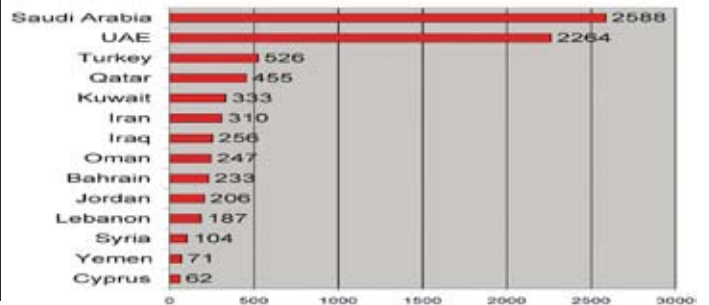
## Circulation by Region



## North Africa Circulation



## Middle East Circulation



# SERVICES

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**Chatila Publishing House** offers a series of services dedicated to decision-makers, professionals, and experts in the construction-related fields - many of these services are available in the **ACW** magazine as well.



## PROJECT MONITOR:

This service highlights the latest news about major as well as new projects taking place in the MENA region. The importance of this service is substantiated through establishing business connections between different parties.

The Project Monitor is divided into four subsections:

- **Tenders:** The tendering process highlights the latest projects taking place in the region, whereby relevant companies and industries are to present their proposals. Each tender is placed accordingly under the venue in which the project is being implemented. This is along with a reference number bidders may use.
- **Biddings:** Firms interested in certain projects may present their bids in accordance with specific qualifications and in relation to the products they offer. The proposal should cover important matters such as financial budgets, timelines, and work/product guarantee(s). The submitted proposals will be studied and the best proposal for a certain project is then chosen.
- **Awarded Contracts:** This section announces the awarded contracts and agreement reached between project owners and bidders. This section also indicates a timely follow up on the work progress of the project.
- **Project Development:** The final stage of this service is the Project Development which comprises a briefing of the project within the timeline drawn, the accomplishment of the project, and the final budgeting.

Email: [projectmonitor@cphservices.net](mailto:projectmonitor@cphservices.net)

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## BUSINESS LINKS

The Business Links service is considered to be an ultimate business directory combining four major sectors by which regional and international companies with agents and distributors available in the MENA region may place their contact details to guarantee business cycles. Moreover, such a service opens the door to international companies seeking penetration into the MENA region in finding the appropriate representatives and agents.

Business Links is divided into three sections:

- **Industry Contacts:** It is a section announcing international and regional manufacturers, and suppliers of particular equipment and products. Each company is placed under a certain venue with business category they mainly represent.
- **Agents & Distributors:** Available in MENA region, this section carries the contact details of agents and distributors representing international firms and products.
- **Representatives Seekers:** The MENA region is quite rewarding in the construction industry, in which international companies consistently aim to penetrate. Each company interested in seeking representatives and agents in the MENA region may place their contact details in the this sector indicating several contact details, countries of interest, products, and the like...

Email: [businesslinks@cphservices.net](mailto:businesslinks@cphservices.net)

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## COMING EVENTS

The Coming Events service offers a comprehensive listing of construction events, conferences seminars, and workshops. It enables interested users to set their calendars ahead. Information includes name of exhibitions, venue, date, and organizer's complete details and addresses

Email: [comingevents@cphservices.net](mailto:comingevents@cphservices.net)

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## BUYERS' GUIDE

The Buyers' Guide is a regular classified ad section in the **ACW** magazine which is expanding into a separate service. It is a service that offers high exposure at a nominal cost. The classified ad is 9cm in width and 6cm in height, including client's company logo, product photo, and a brief message with contact details.

Email: [buyersguide@cphservices.net](mailto:buyersguide@cphservices.net)

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## CAREER CENTER

The Career Center service opens the doors of professional recruitment. In this section, you will find all classified advertisements where companies working in the construction industry may place their request to find suitable candidates for esteemed positions.

Email: [careercenter@cphservices.net](mailto:careercenter@cphservices.net)

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## Other CPH Magazines

In a quest to fulfill its motto "**Helping Advance the Middle East and North Africa,**" **Chatila Publishing House (CPH)**, which was founded in 1977, presents its readers with three other magazines tackling three industries, namely water, food, and health. All CPH magazines are dedicated to serving the MENA region. **Arab Water World (AWW)** magazine, launched in 1977, serves the Water, Wastewater, Desalination and Energy sectors, **Middle East Food (MEF)** magazine, launched in 1985, serves the Food, Beverages, Packaging, and Ingredients sectors in the MENA region. The last of the quartet is **Arab Health World (AHW)** magazine, which saw the light in 1986, covering the Healthcare, Laboratory, Pharmaceutical, and Nutrition sectors.



## ACW Agents' List

<p><b>AUSTRALIA</b> Mr. Peter Kerville <b>Kerville Publications Pty Ltd</b> Tel: 31-7-55005262 Email: <a href="mailto:peter@kerville.com">peter@kerville.com</a> ; Web: <a href="http://www.kerville.com/gps">www.kerville.com/gps</a></p>	<p><b>SCANDINAVIA</b> Mr. Bent Wissing <b>BSW International Marketing</b> Tel: 45-3538- 5255 - Fax: 45- 3538-5220 Email: <a href="mailto:bsw@tele2adsl.dk">bsw@tele2adsl.dk</a></p>
<p><b>BENELUX</b> Mr. Peter Sanders <b>S.I.P.A.S International Media Representatives</b> Tel: 31-299671303 - Fax: 31-299671500 Email: <a href="mailto:psanders@sipas.nl">psanders@sipas.nl</a> ; Web: <a href="http://www.sipas.nl">www.sipas.nl</a></p>	<p><b>SPAIN</b> Ms. Olga Martinez <b>Publistar Representante de Medios Internacionales</b> Tel: 34 -91 553 66 16 - Fax: 39 -91 554 46 64 Email: <a href="mailto:olga.martinez@publistar-es.com">olga.martinez@publistar-es.com</a> ; Web: <a href="http://www.publistar-es.com">www.publistar-es.com</a></p>
<p><b>CANADA</b> Ms. Maria Tolgyessy <b>Hassan Youssef &amp; Associates Inc.</b> Tel: 1-416-3684626 - Fax: 1-416-3683461 Email: <a href="mailto:hay@on.aibn.com">hay@on.aibn.com</a></p>	<p><b>TAIWAN</b> Mr. Mr. Sean Mulvihill <b>Worldwide Services Co. Ltd.</b> Tel: 886-4-23251784 - Fax: 886-4-23252967 Email: <a href="mailto:sales@wwstaiwan.com">sales@wwstaiwan.com</a> ; Web: <a href="http://www.wwstaiwan.com">www.wwstaiwan.com</a></p>
<p><b>CHINA</b> Mr. Weng Jie <b>Zhejiang International Advertising Co., Ltd. (ZIAC)</b> Tel: 86-571-87053998, 85150937 Fax: 86-571-85150669, 85150444(P.R.C.), 1-928-752-6886 (U.S.A.) Email: <a href="mailto:silkroad@mail.hz.zj.cn">silkroad@mail.hz.zj.cn</a> , or <a href="mailto:wj@hz.cn">wj@hz.cn</a></p>	<p><b>TURKEY</b> Mr. Murat Gurel <b>Gurel Medya</b> Tel: 90-212-2126998 - Fax: 90-212-2133473 Email: <a href="mailto:info@gurelmedya.com">info@gurelmedya.com</a> ; Web: <a href="http://www.gurelmedya.com">www.gurelmedya.com</a></p>
<p><b>FRANCE</b> Mr. Fabio Lancellotti <b>Def &amp; Communication</b> Tel: 33-1- 47307180 - Fax: 33-1-47300189 Email: <a href="mailto:fabio.l@wanadoo.fr">fabio.l@wanadoo.fr</a></p>	<p><b>UNITED ARAB EMIRATES</b> Mr. Fouad Hammad <b>International Advertising LLC</b> Tel: 971-4-2699855 - Fax: 971-4-2691514 Email: <a href="mailto:interad@emirates.net.ae">interad@emirates.net.ae</a> ; Web: <a href="http://www.iamediaservice.com">www.iamediaservice.com</a></p>
<p><b>GERMANY, SWITZERLAND, LIECHTENSTEIN &amp; AUSTRIA</b> Mrs. Dorothee Schendzielorz <b>Eisenacher Medien</b> Tel: 49- 228-2499860 – Fax: 49-228- 650076 Email: <a href="mailto:info@eisenacher-medien.de">info@eisenacher-medien.de</a> ; Web: <a href="http://www.eisenacher-medien.de">www.eisenacher-medien.de</a></p>	<p><b>UK, IRELAND &amp; SCOTLAND</b> Mr. Stuart Smith <b>SSM Global Media Ltd, UK</b> Tel: 44-2084-645577 - Fax: 44-2084-645588 Email: <a href="mailto:stuart.smith@ssm.co.uk">stuart.smith@ssm.co.uk</a> ; Web: <a href="http://www.ssm.co.uk">www.ssm.co.uk</a></p>
<p><b>ITALY</b> Mr. Fabio Potesta <b>Mediapoint &amp; Communications SRL</b> Tel: 39-010-5704948 - Fax: 39-010-5530088 Email: <a href="mailto:info@mediapointsrl.it">info@mediapointsrl.it</a> ; Web: <a href="http://www.mediapointsrl.it">www.mediapointsrl.it</a></p>	<p><b>UNITED STATES OF AMERICA (EAST)</b> Ms. Corrie De Groot <b>Trade Media International Corp. (TMI)</b> Tel: 1-212-5643380 - Fax: 1-212-5943841 Email: <a href="mailto:Corrie.deGroot@tmicor.com">Corrie.deGroot@tmicor.com</a></p>
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# TESTIMONIALS

## Wrightstyle



"Wrightstyle is an ambitious company with a world-class range of quality glass and glazing systems. We work only with media outlets in our international markets which share those values of quality and customer service. We respect the coverage and insight of Arab Construction World in the MENA region, and the resilience of its staff during a difficult period."

**Denis Wright**  
Managing director

## IMER Middle East sal



"Market success and leadership is a combination of high quality product, aggressive sales force, reliable after sales support and efficient marketing campaign. Thanks to Arab Construction World we hit the widest coverage. We congratulate Chatila Publishing House on this publication"

**Hady El Khoury**  
Business Development Manager

## Australian Lock Company Pty Ltd ...



"Arab Construction World has been invaluable in establishing a customer base for the Australian Lock Company Pty Ltd in the Middle East. The Magazine's contribution to our establishing both customers and distributors for our high security BiLock locking system in the Middle East has been great. We would encourage other Australian companies looking to expand into the Middle East to make use of this quality publication. The magazine is, without doubt read by major construction personnel and has always been supportive of our efforts to reach these individuals with our product."

**John Rava**  
Global Marketing & International Sales Manager  
Adelaide Office

## Technoform Middle East



"I have been reading the Arab Construction World magazine for years and have subscribed to it since I moved to Dubai. When my German partners, heading our international company all over the globe, asked me to setup the Middle East office to serve our customers in 14 countries of the region, I knew the best marketing tool to reach all these countries with a specialised magazine which goes to the exact people I need is the ACW.

ACW was kind enough to print an interesting article about our field of business, insert an introductory text about our company and its history, and we also proudly advertised in it for months. I believe we hit the right spot.

Thank you Arab Construction World."  
**Alex Dantziguan**  
Managing Director

The below is a sample listing of our clients which trusted ACE during 2006 to gain market share and increase their products' exposure and awareness in the MENA region - A full listing is available at [www.acwmag.com/clients/2006](http://www.acwmag.com/clients/2006) We invite you to make the right decision and become one of our clients as well!

**YOKE** Yoke Industrial Corp.  
Japan

Grohe Dubai  
UAE



Metso Minerals  
Italy

Ets. Hagopian  
Lebanon



Putzmeister  
Germany

**Ushikata**  
Japan

Lowara srl  
Italy



Haulotte Group  
France



Ushikata Mfg.Co.,Ltd.

Panasonic  
Germany



Hoss Equipment Company  
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Volvo Construction  
U.K.



DEWALT  
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Hyundai Heavy Industries  
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بيروت - لبنان

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