

Snorbans Joinery L.L.C.

STRUCTURAL TIMBER SOLUTIONS

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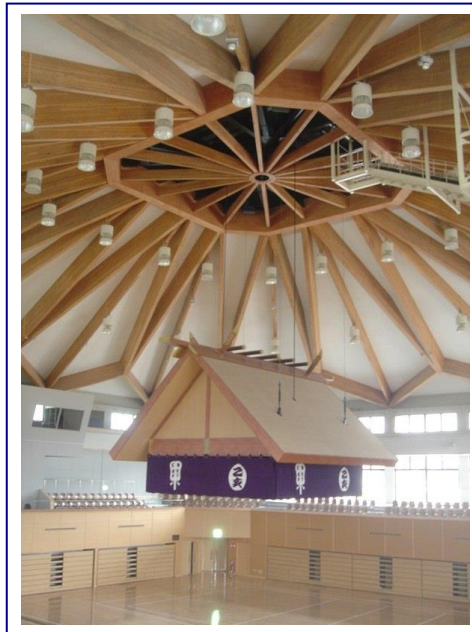


COMPANY PROFILE AND PREQUALIFICATION DETAILS



CONTENTS :

1. Introduction
2. Key Personnel
3. FAQ's
4. Health & Safety
5. Project Photographs



1. Introduction

If an engineer were to design a high-tech construction material he would almost certainly start with strong polymer chains (micro fibrils). To maximise the strength to weight ratio, he might construct small tubes (cells) by embedding cross-branded mats of these fibres in a resin matrix (lignin), gluing these cells together in a three dimensional structure to the required size. An engineer would also want to maximise aesthetics, cost effectiveness, strength-to-weight ratio, workability and thermal properties. They would plan to manufacture the material from a renewable resource using minimal energy and water and produce minimal pollution. Ideally the material would be reusable, recyclable and biodegradable at the end of its multiple service lives.

Fortunately, nature has already done the design and manufacturing for us. We call it wood.

Snorbans Joinery L.L.C. was established to bring the benefit of the international experience of structural laminated timber to the Middle East, Asian and Far East markets. We are proud to represent Walsh Industries LLC, of Portland, Oregon, USA and in doing so bring to the region 5 US based APA and JAS approved glue laminated (glulam) timber plants for both glulam and solid timber products. Walsh Industries LLC are the largest exporter of glulam products in the USA and are the sole exporter for West Wind Forest Products, the largest wholesaler of Douglas Fir and Yellow Cedar stock in the USA.

With different manufacturing skills required for heavy industrial beams, architectural load bearing beams, curved beams, truss roofs etc. coupled with the fact that in many instances our clients require a 'fast track' delivery the 5 USA based manufacturing plants enable us to provide very competitive lead times even during busy periods. To further enhance this, through our association with Walsh Industries LLC, we also represent glulam manufacturers in Germany, Japan, the Netherlands and Russia.

In 2010 we established a new company in Bengaluru, India (Snorbans Construction Pty Ltd) to undertake two contracts, in Bengaluru and Mumbai, for two Clubhouse buildings which are completely timber framed construction.



In addition to the glulam timber side of our business we also provide structurally engineered timber framed roofs for the residential housing market. For our Clients this has proved to be much quicker and more economical than steel framed or concrete pitched roofs. To date we have constructed over 30,000 timber framed roofs in the U.A.E.

2. Key Personnel

ROBERT WOODHOUSE – Chairman

Robert spent over ten years working in the construction industry in the U.K., Denmark and Russia before arriving in Dubai in 1996. He was soon recruited to start up an interior decoration company although it was not long before his passion for structural timber was proving to be the mainstay of the company business. Robert has been involved in many of the major timber projects here in the U.A.E. including the feature timber roof (50 x 34m) at the Grand Hyatt Dubai, the 'Finz' Restaurant in Abu Dhabi and all of the external joinery at the Emirates Palace Hotel, Abu Dhabi.

JIM WALSH – President of Walsh Industries LLC

Jim started his career in wood products working as a grader at Guistina Brother's Sawmill, in Oregon back in 1980.

His interest in Japan sent him to college at Aoyama University in Tokyo in 1985. He spent 6 years living, studying and working in Japan. Using his experience in wood products and timber construction, he worked for a resort developer in Japan where investments and acquisitions took him to projects around the world.

Returning to the US in 1992, he worked as VP of International Sales for a heavy-timber contractor based in Portland. In 2001 he started Walsh Industries LLC and has overseen the rise of the company to, in 2005, become the largest exporter of glulam and solid timber products in the US.



3 . FAQ' s

August 2020

SUB: PRE QUALIFICATION

We detail below information relating to standard information required for pre qualification. If any specific or additional details are required we shall be pleased to provide these upon request.

1. How many years has your company been in existence? What is your scope of work?

Snorbans Joinery L.L.C. was established early in 2006 to handle the Middle East export markets for 5 USA based glue- laminated timber (glulam) manufacturing plants. Our main business is the design, manufacture, transportation and either supervision only or complete installation package of structurally engineered timber beams. Our Principal's, Walsh Industries LLC, are the largest exporter of glulam in the USA. To provide a complete cost effective timber solution we also represent glulam manufacturers in Germany, Japan, the Netherlands and Russia.

In addition to the glulam timber side of our business we also provide structurally engineered timber framed roofs for the residential housing market. For our Clients this has proved to be much quicker and more economical than steel framed or concrete pitched roofs. To date we have constructed over 30,000 timber framed roofs in the U.A.E.

2. Have your personnel been involved in any local or international projects in the recent past? If so, when and what were the disciplines included?

2001-2002	Design, manufacture and installation of timber roof and feature ceiling 50 x 34 metres. Approximate value Dhs. 1,850,000.00.
2003-2004	Design, manufacture and install timber framed restaurant 9.5m High and cantilevering 6m out to two sides of rock armour at Beach Rotana Hotel, Abu Dhabi. Approximate value Dhs. 1,500,000.00.
2004-2005	Design, manufacture and install external joinery (decking, bridges, pergolas, seating and timber domes at Emirates Palace Hotel, Abu Dhabi. Approximate value Dhs. 2,200,000.00.
2005	Design, manufacture and install approx. 1,100m ² of timber truss roofs, decorative fascias, timber columns, balustrades and associated external joinery works to the Polo Club House for Emaar at Arabian Ranches. Approximate value Dhs. 750,000.00.
2005 -2006	Design, manufacture and install laminated timber beams, spanning up to 17m in length, to form a shaded car parking area for Abu Dhabi Investment Authority, Abu Dhabi. Approximate value Dhs. 600,000.00.
2006	Design, manufacture and install structurally engineered timber framed roofs to 594 villas at Arabian Ranches, Dubai. Approximate value Dhs. 5,500,000.00.

2006 - 2007	Design, manufacture and install structurally engineered timber framed roofs to 544 villas for Mohd. Bin Rashid Housing Programme at Al Waqra'a, Dubai. Approximate value Dhs. 700,000.00.
2006 - 2007	Design, manufacture and install structurally engineered timber framed roofs to 558 villas for Dubai Properties at Dubai Land. Approximate value Dhs. 1,500,000.00.
2006 - 2007	Design, manufacture and install structurally engineered timber framed roofs to 158 villas at Arabian Ranches, Dubai. Approximate value Dhs. 1,000,000.00.
2007	Design, manufacture and install structurally engineered timber framed roofs to 324 villas at Arabian Ranches, Dubai. Approximate value Dhs. 5,700,000.00.
2007- 2008	Design, manufacture and install structurally engineered timber framed roofs to 940 villas for Mohd. Bin Rashid Housing Programme at Oud Al Muteena, Dubai. Approximate value Dhs. 1,200,000.00.
2007 - 2008	Design, manufacture and install structurally engineered timber framed roofs to 277 villas at Umm Al Quwain Marina Development, Umm Al Quwain. Approximate value Dhs. 3,000,000.00.
2007 - 2008	Design, manufacture and install structurally engineered timber framed roofs to 212 town houses at Arabian Ranches, Dubai. Approximate value Dhs. 750,000.00.
2007-2008	Design, manufacture and install structurally engineered timber framed roofs to 17 detached villas at Arabian Ranches, Dubai. Approximate value Dhs. 250,000.00.
2008	Design, manufacture and install structurally engineered timber framed roofs to 254 villas for Dubai Properties at Dubai Land. Approximate value Dhs. 1,000,000.00.
2008	Design, manufacture and install structurally engineered timber framed roofs to 138 town houses at The Lakes, Dubai. Approximate value Dhs. 500,000.00
2008	Design, manufacture and install approx 1,500 m ³ of glulam timber to Lake Hills Golf Club, Korea. Approximate value Dhs. 11,350,000.00
2008	Design, manufacture and install structurally engineered timber framed roofs to 68 equestrian villas at Arabian Ranches, Dubai. Approximate value Dhs. 3,600,000.00.
2008	Design, manufacture and install structurally engineered curved timber pergolas to Private Villa For Mrs Fathiya Al Sayed Mohammad Youseef, Abu Dhabi. Approximate value Dhs. 300,000.00

2008	Design, manufacture and install structurally engineered timber framed roofs to 289 villas at The Villa, Dubai Land, Dubai. Approximate value Dhs. 4,100,000.00.
2008-2010	Design, manufacture and install structurally engineered timber framed roofs to 2290 villas for Mohd. Bin Rashid Housing Programme at 3 different locations in Dubai. Approximate value Dhs. 5,800,000.00.
2008-2009	Design, manufacture and install structurally engineered timber framed roofs to 612 Town Homes for the Al Bawadi Development, Dubai. Approximate value Dhs. 1,800,000.00.
2009-2010	Design, manufacture and install structurally engineered timber framed roofs to 18 villas at Arabian Ranches, Dubai. Approximate value Dhs. 1,600,000.00.
2009	Design, manufacture and install structurally engineered timber pergolas to Hotels H3 and H4 (Crown Plaza and Stalybridge), Abu Dhabi. Approximate value Dhs. 400,000.00
2009	Design, manufacture and install approx. 500m ³ of glulam timber to Buddhist Temple, Shanghai, China. Approximate value Dhs. 5,100,000.00
2009	Design, manufacture and install structurally engineered timber framed roofs to 132 Villas at Dubai Land, Dubai. Approximate value Dhs. 2,800,000.00
2009-2010	Design, manufacture and install structurally engineered timber framed roofs to 153 Villas at Dubai Land, Dubai. Approximate value Dhs. 3,300,000.00
2010	Design, manufacture and install structurally engineered timber framed roofs to 46 Villas at Jumeirah Golf Estates, Dubai. Approximate value Dhs. 1,750,000.00
2010-2011	Design, manufacture and install non structural timber roofs to 153 villas at Bloom Gardens, Abu Dhabi. Approx value Dhs. 1,000,000.00
2010-2011	Design, manufacture and construct structurally engineered Clubhouse building (approx. 9,500 sq. ft.) in Mumbai, India. Complete with all external and internal walls, floors/ceilings, flat & pitched roofs and staircases. Approx value Dhs. 1,200,000.00
2011-2012	Design, manufacture and construct structurally engineered Clubhouse building (approx. 18,000 sq. ft.) in Bengaluru, India. Complete with all external and internal walls, floors/ceilings, flat & pitched roofs and staircases. Approx value Dhs. 2,200,000.00

2011	Design, manufacture and install approx. 325m ³ of glulam timber to Entrance Canopy, Shenzhen, China. Approximate value Dhs. 3,750,000.00
2011-2014	Design, manufacture and install structurally engineered timber framed roofs to 153 Villas at Jumeirah Golf Estates, Dubai. Approximate value Dhs. 8,350,000.00
2012	Design, manufacture and install approx. 300m ³ of glulam timber to Meiji University, Japan. Approximate value Dhs. 3,150,000.00
2012	Design, manufacture and install approx. 220m ³ of glulam timber to Learning Centre, Shanghai, China. Approximate value Dhs. 2,750,000.00
2012	Design, manufacture and install approx. 300m ³ of glulam timber to Hake Carved Forest, Japan. Approximate value Dhs. 3,200,000.00
2012-2014	Design, manufacture and install structurally engineered timber framed roofs to 523 Villas at Jumeirah Circle, Dubai. Approximate value Dhs. 2,950,000.00
2013	Design, manufacture and install structurally engineered glulam beams and columns as part of the Yas Marina Enhancement Project, Abu Dhabi. Approximate value Dhs. 350,000.00
2013-2014	Design, manufacture and install 2 no. structurally engineered timber framed roofs at Waldorf Astoria Hotel, Palm Jumeirah, Dubai. Approximate value Dhs. 330,000.00
2014	Design, manufacture and install structurally engineered timber framed roofs to 68 Villas at Jumeirah Golf Estates, Dubai. Approximate value Dhs. 2,450,000.00
2014	Design, manufacture and install 315 no. timber pergolas to 153 Villas at Jumeirah Golf Estates, Dubai. Approximate Value Dhs. 1,300,000.00
2014	Design, manufacture and install structurally engineered timber framed roofs to 43 Villas at Jumeirah Golf Estates, Dubai. Approximate value Dhs. 1,200,000.00
2015	Design, manufacture and install structurally engineered raised timber stage at Abu Dhabi Future school, Al Ain. Approximate value Dhs. 100,000.00
2015	Design, manufacture and install structurally engineered timber framed roofs to two private farm house villas in Sharjah. Approximate value Dhs. 120,000.00
2015	Design, manufacture and install structurally engineered timber framed roofs to 77 Villas at Jumeirah Golf Estates, Dubai. Approximate value Dhs. 1,495,000.00

2015	Design, manufacture and install structurally engineered, flame retardant treated, raised timber floors at various locations within Legoland, Dubai. Approximate value Dhs. 2,100,000.00
2016	Design, manufacture and install structurally engineered timber framed roofs to 122 Villas in Mirdif, Dubai. Approximate value Dhs. 1,400,000.00
2016	Design, manufacture and install structurally engineered timber framed roofs to B+G+5 Residential building in D.I.P. Approximate value Dhs. 180,000.00
2016	Design, manufacture and install structurally engineered timber framed roofs to private villa at Jumeirah Golf Estates, Dubai. Approximate value Dhs. 50,000.00
2016	Manufacture and supply structurally engineered timber framed exhibition stands at various locations, U.A.E. Approximate value Dhs. 860,000.00
2016 - 2017	Design, manufacture and install structurally engineered timber framed roofs to 177 Villas at Arabian Ranches, Dubai. Approximate value Dhs. 3,300,000.00
2016 - 2017	Design, manufacture and install structurally engineered timber bridges and boardwalks. Complete with 'gun barrel' timber piles at Jubail, K.S.A. Approximate value Dhs. 10,175,000.00
2018	Manufacture and install exhibition stands, Dubai. Approximate value Dhs. 850,000.00
2018	Design, manufacture and supply structurally engineered glulam timber for marine dock system for Clearwater Bay Country Club, Hong Kong. Approximate value Dhs. 17,500,000.00
2019	Manufacture and install exhibition stands, Dubai. Approximate value Dhs. 1,250,000.00
2019	Design, manufacture and supply structurally engineered glulam timber for Taiwan Science Museum, School and Gymnasium, Taiwan. Approximate value Dhs. 7,264,000.00
2019	Design, manufacture and supply structurally engineered glulam timber for Komatsu Natural History Museum, Komatsu, Japan. Approximate value Dhs. 2,340,000.00
2020	Design, manufacture and install structurally engineered glulam and solid timber to form a vehicle drive platform for a scanning facility at Khalifa Port, Kizad, Abu Dhabi. Approximate value Dhs. 800,000.00
2020	Design, manufacture and supply structurally engineered curved glulam timber for Taiwan Pavilion And Outdoor Space, Taiwan. Approximate value Dhs. 14,800,000.00

3. Quality benchmarks and acceptance criteria will be comparable to international levels. Are you geared to deliver exceptional quality to exceed Client & Architect expectations? Can you show examples of finished work in the U.A.E.?

Yes. Grand Hyatt, Dubai.

4. Which disciplines do you have the capability to execute in-house?

Our core competence is structurally engineered timber structures.

5. Time and quality is the essence of this project! Are you willing to work with a stiff penalty clause in the contract document?

We are well versed in executing our work on F.I.D.I.C. based contracts and have no objection to accepting a penalty-based contract. If time and quality is of the essence then we would suggest the Client enter a bonus clause into the contract to reward the contractor for early completion and acceptance of the works.

4. Health & Safety

Our maxim is that Education and Training Minimises Risk. We believe this can be expanded to state that: Construction Site Safety is a prime responsibility of management and managers, it focuses on the prevention of accidents and elimination of health and safety hazards in order to minimise resulting losses and damage to stakeholders, property and resources; all of which promote a competitive advantage for the company.

Safety Management Programme

Our SMP focuses on a 3-point systematic approach to safety by continually reinforcing policies and rules, along with consistently disciplining violators and recording positive safety practices.

We divide SMP into 3 distinct divisions:

1) Organisational

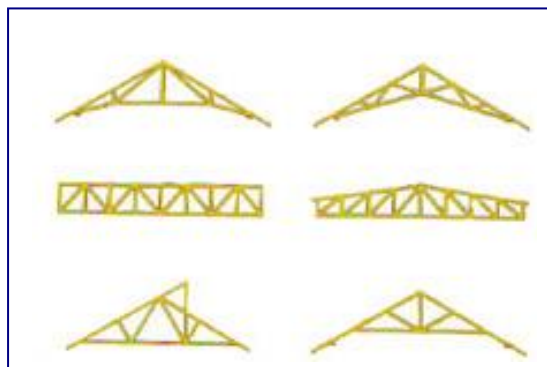
- Design of jobs
- R & D of Safety Policies
- Safety Planning Groups
- Incident Investigation

2) Engineering PM

- Physical layout of project environment
- Review/experience of equipment
- Human task/link methods

3) Individuals

- Reinforcing safety ideas and attitudes
- Providing employee training/examples
- Rewarding through incentive programmes
- Terminating repeating offenders



5. Project Photographs (Dubai unless noted)



Umm Al Quwain



Mumbai



Abu Dhabi, U.A.E.



Bengaluru



Bengaluru



Bengaluru

