

# Komandor boosts presence



Its expansion plans were given a push at gulfBID when Komandor created more brand awareness by showcasing its profile to its target audience of interior designers, contractors, and developers. Komandor is displaying its custom-made wardrobes and kitchens at the expo besides its new range of durable lockers by a Singapore-based company called Besco.

Breaking away from conventional metal lockers, Besco lockers explore the possibilities in the usage of high pressure laminated (HPL) compact boards. This board allows the lockers to be customised to suit user requirements from an extensive range of colours, dimensions, and accessories.

At gulfBID, the company is also looking for potential distributors for its wardrobe system in the GCC, according to Damani. Originating from Poland, Komandor Middle East has its head office and production facility in Riffa, Bahrain and is in the process of setting up distributors all over the GCC. With a team of 25 employees, Komandor designs, manufactures and installs wardrobes and kitchens. The custom built sliding wardrobes don a contemporary style with a design that helps save space. They are available in either wood, glass or mirror shutters with a variety of features for internal organising. These wardrobes can be economically used in residential projects. The kitchens are purpose built to customer requirements using moisture-resistant MDF (medium density fibreboard) with top-of-the-line fittings such as soft closing options. Though Komandor primarily targets the retail sector, the company is presently involved in the Sunset Hills (Ahmed Mansoor Al'Ali) project and has completed the Kanoo Compound (Kanoo) project, both in Bahrain.

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Stand 2D01

# The Business

## Spur industry growth

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### Construction sector on strong footing

**gulfBID** Exhibition

Construction industry continues to take off," he added. "There was a bit of a slowdown at the beginning of the year but things are now starting to take off again," said Gluff's general manager Mohamed Ramadan. "Things are definitely starting to pick up and we are expecting to see major improvements in the second half of the year."



Mr. Ramadan

tomers and potential clients for the future. "We were the first plastics company to set up in the Gulf back in 1968 and have built a business that is 30 per cent local and 70 per cent exports across the region and this is the best place to target both markets."

"This is the second time we have taken part in this event and I would have to say that last year's show was extremely successful for us," he added.

Mercury Contracting is making its debut at the show but is confident it will help the company to expand its customer base. "We specialise in waterproofing buildings but also work in car park coating and heat insulation," said company chief engineer Salman Jasbeer.

"This is the kind of event where we can show potential clients our products and point out the work we have done on developments like the Bahrain International Circuit, Bahrain City Centre shopping mall and many other leading developments."

Nona Shades, which specialises in glass products that reduce ultra violet rays and are energy saving, sees the show as an opportunity to expand business at a time when projects are picking up again. "We are doing well at the moment but the construction industry is taking off again and we believe this exhibition is an ideal venue to look into that and get more business," said chairman Hisham Al Baradei.



Mr. Al Tawoel, left, with fellow executives

"It is a show where we can continue to raise our profile as a leading international design firm across the Middle East," he added.

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"It is a show where we can continue to raise our profile as a leading international design firm across the Middle East," he added. "Komador Middle East specialises in custom-built products including sports lockers which it sources from Singapore, wardrobes from Poland and kitchen units for Dubai. "We already have two showrooms in Bahrain and are looking to open a third, but this event gives us access to a far larger number of potential customers," said business development manager Jamal Dabeek. "We are looking to meet with customers and I think this show is a very good idea as we can meet more people over a few days than we can in our showrooms," he added. Another Bahrain-based business which imports products from overseas and also manufactures in the kingdom is Bab Murrakech. "We manufacture Moroccan style curtains and sofas here in Bahrain but also import a lot of Moroccan products to the region and gulfINTERIORS is the ideal place to get more business," said chairman Hisham Al Baradei.