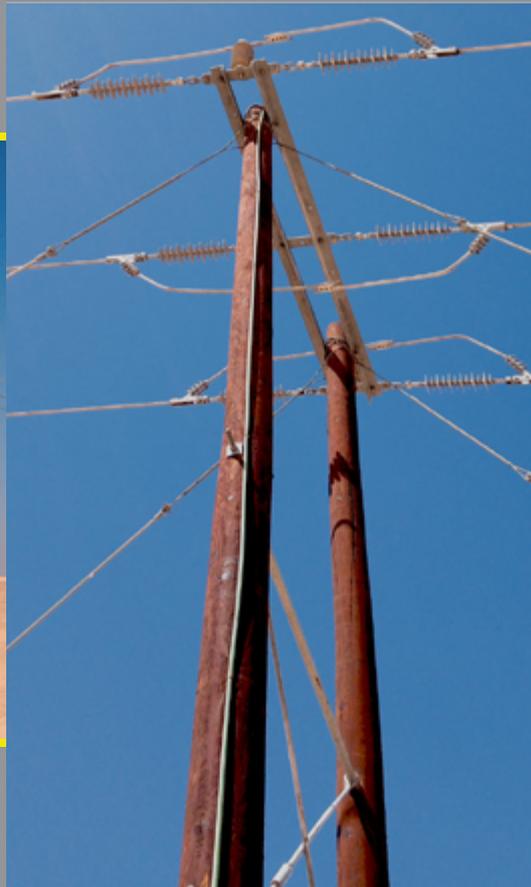


## MERKUR Wooden Pole Systems



# MERKUR – German Technology

## Content

■ <b>MERKUR</b> Wooden Poles	3
■ Outstanding Quality	4
■ Wooden Poles – The best choice	5
■ Wooden Poles – The Advantages	6
■ <b>MERKUR</b> Poles – The Differences	7
■ Round Wooden Poles – Projects	8
■ Induo® Poles Reference Project	9

# MERKUR Wooden Poles



Ulrich Scheller  
Export Manager

For over 100 years – since the time of Werner von Siemens – German Technology is renowned for outstanding innovation and technical leadership. **MERKUR**® Ueberseehandel GmbH is committed to this long tradition.

Under **MERKUR**® German Technology we develop and produce warranted, durable high quality products in the following segments:

- Electrotechnology
- **DUPROLUX**® Lighting
- Metering
- Power Distribution
- Climatisation
- Renewable Energy

**MERKUR**® clients worldwide can rely on our vast experience. We offer authorised distributors competitive prices better allowing them to compete in the market. We also successfully cooperate with contractors who are bidding for public utility tenders.

**MERKUR**® utility supplies are a significant part of our business activities, particularly products installed in LV and MV electricity networks, telecommunication networks and railway systems.

**MERKUR**® specialises in:

- IWW® naturally grown creosoted wooden utility poles (Pinus Silvestris), Made in Germany

- induo® utility pole systems from naturally grown round poles (Pinus Silvestris) with indue® anchoring system, Made in Germany
- induo® engineered timber poles made from FSH (construction wood), Made in Germany

Our IWW® creosoted utility poles are well established in the market and are installed throughout the Middle East for decades in ever growing numbers. They are made to perfection and perform flawlessly remaining the first choice for wooden utility poles in the market.

The induo® utility pole systems were developed in co-operation with leading German power utility companies, establishing a German wooden pole system standard for LV and MV networks. RWE Germany, a major market player in the utility sector, specifies induo® utility pole systems as their standard wooden pole equipment.

The induo® engineered timber poles have also been developed for railway tracks of the Deutsche Bahn (DB) as a cost saving and green technology substitute of concrete- and steel pole systems.

For many years we have been successfully supplying turn-key contractors in African and Arab markets for their tender business. **MERKUR**® supplies other components in this field such as distribution transformers, ring main units, lightning arrestors, power generators and mobile power plants.

**MERKUR**® is a reliable partner with a tradition of providing individually tailored products and solutions in accordance with customers' needs. Contact us and we gladly assist you with more details about our products and services. Get in touch with us!

Export Manager

# Outstanding Quality



## Quality and partnership

In many markets using wooden utility poles systems **MERKUR** is a leading pole supplier. We have earned our position in the market because of the first class quality of our products, punctual scheduled supplies, reliable after sales service and last but not least to the fact, that we are in the market by means of regular visits to our clients every year. Our technical competence for wooden pole technology has grown over many years of successful supplies to many utilities worldwide in cooperation with our distributors and contractors.

Acquiring **MERKUR** wooden poles guarantees the best pole choice and professional support from our technical and sales teams.

At the beginning of the project planning we are offering detailed advice and consulting services related to the design and layout of the line. Due to our experience in the market for decades we are well acquainted with the most different environmental conditions and the resulting project requirements.

Thanks to our solid production and supply chain we can without problem guarantee the delivery

of very large quantities within clearly defined time limits on schedule. In all we have presently accumulated a maximum annual production capacity of upto 350.000 poles.

Throughout the whole production and supply process our quality control system applied makes sure that only the most perfect poles will reach to the market, poles and additional components alike. In many markets **MERKUR** has acquired the necessary pre qualifications for our wooden poles systems in compliance with the given international and local norms. We are eager and keen to constantly expand our pre qualifications to more markets.

Our philosophy focuses on **MERKUR** being a reliable performer to our clients. This shows explicitly our after sales service. Also in challenging situations our clients can rely on the readiness of our teams to cooperate with all necessary flexibility and alertness. Our success can only be a reflection of the satisfaction of our customers. Long standing and vivid business activities with our distributors reflect just this philosophy of **MERKUR** German Technology.

# Wooden Poles – The best choice



## Wooden Poles: Established quality

No other pole in comparison to concrete and steel poles contains as many unbeatable characteristics.

The wood pole is light enough to be moved even by hand, a pole for telecommunication lines has a weight of approximate 100 kg, a pole for low and medium-high energy lines in dependence of his dimension 200 up to 400 kg.

This saves costs for transport and handling and additional work like boring holes can be done with ordinary tools on the spot.

Spruce poles were delivered additional with perforation in the earth-air-area of the pole to improve the penetration of the wood preservative

Wood poles are maintenance-free over long years even in areas with high air pollution or salty air. The length of service life of a pressure impregnated pole lies at 15 to 20 years ( salt impregnation) respectively more than 40 years (creosote impregnation).



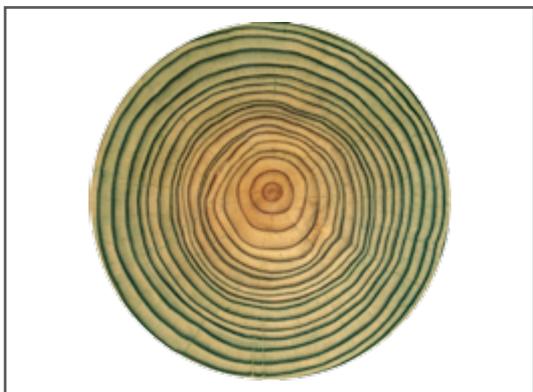
# Wooden Poles – The Advantages



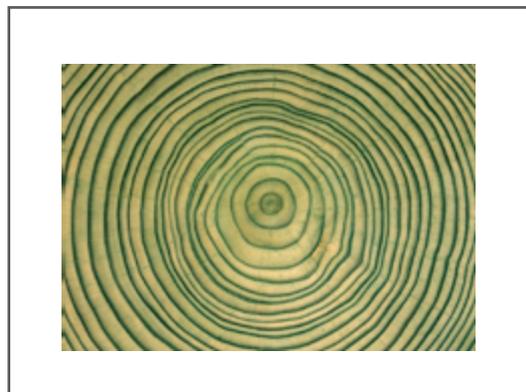
## The advantages of wood poles

- Impregnated wood poles have proved themselves at the most various climatic locations in snow and ice at more than -20 C as well as in the driest desert areas at more than 40 C for decades
- Green product from sustainable agroforestry. Wooden poles are binding huge amounts of CO2 which helps protecting our atmosphere in contrast to steel and concrete materials. Steel and concrete are both highly pollutive and energy intensive in their production.
- Wooden poles are a low priced effective solution for the construction of overhead line systems. Steel and concrete poles are much more expensive.
- Wooden poles are light weight and easy to handle. Telecommunication poles weigh in at about 100kg, poles for LV and MV lines range within about 200-400kg each. Much less than concrete and steel poles and much less complex during construction of the line.
- Wooden poles have a very high breaking capacity and very high flexibility making them ideal for the application in electrical lines
- Wooden poles are virtually maintenance free during their entire life cycle. Steel and concrete poles need regular maintenance adding on to their operating costs.
- Wooden poles can be installed without complex foundation construction which saves man power and costs compared to steel and concrete constructions.
- Wooden poles have a very low electrical conductivity making them ideal choice for electrical line construction
- Wooden poles have very aesthetic looks
- Wooden poles are fit for extreme environments and ambient temperature ranges offering constant physical capabilities from lower than -20 degrees C to desert climates of above +55 degrees centigrade.
- Wooden poles show no corrosion in aggressive air polluted environment.

# MERKUR Poles – The Differences



*Impregnation round utility poles*



*Impregnation induo® poles made from FSH*

## Two different outstanding standards

MERKUR German Technology is offering two different kinds of wooden pole systems:

- The well known naturally grown round utility poles systems (Pinus Silvestris) installed in hundreds of thousands units throughout the world.
- The state of the art innovative induo® engineered timber pole systems made from construction wood, suitable as equivalent and substitute application for LV- and MV-concrete- or steel pole systems.

## Naturally grown creosoted wooden utility poles

- most competitive pole system compared to steel- and concrete pole systems
- light weight
- easy to fabricate
- well introduced and proven concept
- long service life of unto 40 years
- almost maintenance free throughout the service life

- direct ground mounting
- environmentally sustainable product by its positive CO<sub>2</sub> effect due to storage of about 500kg CO<sub>2</sub> /cbm

## induo® fabricated wooden poles made from FSH

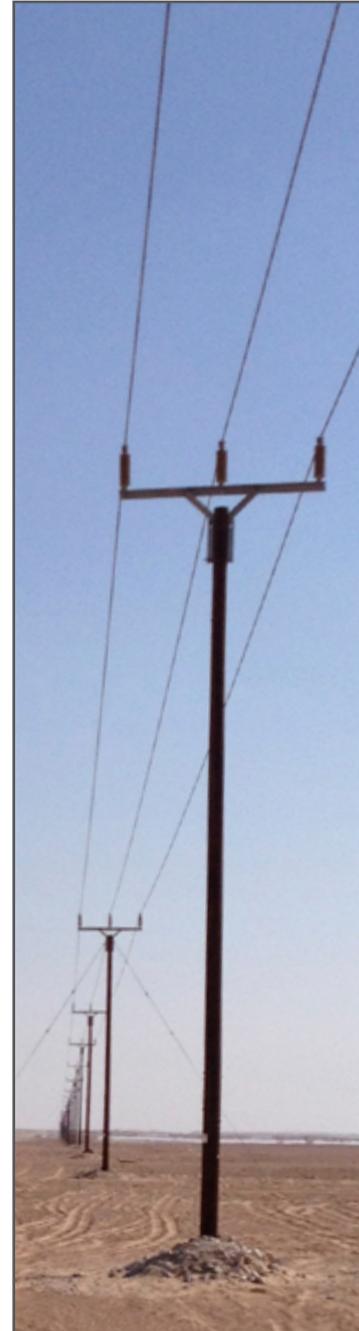
- Patent-registered pole-system made of high strength and entirely waterproof wood veneer layer-material and induo® anchor-system.
- Environment-friendly because of positive carbon monoxide balance.
- High carrying capacity and high span width.
- Pole distances and cross sections are not limited in height of natural tree growth.
- Long service life due to special pressure impregnation procedure for cross sections and whole poles.
- Little maintenance required / poles are accessible with common climbing belt systems.
- Lower priced than conventional poles made of steel or concrete.
- Compatible to all established cross arm systems and all kinds of wiring.
- Realizable with low-price soil groundwork or classical concrete groundwork.
- Can be attached on existing groundwork.

# Round Wooden Poles – Projects

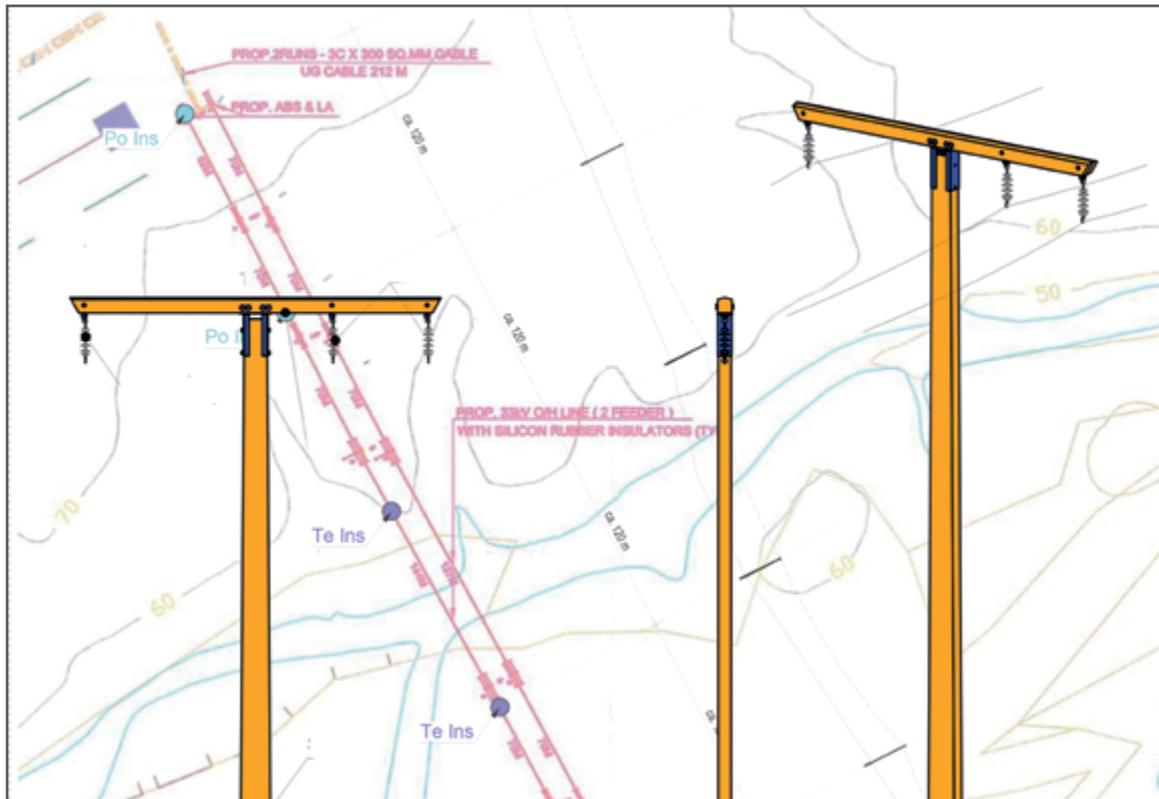


## Round Wooden Poles Projects

<b>Client:</b>	Public Authority For Rural Electrification (PARE) , Sana'a, Yemen
<b>Tender No.:</b>	Tenders 5, 6, 7 2009 Project Power 5 financed by The Saudi Fund for Development
<b>Commodity:</b>	Round creosoted wooden poles IWW® brand - Made in Germany
<b>Scope:</b>	Supply of 67440pieces wooden poles as per PARE wooden poles standard WP-01 respectively British Standard CFR Hodeidah
<b>Execution:</b>	November 2013 - November 2014
<b>Status:</b>	On schedule



# Induo® Poles Reference Project



## Pilot Project for induo® Made in Germany FSH Engineered Timber Poles

- Client:** Mazoun Electricity Corporation , Muscat, Sultnate of Oman
- Project:** 33KV Feeder Line SUR Oman from Al Ajjah Grid Station to the main 33KV OVH Line leading to Sur Stadium
- Scope:** Supply of 1km induo® Made in Germany engineered timber poles
- Execution:** January-March 2014
- Satus:** On schedule

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