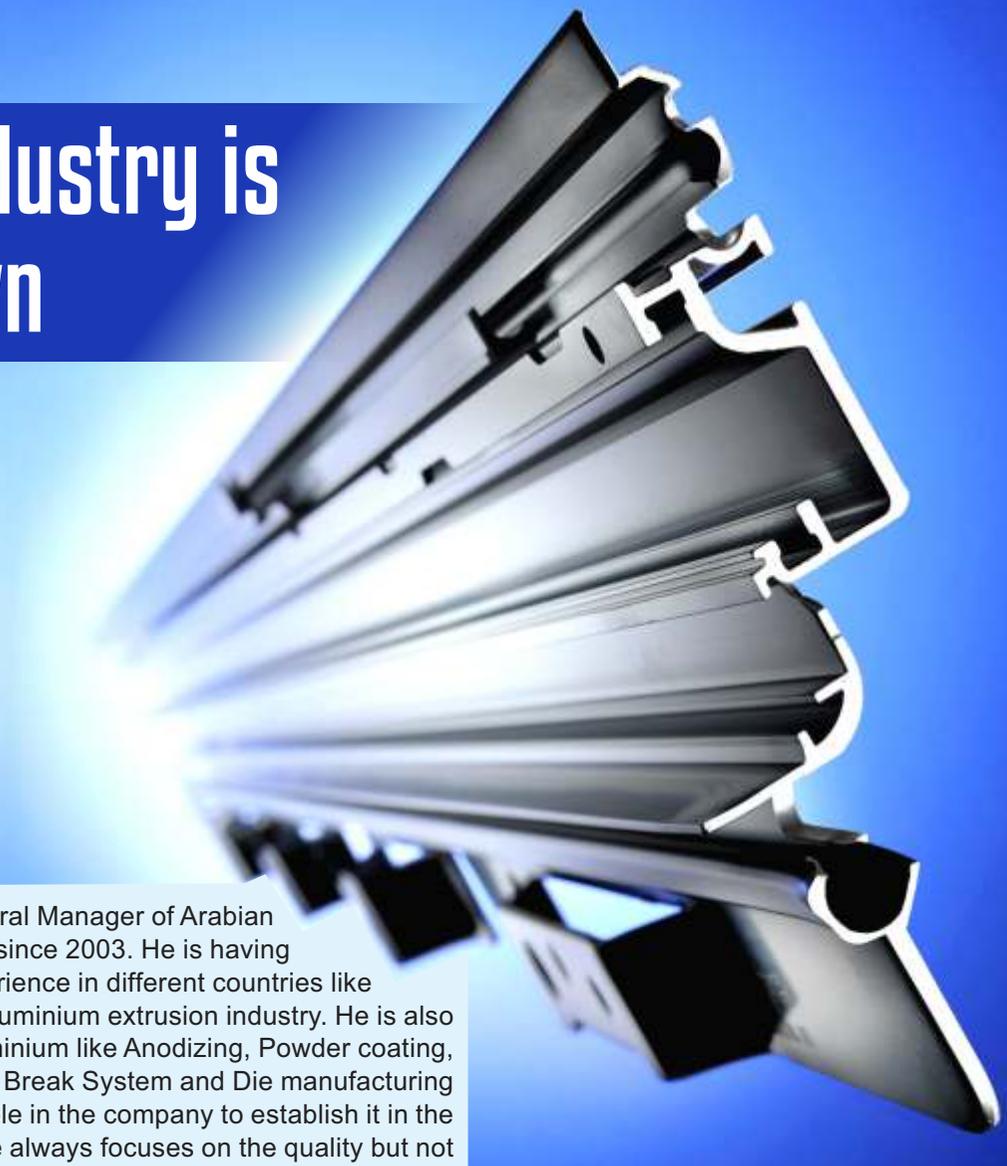


# Extrusion Industry is Slowing Down



**ALBERT MELKIAS**



**A**lbert Melkias is the General Manager of Arabian Extrusions Factory since 2003. He is having about 25 years experience in different countries like India, Saudi Arabia and UAE in aluminium extrusion industry. He is also expert in different finishes of aluminium like Anodizing, Powder coating, wood effect finish, Thermal Break System and Die manufacturing technology. He has played key role in the company to establish it in the local and International Market. He always focuses on the quality but not in the Quantity; as a result today Arabian Extrusions is known as the supplier of quality product.

“This year, there is a possibility of slight decrease in demand for aluminium extrusion because of oil price down. In 2015 we found the aluminium extrusion market in India very slow. It might be due to less construction or the people expectation to get the better price as the oil market is down” says, **Albert Melkias, General Manager of Arabian Extrusions Factory** in an exclusive interview with **Metalworld**. Excerpts

## What is the status of Extrusions Market on Global Level?

- In the Present scenario, the oil price is very low and construction industries and transportation industries market is also bit down. Similarly the market for aluminium extrusion industry is getting slow down. We hope the market will be improved by third quarter of 2016.

## How do you see the regional markets like Arabian region & India?

- As per our sales record in 2014 and 2015, the Arabian region market was very good in

2015. All the extrusions company found quite busy. Moreover, most of the extrusion company has increased their capacity to fulfill the customer demand from Arabian region.

This year, there is a possibility of slight decrease in demand for aluminium extrusion because of oil price down.

In 2015 we found the aluminium extrusion market in India very slow. It might be due to less construction or the people expectation to get the better price as the oil market is down. Hopefully, there will be big boom in coming year for two reasons - One is “Make in India”

and second is due to low oil price lots of development in construction industry, Industrial products and Automobile industry.

## What are the present facilities at Arabian Extrusion & what are you plan to cater to this market?

- In 2015, Arabian Extrusion sold about 33,200 M.ton of aluminium extrusion with Anodizing, Powder coated, wood coated and mill finish. For this year 2016 we set the target of 36,000 M.ton and hopefully we will achieve the target. We are the first company in Asia have Qualideco certification for wood effect finish. In addition we are the only one company have environmental friendly for energy saving system (ISO 50001:2011 – Energy management system) certified. We also certified for ISO 9001:2008, CE Mark (European conformity), UAE Quality marks, ISO 14000 and OHSAS 18001.

Currently, we have 5 numbers of extrusion presses - 3 nos. of 8” billet size container and 2



nos. of 6" billet size container in two locations in Northern emirates of UAE.

Our specialty is that we have our own die shop with sufficient C.N.C. machines and latest technology. Our capacity is 150 extrusion Dies per month. We can do any complex design dies in house.

We are extruding the profiles for system supplier like Technal Middle East, Sapa

(Hydro), Vistawall, G.S. Middle East, Alumill, Smart system and Profile system etc. We have technically sales support team to serve our valuable client.

**How do you see the Indian Market in future & what are your plans to cater to this market?**

- We have supplied the aluminium extrusion for big projects like Orchidwoods,

Mumbai, Hyatt – Delhi, Oberoi – Mumbai, TATA Primanti – Gurgaon, Cognizant IT – Pune, TCS – Kolkata and presently we are supplying to many projects.

Also we are participating the seminars & exhibitions in India to expand our market in India even though we are already established in Indian market.



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