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SAM[®]

1.0: Message from the Director

When we started SAM Engineering back in 1980, my partners and I believed that long term success in the challenging market of Jordan is not easy; presenting superior products and automation systems to a small market was simply not enough. We took the extra step to sell value and efficiency, and augmented our small resources with intense efforts to maximize the value of our products through demonstrating their capabilities, efficiency, and long term viability.

This process involved learning all there is to learn about pumps, boilers, valves, and later on automation systems, and transferring this knowledge to our customers through undertaking full system commissioning and products start-up, providing professional training to engineers and technicians, and committing to long term maintenance and spare part provision.

29 years later, SAM has evolved into an industry standard of quality products and professional engineering services. The company has specialized product lines and a specialized engineering services division making the company a comprehensive solution provider for medium and large scale projects looking to acquire or maintain leading positions in their respective industries.

SAM is more than a high end products company; it is a reliable long term partner for successful industrial optimization.

Fouad Abdulatif

Managing Director
SAM Engineering





2.0: The Company

SAM Engineering started as an engineering trading company providing industrial pumps and boilers to the Jordanian market, and quickly expanded to providing controls, automation and electrical solutions.

Today, SAM is a comprehensive solution provider for industrial efficiency seekers. Its strong partners, coupled with its capacity to execute Turn-Key projects has positioned the company as a strong and reliable partner for medium and large scale end users, consultants, and contractors in different industrial and service sectors.

SAM is a certified solutions provider for world class manufacturers, but it is the in - depth understanding of how these systems can be operated for optimal efficiency that places SAM in a unique position to undertake large scale projects in different industries.

The company invests in building the technical capacity of its specialized team of engineers and technicians, and its continuous investment in learning and sharing knowledge makes it a reliable, credible, and long term partner for the quality – conscious client.





3.0: Strategic Drive:

Mission:

To become a top-tier regional company offering high-end industrial products, automation systems, switchgear manufacturing, and relevant engineering services.

Vision:

SAM will contribute to optimizing the operational efficiency of regional industrial players and markets in such a manner that they adhere to the highest international standards and practices.





4.0: Product Lines

SAM is a professional and committed company that provides quality products. But we do not stop there. We provide all the technical support and professional advice to our customers starting with design, and we follow through to the final execution and operation stage. And since SAM is committed to sustainable relationships with its partners, we make sure to keep a stock of all major spare parts and consumables.

Pumps

Pumps have developed into an integral component of any network or system that depends on the flow and displacement of fluids.

SAM offers a broad range of resilient, high quality, and innovative pump technologies:

- Centrifugal
- Fire Fighting
- Submersible
- Diaphragm
- Rotary Vane
- Eccentric
- Lobe
- Hose
- Metering
- Gear

Plumbing Products

As any fluid system depends on pipes that connect the components and circulate the fluid, SAM provides a wide array of plumbing products for building drainage regardless of the industry.

Our range includes:

- Backflow Preventers
- Cleanouts
- Floor and Roof Drains
- Flush Valves
- Pressure Regulators
- Water Hammer Arrestors

Water and Waste Water

Water and Waste Water treatment are vital to any community and industry.

SAM provides various units and products for all stages of water and waste water treatment:

- Aeration
- Mixing
- Filtration
- Reverse Osmosis
- Valves
- Clarification
- Chlorination
- Pumping
- Penstock
- Screens





Process Measurement

The efficiency and the sustainability of any plant depends on ensuring that its processes are completed in the intended manner and time frame. SAM provides solutions to monitor and measure the different stages of a process to effectively facilitate its operation.

Our comprehensive line of measurement instrumentation products includes:

- Pressure measurement
- Level measurement
- Flow measurement
- Temperature measurement
- Liquid analyzers
- Gas and combustion analyzers
- Gas chromatographs
- Gas regulators

HVAC

Heating, Ventilation and Air-Conditioning is one of the fastest growing segments in the MENA region. SAM works with leading manufacturers specialized in providing innovative HVAC solutions.

Our product offering includes:

- HVAC Pumps
- Hot water boilers
- Heat exchangers
- Hot water calorifiers
- Fans
- Differential Temperature Controllers.
- Room Thermostats.
- 2,3-way Valves & Actuators
- Fan Coil Unit Controllers
- Damper Actuators (On-Off, Modulating).
- Boiler control
- Pressure & Temperature Sensors





Industrial Controls

High end quality industrial control products boost plant uptime and reduce maintenance costs.

SAM's wide range of industrial control products includes:

- Medium Voltage Motor Starters
- Drives & Soft Starters
- Motor Protection and Control
- Programmable Logic Controllers
- Distributed IO
- PLC and Safety Relays
- Signal Isolators and Convertors
- DC UPS and Power Supplies
- Modular Terminal Blocks

Power Distribution

Efficiency, safety, and consistency in power supply is an increasingly demanding requirement for industries. SAM provides cost-efficient power distribution solutions that are guaranteed to achieve and sustain effectiveness without compromising safety.

Our specialized product line features:

- Packaged Transformer substations
- Oil Immersed and Dry Transformers
- Medium Voltage Switchgear (GIS, AIS)
- Ring Main Units
- Automatic Transfer Switch (ATS)
- Lightning & Surge Protection

Steam Systems

Steam systems are crucial to many industries. The technology is gradually gaining grounds in different industries due to its efficiency and reduced negative impact on the environment.

SAM understands the benefits and uses of Steam Systems, and provides quality steam boilers and integrated steam system products.

Valves and Valve Automation

Over the years, SAM has become recognized as a reliable valves solution provider. Whether it is fluid level, temperature, flow, or pressure, SAM boasts a wide variety of valves that guarantee full control of industrial plants.





5.0: Engineering and Services

As part of our philosophy, we have built the knowledge, expertise, and human resource base to standardize professional practices within our services. SAM has been an entrepreneur in developing its own methodology to meet Quality and Project Management Standards. Our project execution procedures are tailored to meet customers' requirements.

SAM's Engineering and Services division provides superior solutions that have allowed the company to successfully operate in the regional market.

We have accumulated valuable experience in a variety of industries, and worked on different sized projects from small stand alone applications to rigorous site wide projects.

Through combining precise engineering practices with cutting edge products, we focus on reducing the commissioning periods and facilitating the installation procedures while delivering turnkey solutions.

Engineering and Services Divisions:

Industrial Automation:

SAM Engineering & Services is a leading industrial automation solutions provider specializing in Cabinet Design, Programming, Testing and Commissioning.

SAM Industrial Automation Services offering includes:

- Distributed Control Systems (DCS)
- Supervisory Controls & Data Acquisition (SCADA)
- Visualization & Human Machine Interface (HMI)
- Programmable Logic Controllers Solutions
- Remote Terminal Units (RTU)
- Safety Systems
- Condition Monitoring Solutions
- Industrial IT & Networks Solutions
- Intelligent Motor Controls





Major projects successfully executed include:

- Chemical Industries - Al-Baha for Chlorine & Caustic Industries - Jordan - DCS.
- Power Generation - Rehab Power Plant - Jordan - DCS.
- Water & Waste Water Treatment - Mishkhab WTP - Iraq - SCADA.
- Water & Waste Water Treatment - Wadi Ma'in Zara Water Conveyance System (PSs, WTP) - Jordan
- Oil & Gas - Jordan Petroleum upgrade of Burner Management System - Jordan - DCS
- Oil & Gas - Ghani Oil Field - Libya - SCADA
- Oil & Gas - Zakum development company (ZADCO) - UAE - Automation for Portable treatment unit
- Telecommunication - Wi-tribe - Jordan - SCADA
- Airports - Runway lighting Controls for Marka Airport - Jordan - Automation

Building Automation:

The Building Automation market in Jordan and the region is growing rapidly and steadily, and SAM has been installing, commissioning, and maintaining specialized Building Automation Systems in buildings serving different sectors and functions.

SAM Building Automation Services includes:

- Total Building Solutions (TBS).
 - Building Management System (BMS)
 - Fire Alarm System (FAS)

- Public Addressing System (PAS)
- Access Control System
- Closed Circuit Television (CCTV)
- Lighting Controls & Dimming Systems
- Water & Energy Metering Solutions

- Hotel Guest Room Management
- Smart Home Solutions

SAM has successfully implemented major Building Automation projects for different sectors, including:

- Hospitals - Queen Rania Pediatrics Hospital - Jordan (Amman) - BMS
- Hospitals - King Hussein Medical City - Jordan (Amman) - BMS
- Infrastructure - Jordan Armed Forces Headquarters - Jordan (Amman) - BMS
- Commercial Buildings - Taj Abdoun Mall - Jordan (Amman) - BMS
- Hotels - Crown Plaza Hotel- Jordan (Petra) - BMS
- Commercial Buildings - Mecca Mall - Jordan (Amman) - BMS
- Pharmaceuticals - VAPCO Pharmaceutical - Jordan (Zarqa) - BMS





Switchgear Manufacturing:

Whether it is Form 2, 3, or 4, Fixed or Fully withdrawable, SAM initiated full LV switchgear manufacturing in Jordan to design and assemble up to 6300 Amp, 660 V, Fully and partially Type-Tested (TTA and PTTA), conforming to BS-EN-60439-1 and IEC-60439-1 standards. SAM ensures that the final product conforms with approved drawings and customers requirements.

SAM has ventured into producing the following:

- Main Distribution Boards (MDB)
- Sub Main Distribution Boards (SMDB)
- Motor Control Centers (MCC)
- Control Panels (DCS, SCADA, RTU, BMS Panels)
- Capacitor Banks
- Feeder Pillars
- Final Distribution Boards (DB)
- Generator Control & Synchronization

Major projects include:

- Oil & Gas - Zakum development company (ZADCO) - UAE - MCCs
- Chemical Industries - Al-Baha for Chlorine & Caustic Industries - Jordan - complete LV Switchgear & MCCs
- Chemical Industries – Jordan Abyad Fertilizers & Chemicals Co.- Jordan Complete MCCs
- Hospitals - Queen Rania Pediatric Hospital - Jordan - VFD Panels

- Airport - Rehabilitation & Upgrade of North Runway of Queen Alia International Airport - Jordan - MDBs and SMDBs
- Infrastructure - Jordan Armed Forces Headquarters - Jordan - complete VFD Panels
- Telecommunication - Zain - Jordan - Outdoor AC DBs
- Water distribution & control - SAL Pumping Station - Jordan - MCC Panel
- Water & Waste Water Treatment - Muta University WTP - Jordan - MDB & MCCs

Training:

SAM invests in building the knowledge base of technicians and engineers internally, but also offers training to external candidates from Jordan and the region. The company provides training on the following:

- DCS Training Courses
- SCADA/HMI Training Courses
- PLC Training Courses
- BMS Training Courses
- Intelligent Motor Controls Training Courses

In addition, we offer customized training courses based on clients requests.

Maintenance Services:

SAM is committed to long term relationships with its clients. As part of the customer retention policy, SAM's after - sales service extends beyond warranties; we offer maintenance services on contractual basis and upon request.





6.0: Our Partners





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