

# **ISRAEL DESALINATION SOCIETY (R.A.)**

**Grand Water Research Institute      Zuckerberg Institute for Water Research**  
**Technion-Israel Institute of Technology      Ben-Gurion University of the Negev**

**Program and Papers of the 7<sup>th</sup> Annual Conference**

## **ISRAEL'S LARGE SEAWATER DESALINATION TENDERS - 5 YEARS EXPERIENCE**

**Edited by**

**Daniel Hoffman\*, Raphael Semiat\*\* and David Hasson\*\***

**\*Adan Technical & Economic Services Ltd**

**\*\*GWRI Rabin Desalination Laboratory**

**Wednesday – Thursday, March 2 - 3 2005**

**The Israel Trade Fairs & Convention Center  
Tel-Aviv, ISRAEL**

**PROGRAM\***

Wednesday, 2<sup>nd</sup> March, 2005

Morning

8:00- 9:00

**REGISTRATION**

**GREETINGS SESSION**

9:00 – 9:45

**Chairman: Shmuel Kantor**

**H. E. B. Ben Eliezer**, Minister of National Infrastructures,  
**H. E. G. Khateeb**, Acting Minister of Planning Palestinian Authority  
**S. Tal**, Israeli Water Commissioner  
**C. Sommariva**, President of EDS  
**Prof. M. Hershkovitz**, Vice President, BG University  
**Prof. R. Semiat**, Grand Water Research Institute, Technion  
**D. Hoffman**, Adan, Program Committee Chairman

**LARGE SEAWATER DESALINATION PLANTS TENDERS**

**SESSION**

***Objectives, Approach & Requirements  
of Government Ministries***

**A**

**Chairman: Zvi Chalamish,**

- 09:45 -10:10 **Ministry of Finance - Objectives, Approach & Guidelines**  
Hagai Miller, Deputy Director Accounting - Finance Ministry
- 10: 10 - 10:35 **Large Seawater Desalination Tenders – The Water Commission’s  
Objectives, Approach and Requirements**  
*Yosef Dreizin, Senior Manager, Israel Water Commission*
- 10: 35 - 11:00 **Desalination Facilities in Israel - Ministry of the Environment  
Guidelines on Promoting Desalination and Protecting the  
Environment**  
*Nir Kedmi, Economics and Standards Division, Ministry of the  
Environment.*
- 11:00 - 11:25 **Large Seawater Desalination Plants – The Ministry of Health’s  
Objectives, Approach and Requirements**  
*D. Zeira, Engineer Environmental Health District and S. Goldberger  
Chief Engineer, Environmental Health, Ministry of Health*
- 11:25 - 11:50 **coffee break**
- SESSION**
- B**
- Objectives, Approach & Requirements  
of Specialist Consultants***
- Chairman: Rafi Semiat**
- 11:50 - 12:15 **Objectives, Concerns & Requirements of the Technical Consultants  
of the Inter-Ministerial Tender Committee**  
*Amnon Zfati and Daniel Hoffman, ADAN Technical & Economic Services  
Ltd*
- 12:10 - 12:35 **Desalination PPP projects in Israel- Financial overview**  
*Salco Kleerekoper, TASC Ltd.*

12:35 - 13:00 **Objectives, Concerns and Requirements of the Legal Consultants of the Inter-Ministerial Tender Committee**  
*Joseph Levy, J. Levy & Assoc., Attorneys*

13:00 - 13:25 **Recent Contracted Desalination Projects Developed by Mekorot**  
*Menachem Priel, Manager, Pinhas Gluckstern, Eli Kotzer and Nissim Nadav, Desalination & Special Projects Group, Mekorot*

13:25 - 14:45 **Annual Meeting of the Israel Desalination Society**  
**Lunch Break**

**Afternoon**

**SESSION C** **Concerns and Experience of Bidders/Contractors**

**Chairman: Amnon Lipkin-Shachak**

14:45 - 15:10 **Ashkelon 100 Mcm/Year BOT Project**  
*Gustavo Kronenberg, Manager, VID Ltd*

15:10 - 15:35 **The Experience of Palmachim Desalination Project**  
*Uri Hurvitz, Dan Hamberg and Boaz Gazit  
TAHAL Consulting Engineers LTD.*

15:35 - 16:00 **Coffee Break**

**SESSION D** **Concerns and Requirements of the Involved Financial Institutions**

**Chairman: Ronen Wolfman**

16:00 - 16:30 **Key Financing and Contractual Issues in Desalination Projects**  
*Yoel Mintz, Manager, Credit Products Sector, and Shlomit Lotem, Manager, Projects Financing Sector, Bank Leumi*

16:30 - 16:55 **Project Financing of Desalination Projects**  
*Tzahi Cohen, Manager Telecommunications and infrastructure, Business Division, Bank Hapoalim*

16:55 - 17:20 **Evaluation of Credit Risks in Financing Water Desalination Plants: the Difficulties, Failures and Successes**  
*Dorit Sallingar, Manager Maalot Credit Rating Co.*

18:30 - 20:30 **CONFERENCE DINNER**  
**Memories of the early days of desalination in Israel will be recalled by one of its pioneers - Natan Berkman**

Thursday, 3<sup>rd</sup> March, 2005

**Morning**

8:00 - 9:00

**REGISTRATION**

\* Subject to final changes

**SESSION  
E**

**Large Seawater Desalination BOO/BOOT Projects  
- Experience Abroad**

**Chairman: David Hasson**

09:00 - 09:25

**Membrane Suppliers' Role and Activities in Large and Mega  
Desalination Projects**

*J.A. Redondo, L.D. Johnson and M. Brusilovsky, Dow and Jacobson  
Agencies*

09:25 - 09:50

**The Experience of Technical and Financial Desalination Solutions in  
the Gulf countries**

*Leon Awerbuch, President, Leading Edge Technologies*

09:50 - 10:15

**Risk and Opportunities in the Development of Power and Water  
Projects in the Middle East**

*Corrado. Sommariva, President of EDS, Divisional director - Mott  
MacDonald*

10:15 - 10:45

**Coffee Break**

10:45 - 11:10

**Financing Desalination - the Critical Success Factors**

*Christopher Gasson, Publisher, Global Water Intelligence,*

11:10 - 11:35

**Global Trends in Public-Private Partnerships**

*Tom M. Pankratz, Vice President, CH2M Hill*

**SESSION  
F**

**Panel Discussion of Presented Problems and Concerns and Possible  
Solutions**

**Chairman: Daniel Hoffman**

11:35 - 13:30

*L. Awerbuch, N. Berkman, Y. Bronstein, O. Fixler, C. Gasson, P.  
Gluekstern, D. Hamberg, Y. Inbar, S. Kleerekoper, G. Kronenberg,  
J. Levy, Y. Mansdorf, Y. Mintz, T. Pankratz*

**Afternoon**

**Sandwiches Lunch on Bus Transporting Participants  
to the Ashkelon Desalination Plant**

**Tour of VID's Ashkelon 100 million m<sup>3</sup>/year Installation**

## **Program organizing committee - Israel**

Daniel Hoffman –*Conference Chair*, Adan Technical & Economic Services Ltd

David Hasson, - Rabin Desalination Laboratory, Technion

Raphael Semiat, - Grand Water research Institute, Technion

Pinhas Glueckstern - Mekorot Water Co.

Yaacov Mansdorf - Tambour Ecology

Yoram Oren - Ben Gurion University Water Center

Motty Perry – Bio-Pure Technology

Joseph Weinberg – IDE Technologies

## **Organizational and editorial work**

Daniel Hoffman, David Hasson and Raphael Semiat

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**MEKOROT – ISRAEL NATIONAL WATER CO.**

**TAHAL CONSULTING ENGINEERS**

**TAMBOUR ECOLOGY**

**TECHNION - ISRAEL INSTITUTE OF TECHNOLOGY**

**THE GRAND WATER RESEARCH INSTITUTE OF THE TECHNION**

# **ISRAEL DESALINATION SOCIETY (R.A.)**

**Association no. 58-033-752-5**

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**Ram Aviram** (*Ministry of Foreign Affairs*)

**Amitzur Barak** (*Water Commission*)

**Nathan Berkman** (*Adan Technical Services*)

**Uri Fisher** (*Ormat Industries*)

**Jack Gilron** (*Center for Water Science & Technology, Ben-Gurion University*)

**Pinhas Glueckstern** (*Mekorot Desalting Division*)

**David Hasson** (*Rabin Desalination Lab. GWRI, Technion, Council Coordinator*)

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**Menahem Priel** (*Mekorot Desalting Division*)

**Raphael Semiat** (*GWRI Rabin Desalination Laboratory, Technion*)

**Joseph Weinberg** (*IDE Technologies*)

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## האיגוד הישראלי להתפלה (ע"ר)

מכון לחקר המים ע"ש צוקרברג  
אוניברסיטת בן-גוריון בנגב

מכון גרנד למחקר המים  
הטכניון - מכון טכנולוגי לישראל

תוכנית וחוברת מאמרים של הכנס השנתי השביעי

## מכרז המתקנים הגדולים להתפלת מי ים בישראל - חמש שנות ניסיון

נערך ע"י

דניאל הופמן\*, רפאל סמיט\*\* ודוד חסון\*\*

\*אדן טכנולוגיה וייעוץ כלכלי בע"מ

\*\*מגמ"ה - המעבדה להתפלה ע"ש רבין

ימים ג'-ד', כ"א - כ"ב אדר א' תשס"ה 2-3 במרץ 2005

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תל-אביב, ישראל