

OGN
OIL & GAS NEWS

**SAUDI
REVIEW**
2020





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AYTB's concentric diversification
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It is good news for Saudi Arabia's manufacturing sector after a new test and repairing facility for DGS is inaugurated – Page 28

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The days of oil are not over

Saudi Arabia is still betting on earnings from oil, however, cautiously. Running in parallel is an ambitious non-oil diversification programme it hopes will shore up revenues



The Fadhili Gas Plant Project ... Saudi Arabia plans to increase domestic gas production

HYDROCARBONS will continue to dominate Saudi Arabia's economy, despite the oil sector shrinking 3.6 per cent in 2019, hit by a drop in oil production.

Many a global impact of events, including trade tensions, geopolitical risks, and the outbreak of the new coronavirus, are potential risks that could weigh heavily on the oil sector.

Saudi's economy is strongly linked to the revenues generated from its oil sales, which have remained roughly 80 per cent of total government revenues between 2009 and 2018.

But the kingdom is looking for ways to strengthen its non-oil profile to sustain long-term growth. This is also a key objective of the Saudi Vision 2030, which puts the non-oil sector at the heart of the country's economic development. Reducing its reliance on the oil sector is vital for the country's economic diversification.

The vision's key economic goals include

increasing the private sector's contribution to gross domestic product (GDP) from 40 to 65 per cent, raising the share of non-oil exports in non-oil GDP from 16 to 50 per cent, and reducing the unemployment rate from 11.6 per cent to 7 per cent by 2030.

It also aims to maximise local content by localising more than \$70 billion of content through programmes such as In-Kingdom Total Value Add (IKTVA) Programme, make economic agents more efficient and increase government revenues by removing domestic energy subsidies and introducing other non-oil revenue items, enabling further government investment. Developing the Kingdom's non-oil sector would help it to meet these targets.

According to the Governor of the Saudi Arabian Monetary Authority, Ahmed al-Kholifey, monetary, fiscal and structural policies are all geared towards an expansion of the private non-oil sector GDP over the medium term.

Saudi Arabia's Public Investment Fund

(PIF) has been tasked with spearheading many of the reforms and projects associated with Vision 2030.

The Vision also promotes the privatisation of public services and government-owned assets. A significant event here has been the initial public offering (IPO) of state-owned energy giant Saudi Aramco.

Shares in Aramco were listed on the Saudi Stock Exchange (Tadawul) in December 2019. Aramco has hit a valuation of more than \$2 trillion.

But while that happens, significant efforts are being made for oil and gas expansion. Early this year, Saudi Arabia and Kuwait agreed to restart oil production at the Neutral Zone, where the Khafji and Wafra fields can together produce some 500,000 barrels of oil per day (bpd).

Also recently, Saudi Arabia's national oil company, Saudi Aramco, launched the biggest shale gas development outside of the US. Part of this is the Jafurah unconventional gas

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Onwards to a Brighter Future.

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... The days of oil are not over

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field in the Eastern Province, where the volume of gas resources is estimated at 200 trillion cu ft.

GlobalData in its report, 'Saudi Aramco After IPO – Company Overview and Development Outlook' has revealed five major expansion projects – four crude and one natural gas – are being planned to boost output in the country.

One eighth of the world's crude oil from 2016 to 2018 was produced by Saudi Arabia's national oil company, Saudi Aramco. In 2018, the company's MSC capacity (maximum barrels of crude oil that can be produced during a year) was 12 million barrels per day (bpd) with 10.5 million bpd oil produced plus the remaining 1.5 million bpd available as spare capacity. This capacity allows flexibility to respond to market supply and demand fluctuations. The new expansions will add 1.45 million bpd additional oil capacity.

In another report by Rystad Energy, a hydrocarbon production boom is under way in the Middle East, and this time, the race is spilling into offshore waters. It said Saudi Arabia investment could reach \$300 million or more based on the results of the

feasibility study from their Red Sea and other offshore areas.

FOCUS ON GAS

Gas has gained significant focus in the energy sector, especially now since the kingdom's natural gas demand has outstripped its domestic production, forcing the government to impose rations on consuming sectors, and raising expectations that natural gas production and prices in the country will increase over the next decade.

The King Abdullah Petroleum Studies and Research Center (Kapsarc) in a paper last year said the share of natural gas used in power generation in the country grew from 44 per cent to 54 per cent between 2010 and 2017. Natural gas consumption in Saudi Arabia represents 37 per cent of the country's primary energy demand.

It said Aramco plans to double the Kingdom's natural gas production and to boost its infrastructure network by 2030. This expansion strategy would cost \$150 billion and may include the possibility of importing gas.

Aramco's push to increase gas production is likely to come from

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Non-oil sector to grow in 2020



The Haradh Gas Plant

DATA from 2019 has both unpleasant and pleasant news about Saudi Arabia. While the economy grew by a weaker-than-expected 0.3 per cent, the non-oil sector grew by 3.3 per cent driven by growth in the private sector, according to data from the General Authority for Statistics.

Saudi Arabia, the world's biggest oil exporter, wants to boost the private sector and diversify its economy away from oil, but sliding oil prices and crude output cuts agreed with Opec allies continue to weigh on its overall growth.

Overall GDP growth was below an

official forecast of 0.9 per cent and the oil sector shrank by 3.6 per cent, marking the Saudi economy's worst performance since it contracted in 2017.

Expansion of the non-oil sector—the strongest growth since 2014—was mainly driven by growth in the private sector, which amounted to 3.8 per cent,

"Non-oil activities continued to strengthen supported by high investment activity," said Monica Malik, chief economist at Abu Dhabi Commercial Bank.

In 2019, financial, insurance and business services, as well as retail

trade and restaurants and hotels, were among the activities that saw the strongest growth - reflecting the government's investment drive into areas such as tourism and entertainment.

Saudi Arabia's central bank governor, Ahmed al-Kholifey, has said the non-oil sector will support overall economic growth in 2020, despite a challenging economic backdrop, further weakened by the global spread of the coronavirus.

Meanwhile, Saudi energy exports fell by 10.4 per cent year on year, because of a 14 per cent drop in oil exports, the data showed.

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IKTVA leads Kingdom's diversification drive

SAUDI Arabia's In-Kingdom Total Value Add (IKTVA) programme has attracted 468 investments from 25 countries with an estimated capital expenditure of \$6.5 billion, resulting in 44 industrial facilities completed to-date, with another 64 facilities under construction.

Since its inception in 2015, Iktva has demonstrated the inherent benefits of creating successful partnerships. The synergy driven by the programme has delivered greater levels of prosperity for the kingdom, with 56 per cent of procurement spent in the kingdom in 2019.

This was announced at the 5th IKTVA Forum & Exhibition held in Al Khobar on February 24, in the presence of Prince Abdulaziz bin Salman bin Abdulaziz, Minister of Energy, Prince Saud bin Naif bin Abdulaziz, Governor of Eastern Province, and Prince Ahmed bin Fahd bin Salman bin Abdulaziz, Deputy Governor of Eastern Province.

Saudi Aramco has signed 66 memoranda of understanding (MoUs) and strategic and commercial collaborations valued at more than \$21 billion with international partner companies and entities from 11 countries in several industrial and business sectors under its Iktva Programme.

The MoUs and commercial collaborations were with Hyundai Heavy Industry, Siemens, Aasia Steel, Oilfields Supply Center (OSC), Al-Khorayef Petroleum, Mitsubishi Hitachi Power Systems, Schneider Electric, Honeywell, Advanced Electronic Company (IT), XDM 3D Printing, Shengong New Materials, XINFOO and Saudi Exports Development Authority.



Prince Abdulaziz, Prince Saud, and Prince Ahmed with other top officials at the IKTVA Forum

These investments will contribute to building an integrating Saudi supply chain and bringing new capabilities to the kingdom.

- Saudi Aramco has signed a joint venture agreement with Baker Hughes to establish a 50/50 non-metallic joint venture (NM JV) to innovate, develop and manufacture composite materials for both oil and gas as well as non-oil and gas applications. The JV will leverage polymer materials and state-of-the-art manufacturing processes to deliver transformational non-metallic products,

starting with reinforced thermoplastic pipes (RTP) and an investment of around \$110 million. The JV facility will be located at the King Salman Energy Park (Spark), and will serve the Mena region.

- Schlumberger has opened a world-class manufacturing centre in Spark to manufacture well completions technologies including liner hangers and packers and isolation valve technologies, such as Grove valves and Orbit rising stem ball valves, to help improve the efficiency of oil and gas operations in the

Kingdom and neighbouring countries.

The first phase of the facility, over 105,000 sq m, will create more than 200 new jobs over the next few years and develop a highly skilled manufacturing and supply chain workforce for oil and gas products and services within the region. This is a demonstration of the Schlumberger alignment with the Kingdom's 2030 Vision.

- McDermott, a leading provider of integrated EPCI (engineering, procurement, construction and installation) services for upstream field developments, has broken ground on its new fabrication facility at the King Salman International Complex for Maritime Industries and Services in Ras Al Khair.

The state-of-the-art facility spanning 1.2 million sq m will include offices, pre-fabrication shops, blasting and painting shops and large assembly shops capable of fabricating platforms and modules for both offshore and onshore projects for Saudi Aramco and other customers in the region.

The facility will incorporate up to 80,000 sq m of covered shops to house the latest automation technology and will also include a 580-m reinforced bulkhead providing marine access, stated the global EPCI major.

It is worth mentioning that Spark is being developed to capture the full economic value from energy-related goods and services in Saudi Arabia and throughout the region, localising value creation through dedicated industrial development as part of the Vision 2030.

... The days of oil are not over

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non-associated and unconventional gas plays. It has targeted an increase in the production of gas from non-associated gas fields in Karan, Hasbah, and Arabiyah.

Last month, Saudi Aramco announced launching the biggest shale gas development outside of the US to boost domestic gas supply and end the burning of oil at its power generation plants.

Saudi Arabia has for years battled for market share with rapidly expanding shale oil producers in the US. It has now decided to adopt the techniques developed in US fields for the huge \$110-billion Jafurah shale gas field project in the Eastern Province. This is the largest unconventional non-associated gas field in the kingdom running 170 km long and 100 km wide.

If Aramco hits its targets for development of the field, Saudi Arabia would become the world's third largest gas producer by 2030 alongside the US and Russia.

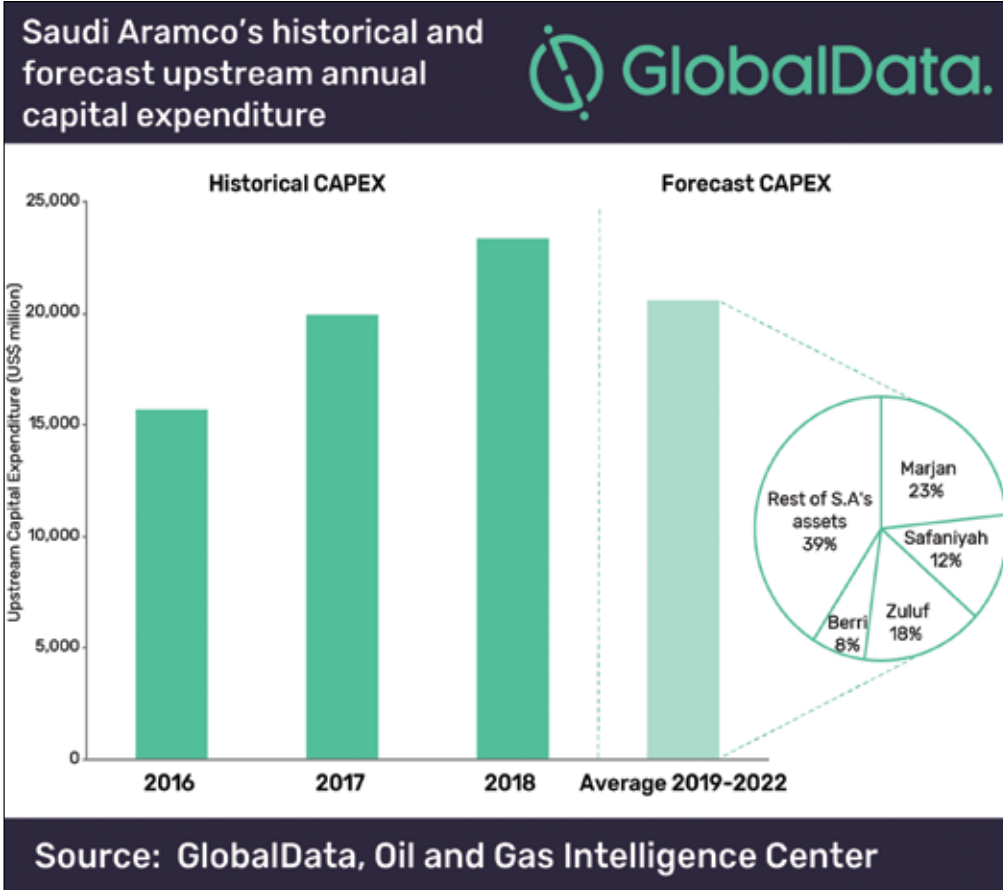
Amin Nasser, Saudi Aramco's CEO, told Reuters Aramco had developed fracking using seawater, which will remove the obstacle that a lack of water supply represents to fracking in the desert.

"A new shale revolution is taking place (in Saudi Arabia), it's commercial and we are using seawater," in the fracking process, he said.

To prop up gas development, Aramco also looks to add overseas gas assets to its international energy portfolio.

In May last year, Semptra Energy and Saudi Aramco signed a heads of agreement (HOA) to negotiate and finalise a 20-year liquefied natural gas (LNG) sale-and-purchase agreement for 5 million tonnes per annum (Mtpa) of LNG offtake from Phase 1 of the Port Arthur LNG export-project under development. It also includes the negotiation and finalisation of a 25 per cent equity investment in Phase 1 of Port Arthur LNG.

Nasser called the agreement with Semptra



LNG a major step forward in Aramco's long-term strategy to become a leading global LNG player.

While Semptra is by far the most advanced of all Aramco initiatives in this space, it is not the only one. Aramco is reportedly in the market for potential offtake and joint investments with other LNG players around the world.

Diversifying Aramco's portfolio to include LNG opens up opportunities for the company, as many of the Kingdom's crude and products partners are also growing LNG consumers. This is especially important given that some of the Kingdom's largest gas consumers, namely

China, Japan, and India, are rapidly moving toward gas and away from oil in their energy mixes.

RENEWABLES

Saudi Arabia has ambitious plans for renewable energy. It is expected that public and private sector investment will rise to more than \$30 billion by 2025.

This will unearth a flurry of private sector investment and local manufacturing job creation opportunities, according to a leading regional power sector investor.

Turki Al Shehri; CEO of ENGIE Saudi Ara-

bia, the industrial investor in the integrated water power plant (IWPP) sector, said the Kingdom's renewables drive will significantly boost its economic diversification programme.

Al Shehri's forecast comes as Saudi Arabia pursues an energy mix strategy that comprises 30 per cent renewables and 70 per cent gas by 2030.

"The objective will be to retire liquid burning plants and switch newer plants to burn gas instead of liquids. Renewables will comprise 16 GW wind, 40GW solar, and 2.7 GW concentrated solar power."

DECARBONISATION

Latest data shows Saudi Arabia to have moved from fourth place to the third fastest reducer of greenhouse gasses among the G20 countries for 2018, behind Brazil and France.

According to Enerdata, a research agency on energy efficiency, 2018 data estimates show Saudi Arabia's total carbon dioxide (CO₂) emissions have fallen by 4.4 per cent or 26 million tonnes of CO₂ (MtCO₂) from 579 MtCO₂ to 553 MtCO₂ in 2018. The previous estimate was a 2.4 per cent reduction (15 MtCO₂).

KAPSARC attributed the reduction to factors including:

- A stronger fall of 5.48 per cent in the economy's energy intensity, which was responsible for 81 per cent of the reduction in CO₂ emissions.
- A 1.3 per cent fall in the carbon intensity of the energy supply, which was responsible for 19 per cent of the reduction.

In 2018, Saudi Arabia's emissions were stable or declining in all energy consuming sectors of the economy, with transport delivering the majority of the reductions, falling by 13.25 MtCO₂ or 11 per cent compared with the year before. The share of natural gas in the fuel mix, which is 25 per cent less carbon intensive than oil, has risen from 32 per cent in 2015 to 38 per cent in 2018.



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Best at what it does, SSMSC aims to offer more specialties

Having made a reputable name for itself in the bunkering business, Saudi Shipping and Maritime Services Company will leverage its strengths to offer more services in the supply chain and become a single supplier service company

SAUDI Shipping and Maritime Services Company (SSMSC) is expanding in a very orderly fashion with aims of becoming a single supplier service company providing bunker fuels, offshore transfer services, project and/or logistics support as well as vessel agency, marine surveys and husbandry services.

“Shortening the supply chain whilst offering a reliable product, delivered on time and on budget is a common goal for any operating company these days and we are well placed to provide just that,” says Stewart Hendry, CEO, SSMSC.

As part of its growth and expansion, particularly into the Eastern Province, the company has already partnered with some of the larger oil and gas organisations to provide comprehensive logistics support, both within Saudi Arabia and, of late, internationally.

For 40 years, SSMSC was a physical bunker supplier, located in Jeddah. Today, it has new offices in Dammam, Yanbu and will in the near future have operational locations in Ras Tanura and Riyadh with consideration for further expansion thereafter.

The expansion was part of Hendry’s plan from the beginning when he joined the company 18 months ago.

“Having a solid and reputable name in the bunkering side of our business was always going to be a great thing and the business continues to be a success as we lift cargoes from Saudi Aramco,” he says

“The added value”, he adds, “comes really from what else we can and will offer to our customers.”

Hendry says they have chosen strategic locations to position themselves and in order to grow their business in these various service supply sectors. “Diversification is key!”

Currently, SSMSC operates two of its own tankers, which are based in Jeddah. But it has plans to increase its fleet size.

“Looking at our areas of growth and service implementation, naturally there has to be investment to support this. We will increase our vessel fleet capacity in the bunkering side of our business, as well as the purchase of new crew/vessel spares transfer vessels,” says Hendry.

This will see offerings continue in the Red Sea (Jeddah and Yanbu) as well as in the Arabian Gulf (Dammam, Jubail and Ras Tanura).

Separately, SSMSC recently started offering a full portfolio of yacht management services in the French Riviera and is keen to establish itself as a provider of such services in Saudi Arabia to support new facilities and plans in place.



Hendry ... staying ahead of the game

PAST AND FUTURE

For SSMSC, 2019 was both an interesting and exciting year.

Hendry says there was a touch of uncertainty in the local market, particularly in terms of the availability of low sulphur fuel oil (LSFO) to meet the legislative requirements of the International Maritime Organisation (IMO).

“And being a provider of a single service at that time, you could say that it supported our vision for expansion and service diversification throughout the kingdom sooner, rather than later!”

Last year also saw the company’s staff headcount increasing 100 per cent to support the expansion and restructuring overall.

SSMSC recruited a new quality, health, safety, security and the environment (QHSSE) manager.

This move led the company successfully achieve ISO 9001:2015, ISO 14001:2015 and ISO 45001:2018, further demonstrating the plan to bring up the company to recognised international standards within four months.

Furthermore, by partnering with engineering, procurement and construction (EPC) and drilling companies, SSMSC secured some large contracts and were afforded opportunities to demonstrate its service capabilities.

“Since then, great working relationships have been established and have seen us secure long-term contracts,” Hendry says.

For 2020, SSMSC, in line with the Kingdom’s 2030 Vision, will continue to focus heavily on Saudisation, diversifying its service offerings, increasing existing fleet capacity and forming local partnerships and joint-venture opportunities with international companies that seek an opportunity to have their own footprint here locally.

Hendry notes that many companies have entered the market in the recent years and there is no sign of slowing down in the foreseeable future as productivity remains high.

He says Vision 2030 itself has many mega projects and such affords opportunity for these organisations to reposition themselves in support of such causes, as well as ourselves.

Regarding Saudisation, Hendry seems keen more than ever. He has over the years worked with some remarkable individuals in the Kingdom and is committed to providing as much work as possible for the generations to come.

“As an expat working in Saudi Arabia, it may perhaps sound strange, but this has my full attention. We are totally committed to Saudisation and always give preference to Saudi nationals for any vacancy which arises throughout our organisation,” he says.

Hendry understands the changing market dynamics very well. For him the key is to keep on top of the market, communicate well and regularly, and understand why the changes come into effect and, of course, even try to stay a step ahead of the game.

Understandably, this is no easy task, he says. “We are however blessed to have a team of experts within each of our company operating sectors and who are highly experienced as well as being well connected with the market and the key drivers which surround us,” he adds.

He further says: “Having taken the opportunity to demonstrate our capabilities to some substantial projects of late and with request for quotations (RFQ) under review, we have to maintain our vision, work hard and deliver nothing short of complete quality and satisfaction to our customers.

“Doing so, I am confident that our reputation will continue to grow, and we can look forward to many successful years ahead.”

In conclusion, Hendry says his vision for the company is “to provide leadership and innovation in our business sectors throughout Saudi Arabia by increasing our existing portfolio of services, all of which are built on quality, honesty safety and with our continued commitment to long-term business relationships”.

Sulzer CladFuse offers to extend refinery life

SULZER’S expertise in mass transfer technology and field services have proved fundamental in supporting maintenance operations at a large refinery and petrochemical complex in India.

The automated weld overlay (AWO) CladFuse technology offered an ideal solution to reinstate and extend the service life of the refinery’s delayed coker unit.

The leading Indian business, specialised in oil refining and manufacturing of refined petroleum products, was able to restart its delayed coker unit, which processes 3.3 million tonnes of feed per year.

This was made possible by the comprehensive maintenance and repair service offered by Sulzer, a leading provider of specialised field services for mass transfer technologies.

The performance of the unit was compromised, due to the presence of radial bulges and cracks on its coke drums, caused by cyclic thermal stresses.

To address these issues and restore the initial capabilities of the unit, extensive investigations, testing, repairs and associated treatments were necessary.

Sulzer, a leader in separation and mixing technology, was able to offer the refinery a one-stop-shop for all these activities.

More precisely, Sulzer was able to conduct non-destructive testing, finite element analysis, cutting-edge repairs, modular scaffolding, heat treatments and grit blasting.

Sulzer’s CladFuse AWO technology was used to restore the thickness of the vessel shell quickly and accurately.

In addition, by modifying the surface structures, the overlay has reduced the potential impact of future thermal-mechanical loads. The delayed coker unit is now more robust and can run at peak performance again.

According to Andrew Petticrew, Head of Global Sales for Automated Weld Overlay at Sulzer: “Coke drums are particularly

susceptible to damage, due to the harsh cyclic thermal and mechanical loads they need to withstand.

“Being able to offer our customers a solution that can extend the service life and performance of this key piece of equipment in a cost-effective way is essential.

“Thanks to our automated weld overlay technology, combined with the extensive expertise of Sulzer’s engineers, we can provide just this.”



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- On-site and ECITB approved Training

Bullish outlook – downstream to propel regional growth

The GCC is striving to increase its refining and petrochemical capacity, and an increased focus on integrating the downstream operations with adequate flexibility will allow the industry to respond to fluctuating demands

THE GCC's downstream sector will continue to be a major global player in the years ahead. More investments are expected into the sector as the region takes on mega projects to increase its refining and petrochemical capacities despite the economic and geopolitical challenges.

Currently, the region's refining output stands at around 7 million barrels per day (bpd), with this figure rising to 8 million bpd by 2023. These make up 7 and 8 per cent of the total world capacity respectively.

As such, the oil and gas downstream sector—which constitute refineries, marketing and products distribution outlets, petrochemical and NGL fractionation—will continue to fuel economic growth in the region and the world since it serves a wide variety of demands, Audah Al Ahmadi, Secretary General, Gulf Downstream Association (GDA), tells Abdulaziz Khattak of *OGN*.

He says the sector is investing heavily in processes to derive maximum value from the bottom of the barrel.

"They (refineries) are building flexibility into their processes so they can better manage uncertainties in fluctuating product demands," Al Ahmadi says.

Further elaborating, he says the refinery segment is building integrated facilities, targeting zero emissions and implementing circular economy (reduce, reuse, recycle), embracing IR 4.0 technologies, building future work-force through innovative means of knowledge transfer from retiring work-force to the young engineers.

Al Ahmadi says almost every GCC country is striving to increase its refining and petrochemical capacity, and there is an increased focus on integrating the downstream operations with adequate flexibility, such that the industry can respond to fluctuating demands and feedstocks availability at favourable prices.

He says the downstream industry is fully supported by government entities in various GCC countries in its growth and sustenance.

CHALLENGES & TRENDS

The downstream sector is facing challenges on many fronts. Trends such as growth in the non-hydrocarbon sources of energy, shared mobility, electric vehicles, IR 4.0 technologies disruptions and geo-political uncertainties are shaping the downstream industry.

However, they also open new doors of opportunities, says Al Ahmadi.

Some of these challenges and respective opportunities include:

- Sustaining a healthy margin.
- Training workforce to adapt to IR 4.0 technologies.
- Reducing environmental impacts through circular economy and carbon capture and use.
- Improving operational efficiencies through automation and Artificial Intelligence (AI).
- Reducing maintenance costs through advanced predictive analysis.
- Knowledge transfer from retiring experts to young engineers at a fast pace.



GDA International Downstream Conference and Exhibition 2018 Inauguration



Al Ahmadi ... 'sector will overcome challenges'

- Improving capital efficiencies of mega projects.
- Reducing material and equipment inventories among GCC operators through mutual collaboration.
- Building digital twins to simulate various scenarios and pre-

pare adequate response plans to address any uncertainties.

- Collaborate with developing countries to build energy securities for them.

One commonly perceived threat to the sector is renewables. However, Al Ahmadi thinks otherwise and sees renewable sources of energy will complement fossil fuel.

He says: "The downstream industry will co-exist with the renewable energy sector as the latter grows and becomes more feasible."

"Additionally, as the global demand for energy increases due to rise in population—and especially the middle class in expanding economies like China and India—there will be a need for all sources of energy including renewables."

In fact, refiners plan to use renewable sources of energy to cater to some of their own energy consumption, says Al Ahmadi.

The downstream also fully understands the important role of information technology (IT), which is now ingrained in all operations of the sector leaving hardly any area untouched by it. Similarly, IR 4.0 technologies will take IT to yet another level for which all refiners have planned, says Al Ahmadi.

VISION, MISSION AND OBJECTIVES

The GDA's primary aim is to promote innovation and continuous development of the downstream industry through sharing of best practices among its members so they can build 'best-in-class' practices for their own organisations, says Al Ahmadi.

A key objective of the GDA is to develop tools, initiatives and spearhead efforts to support and champion the industry and become a common voice for its members.

The association's membership portfolio now includes operators, manufacturers, designers, consultants, technology providers, service providers, training providers, academic institutes of high repute; international associations/professional societies and related governmental entities, such as the Organisation of Arab Petroleum Exporting Countries (OAPEC).

The GDA was established to gather the wealth of knowledge scattered across the global downstream industry and use it to accelerate development and as a catalyst for strong and sustainable industry growth in the Gulf region and worldwide.

In this regard, the GDA plays a leading role in supporting the local, regional and international industry through sharing of knowledge, experience and best practices by creating a common platform for all players to meet, exchange and interact among themselves to enhance this sector for it to excel.

It has established nine technical committees covering the entire spectrum of downstream operations from 'people' to 'process'. These committees, made up of 96 subject matter experts (SMEs) from among GDA members, specialise in HSE, Leadership and People Development, Operational Excellence, Project Management, Plant Reliability and Integrity, Energy Management, In-

Continued on Page 16



External training ... high performance resilience at work

Bunkering, Ship Agency & Logistics Services



Bunker Service Overview

At present the two double hull oil tankers are carrying out transport operations of Fuel Oil and Diesel Oil from Yanbu & Jeddah and also the supply of Fuel Oil and Diesel Oil to Ships at Jeddah Islamic Port. Moreover, the company owns a service Tug Boat (BADR) built in 1981.

Our future plans are to increase to our existing double hull tankers and upgrade our bunkering services to include other ports and coastal marine transportation of clean products.

We do everything possible to professionally and compliantly ensure that our highly experienced crew have every available modern aid to facilitate the speediest, safest and most efficient turnaround possible to our customer vessels.

In short we have done everything in our power to ensure that our highly experienced crew have every possible modern aid to facilitate the speediest, safest and most efficient turnaround possible to our customers.

Two Barges available MT. Marwah-8 and MT. Marwah-9

The two double hull tankers are capable of blending and delivering blended fuel oil (VLSFO) of all grades of CST from 30cst up to 150cst to meet the requirements of our valued customers.

Our personnel and equipment remains available 24 hours a day, 7 days a week, 365 days a year. *Special terms are always offered for contract supply.*

We always carry a wide range of fuel oil grades (VLSFO) and Diesel oil (LSDO – 500ppm) onboard our vessels.

Night time bunker operation is available to vessels that are calling for bunkers only and working cargo vessels.

High pumping rates for the maximum operation speed of operation.
Excellent communication systems to ensure elimination of delays.
Prompt clearance formalities for bunker only calls at highly competitive rate through our agency department.



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Members of the project management technical committee at a meeting

... Bullish outlook

Continued from Page 14

dustry Trends, Technologies and Commissioning, and Start-up.

Collectively, these committees share 1,680-man years of experience amongst themselves. The SMEs meet once every quarter to discuss various topics and have held a total of 70 quarterly meetings as of January 2020.

The GDA also has its very own 'Knowledge Hub' with 11 interactive portals that contain over 270 items covering a range of subjects like best practices, articles, white papers, presentations, and ask the experts, to name a few. It serves to promote knowledge and experience sharing amongst employees of its member companies.

Al Ahmadi says the Knowledge Hub is rapidly building a rich repository of vital industry knowledge which would benefit the industry and the future generations.

Other modes of knowledge sharing includes the use of social media platforms (twitter, LinkedIn, Instagram, WhatsApp, etc), internal and external trainings and people development, and technical and strategic events and representation.

To further learning and experience sharing, the GDA has provided six in-house complimentary courses by the SMEs, arranged over 14 site visits to GCC refineries and operating facilities, 3 webinars and 6 industry surveys.

Various collaboration agreements are in place with most major technology providers. This has resulted in 12 external technical training courses for members, 2 symposiums, and 2 workshops, where the outcomes are captured in white papers for further implementation.

Through these platforms, GDA champions sustainability, which is the critical need of the hour for the downstream industry. Key questions regarding the subject are debated by industry experts from GDA members.

A major achievement of the association was the first edition of the GDA International Downstream Conference and Exhibition. Al Ahmadi says the event provided a great platform for the downstream industry players to discuss and review challenges and issues for possible solutions, network and showcase their abilities to a total of 2,525 unique participants, 1,706 conference attendees, 820 exhibitors and visitors, 298 students, 122 speakers from 476 companies representing 27 countries, in addition to 42 media representatives.

For this year, GDA aims to carry on with its quarterly meetings of all technical committees in different locations in the GCC, conduct webinars and industry surveys, various in-house trainings, symposiums/workshops, facilitate further industry/refinery visits, and organise external trainings with major technology providers.

And along with co-hosting or participating in other events, such as MERTC 2020, Adipecc 2020, IP Week London 2020, MPGC 2020, etc, GDA will host the 2nd edition of its signature event, 'GDA Downstream International Conference and Exhibition 2020' from October 20-22 in Bahrain.

It also plans on establishing a new technical committee on 'Digitalisation'.

GDA has five founding companies, Saudi Aramco, Kuwait Petroleum International (KPI), Bahrain Petroleum Company (Bapco), Kuwait National Petroleum Company (KNPC) and Abu Dhabi National Oil Company (Adnoc)—which are major National Oil Companies (NOCs), and a total of 67 member companies from the GCC and around the world as of January 2020.



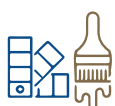
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Corrosion Protection Services



Drilling Services



Maintenance and operation



Electromechanical Works (Industrial)



Logistic Services and Equipment Rental



Infrastructure Works



Marine services

The oil and gas services division in Salem Balhamer Company is a specialized supplier of various solutions and services to oil, gas, water and petrochemicals sectors in the Kingdom of Saudi Arabia and Kingdom of Bahrain.

Oil and gas services division in Salem Balhamer Company was established in 2019 to respond to the tremendous growth expected in the industrial sectors, especially oil and gas sectors, as well as the need to secure production safety through advanced solutions for offshore and onshore oil and gas fields, reform and rehabilitation. The company's vision is to achieve the highest position among other competitors as a supplier of

high-quality engineering materials and a contractor for the most important industries in the region. The company also provides a range of services in various sectors, most notably material specifications, corrosion solutions, pipeline rehabilitation, inspection and maintenance of facilities in various industries.

The team of oil and gas services in Salem Balhamer Company comprises of the most skilled and knowledgeable experts in various practical aspects within this field, which differentiate it from other competing companies.

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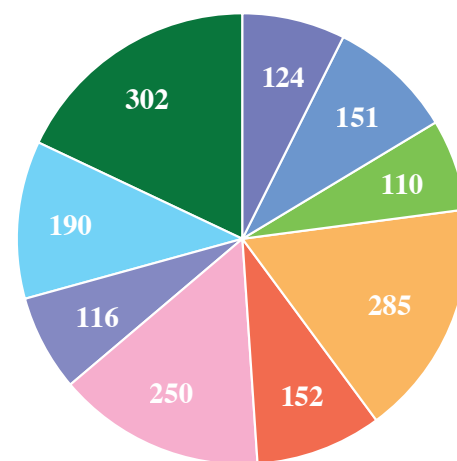
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Shaikh Mohammed ... Noga leads in decarbonisation

Noga initiatives help cut carbon emissions

OIL companies under Bahrain's National Oil and Gas Authority (Noga) have implemented several initiatives to rationalise and promote energy improvement, reports our sister publication *Gulf Daily News*.

This has contributed to reducing carbon dioxide emissions of at least 0.25 million tonnes per year, Bahrain's Oil Minister Shaikh Mohammed bin Khalifa Al Khalifa has said.

Speaking during the first edition of the International Carbon Capture Utilisation and Storage Conference (ICCUS 2020) in

Riyadh, Shaikh Mohammed also spoke about the rationalisation of energy consumption and the utilisation of more than 3,500 billion cu ft of natural gas, which contributed to avoiding the release of more than 0.2 gigatons of carbon dioxide.

Noga was the first national oil authority in the region to join the World Bank's initiative to reduce the burning of gas (flaring) in 2016. Arab Shipbuilding and Repair Yard Bahrain (Asry) of Bahrain has also committed to maintaining the maximum sulphur gas produced by marine fuels at 0.5 per cent by installing a gas washing machine for sulphur oxide, becoming the first regional company to install such a device.

Referring to the Bapco Modernisation Project, the minister said one of the aims of the project is to improve the standard of energy efficiency by about 28 per cent and the reduction of emissions of sulphur dioxide by 50 per cent and nitrogen oxides by 5 per cent.

The oil sector has also implemented a number of mitigation initiatives, such as the construction of a model mangrove plant nursery, as well as the Hunainiya project and the wetland project, which will help reduce the release of 100,000 tonnes of carbon dioxide per year, said Shaikh Mohammed.

The minister took part in a ministerial discussion session in which he referred to the strategy of switching from linear model of production to the circular economy model through material recycling, which is based on six key components of the carbon economy, namely: energy conservation, clean energy at affordable prices, capture the remaining carbon, safely store it, use carbon in products, and finally process carbon with solutions derived from nature. The event was organised by the Saudi Energy Ministry with support from Noga, Saudi Aramco, Bahraini oil companies and a number of international companies.



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THE BAHRAIN SHIP REPAIRING AND ENGINEERING COMPANY B.S.C.



Transcending Boundaries of Excellence!

Founded in 1962 at Mina Salman Port, Bahrain Ship Repairing & Engineering Company (BASREC) is a pioneer in its field.

In accordance with the vision of M/s Yusuf bin Ahmed Kanoo, the firm has grown to become one of the most prominent businesses of its kind in the Arabian Gulf, offering a comprehensive portfolio of services to ship owners.

Major infrastructure investments: In recent years, the company has spent over US\$16 million on improving its facilities, as well as modernising its equipment and boosting dry docking capacity to further support ship owners' requirements. A fully-equipped, specialised independent workshop has also been built for the repair and overhaul of all types of marine diesel engines.

Adding value: Over nearly six decades of service, BASREC has continued to add value to the Gulf's shipping sector, with a suite of services that today includes:

Ship Repairs, Metallock Cold Stitching, Welding, Bollard Pull Test, Small Boat Repairs, Electrical And Electromechanical Works, Steel And Aluminium Repairs, Pipework, Fitting, Laser And Optical Alignment, Fibreglass Works And Repair, Machine Shop, Propeller Repairs, Helifusion Welding/Cladding, Painting/Coating, Machining Works, Hydraulic Repairs, Pump Repairs, Container Repairs, Hull Thickness

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Enduring excellence

As the region's most established and well respected repair yard, BASREC has been recognised for its excellence through a host of awards bestowed by prestigious bodies and industry groups from across the Arabian Gulf.

The company complies with ISO

9001:2015 (Quality Management),
ISO 14001:2015 (Environmental Management),
OSHAS 18001:2007 (Safety Management), and the ISPS code (International Ship and Port Facility Security Code).



Going forward, BASREC will continue to provide high-quality and customer-focused services, with an enduring emphasis on safe operations and environmental protection.

Adnoc seeks to expand carbon capture

ABU Dhabi National Oil Company (Adnoc) is building on its position as one of the least carbon-intensive oil and gas producers in the world by significantly expanding its Carbon Capture Utilization and Storage (CCUS) programme, Dr Sultan Ahmed Al Jaber, UAE Minister of State and Group CEO of Adnoc, has said.

Speaking at the International Carbon Capture Utilization and Storage (ICCUS) conference in Saudi Arabia, Dr Al Jaber reinforced Adnoc's commitment to responsible oil and gas production as the company delivers its 2030 strategy, noting that the company is on track to expand CCUS capacity at least fivefold by 2030 as part of its holistic sustainability goals.

Dr Al Jaber said: "Adnoc's CCUS programme reinforces our position as the least-carbon intensive oil and gas producer in the world. It is also an important enabler of our holistic 2030 sustainability goals, specifically our target to reduce greenhouse gas intensity by 25 per cent.

Currently, Adnoc's Al Reyadah facility in the emirate of Abu Dhabi has the capacity to capture 800,000 tonnes of carbon dioxide (CO₂) annually. Adnoc plans to expand the capacity of this programme by over 500 per cent capturing CO₂ from its own gas plants, with the aim of reaching 5 million tonnes of CO₂ every year by 2030 – the equivalent of the annual carbon capture capacity of over 5 million acres of forest or forest over twice the size of the UAE.

Detailing how Adnoc plans to achieve its CCUS targets, Dr Al Jaber highlighted that Adnoc's Shah gas plant has the potential to enable 2.4 million tonnes of CO₂ to be captured while its Habshan and Bab plant could enable the capture of almost 2 million tonnes of CO₂.



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Grandweld FSIVs to boost HSM offshore efficiency

GRANDWELD Shipyards has secured a contract to build four 41-m Fast Support Intervention Vessels (FSIV) for Saudi-based offshore oil and gas service provider, High Seas Marine Industrial Services Company (HSM).

The first of its kind design will be built as per Saudi Aramco standards and will meet all necessary offshore oil field regulations. All four FSIVs are expected to be completed in 14 months, with deliveries made in two week intervals.

The official signing ceremony of the contract took place at Grandweld's headquarters in Dubai Maritime City (DMC). The contract was signed by Jamal Abki, General Manager of Grandweld Shipyards, and Fawaz Talal Ali Al Tamimi, Vice-President of Tamimi Group, in the presence of Ibrahim Al Saeed, Managing Director, HSM.

According to Abki: "We are pleased to collaborate with HSM. Throughout Grandweld's history, we have prided ourselves in adequate representation of the UAE, as well as going above and beyond our customers' expectations. This has been essential in driving both operational growth, and maintaining strong business partnerships.

"That said, we are confident that this new affiliation will follow the same blueprint. Moreover, in the same manner that the UAE and Saudi have historical ties, we are optimistic that our alliance with HSM, and ultimately Tamimi Group, will evolve to be similar in nature."

On his part, Al Saeed, Managing Director of HSM says: "Recovering prices and strong demand from the transportation indus-



Grandweld and HSM officials during the signing

try are becoming increasingly prevalent within Saudi Arabia. Furthermore, modern developments of oil and gas exploration and production activities is another key factor that seems poised to drive Saudi Arabia's oil and gas market growth."

He says HSM has built and developed a specific reputation, and is ensuring the market remains satisfied with the services delivered to them is of the utmost importance.

"Grandweld's provision of four new top-of-the-line FSIVs will assist in maintaining the company's operational efficiency, as well as this distinctive recognition," he says.

In January 2019, the UAE and Saudi Arabia unveiled a seven-point co-operation plan to reinforce the countries' collaborative efforts for a brighter future. Among the various laid out objec-

tives, procurement opportunities for small and medium-sized enterprises (SMEs) was a key area of focus. The initiative is seen as a key way to stimulate the post-oil economy.

Al Saeed elaborates: "Despite the UAE and Saudi being among the world's oil leaders, both countries have demonstrated admirable foresight by seeing beyond current success to begin steering their economies into the next sustainable phase of existence."

He says the agreement with Grandweld will contribute in realising HSM's current potential, while also understanding that diversification is vital for future growth.

"As we develop our capabilities and witness the example both our countries are setting in regards to diversifying and partnership, we are hopeful that this one-time union may lead to a strategic business relationship that benefits both Grandweld and HSM for many years to come," says Al Saeed.

Grandweld is a fully integrated shipyard providing shipbuilding, ship repair, and engineering solutions to serve the offshore and marine industry around the world. Established in 1984, the company has developed into one of the region's most established and versatile shipyards, providing both quality and value. Grandweld Shipyards is established to handle repair, refit and conversion for all types of marine vessels.

HSM is wholly owned by Ali A Tamimi Group, located at Ras Tanura, Saudi Arabia. It specialises in vessel chartering, shipping agency, ship chandlery, crew change and taxi boat services with a specific focus on the needs of the offshore oil and gas sector.

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المعهد التقني للخدمات البترولية
Saudi Petroleum Services Polytechnic

*Together, Towards a
Bright Future for
Saudi Youth*

SAUDI PETROLEUM SERVICES POLYTECHNIC

Partnering with petroleum, energy and industrial companies to graduate, develop and prepare quality Saudi technical workforce

SPSP was established to meet the needs of the petroleum services industry and to support the process of Saudization in Saudi Arabia. It was founded in 2008 by the Ministry of Energy, Industry and Mineral Resources, the Technical and Vocational Training Corporation, Saudi Arabian Chevron, Saudi Aramco and Aramco Gulf Operations Company. SPSP is a fully independent, not-for-profit entity, which is governed by a Board of Trustees representing the major stakeholders in SPSP.

PROGRAMS & COURSES

By maintaining collaboration with our industry partners, **SPSP** develops its programs and courses to meet the specific needs of the petroleum services industry. The programs have been designed to ensure that all graduates exit with certified and accredited core vocational skills and an understanding of the petroleum services industry.

SPSP technical specialties include: Mechanical, Electrical, Operations, Welding, Pipefitting, Instrumentation, HVAC, Drilling, Rigging, Scaffolding or Crane Operation & Heavy Equipment. **SPSP** also offers courses in the fields of drilling, heavy equipment and health & safety customized to the needs and requirements of Oil & Gas companies across the spectrum in both Upstream and Downstream.

A new program has recently been launched targeting young engineers with less than 5 years of experience from all engineering disciplines. The program (ACT Eng.) is a first phase certified downstream training and development program, established in collaboration with the French Institute of Petroleum (IFP).

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SPSP poised to grow into world-class institute

In its revisited vision of becoming a 'globally best-in-class institute', Saudi Petroleum Services Polytechnic is focussing on developing the Saudi professionals of tomorrow

SAUDI Petroleum Services Polytechnic (SPSP) has its sight set firmly on training future professionals for Saudi Arabia by aiming to create a world-class training institute, in line with the kingdom's Vision 2030.

The institute has undergone transformation, showing it is in tune with changing market dynamics.

"SPSP's transformation is part of the Vision 2030 wave of transformation in the kingdom through the National Transformation Program," Saad Al Shahrani, Director of Maintenance and Operations Training Center, SPSP, tells Abdulaziz Khattak of *OGN*.

He says SPSP's seven corporate values—Integrity, Development, Accountability, Teamwork, Citizenship, Excellence, and Safety—are aimed at reinforcing governance and expanding strategic partnerships with all major stakeholders in the field of oil, gas and energy.

In its pursuit of excellence and the commitment to satisfy the needs of its customers and sponsoring companies, SPSP has revisited its vision statement to be a 'Globally Best-in-Class Institute'.

To achieve this vision, SPSP has taken on the following aims:

- To establish an international certification hub in Saudi Arabia.
- To become a benchmark institute in vocational training.
- To develop into a premiere global institute for global leaders.
- To develop today and tomorrow's critical thinking skills.
- To evolve into an economically sustainable organisation.
- To become an employer of choice and a customer-preferred partner.
- To establish capital venture to manage knowledge and operational excellence.

"The above aims are fully in line with the Kingdom's Vision 2030, wherein the first aim is to make the kingdom a pioneering and successful global model of excellence," says Al Shahrani.

Keen on raising the quality of the Saudi workforce, SPSP employs various methods to reach that objective. It does so by:

- Enhancing their general and technical English language and technical mathematics proficiency.
- Exposing them to the latest trends in the industry.
- Use of latest instructional technologies (iPads, LMS, various apps, etc).
- Raising safety awareness at all times, both theoretically and practically.
- Reinforcing discipline, punctuality and the meeting of deadlines.

One of the most important programmes introduced at SPSP is 'Employability'. Al Shahrani says the programme was developed based on feedback from major SPSP sponsoring companies expressing their need to have employability and soft skills as part of the training programme.

"Four employability courses have been developed and are being delivered in eBook format. These courses prepare SPSP trainees for their future work environment by introducing them to concepts like punctuality and time management, teamwork, hardships at work, work expectations and citizenship.

"They also cover soft skills such as communication, stress management, creative thinking and problem solving," he adds.

Al Shahrani says this programme is always open to development to be constantly up to date with the latest work trends and concepts.

SPSP'S CONCEPT

The idea of SPSP came about when former Minister of Petroleum and Mineral Resources Eng Ali Al Naimi conceived the idea of an institute to serve the oil and gas services sector.

The result was SPSP, established as part of a strategic partnership between the then Ministry of Petroleum and Mineral Resources, The Technical and Vocational Training Corporation (TVTC), Saudi Arabian Chevron, Saudi Aramco and Aramco Gulf Operations.

Ever since its inception, SPSP has expanded from one training centre in Dammam to three centres in Dammam and Al Khafji.

SPSP has also developed its satellite training capabilities to be able to serve its partners in their own environments. Satellite training courses are tailored based on the needs and requirements of the client. SPSP delivers all aspects of the training, starting from needs analysis and course design and ending with course delivery, evaluation and feedback.

SPSP had an outstanding satellite training partnership with Petro Rabigh that lasted for four years. Currently, SPSP is delivering satellite assessment and training programmes to the Saudi Aerospace Engineering Industries (SAEI) in Jeddah.



Al Shahrani ... 'nothing but the best'

"SPSP plans to expand its satellite training services as we are confident that this will be the trend of training services moving forward," says Al Shahrani.

TRAINING PROGRAMMES

SPSP currently offers programmes in maintenance, operations, construction and drilling specialisations, in addition to a range of technical and safety short courses.

Some new training courses at SPSP include the Contractor Workforce Qualification Assurance Program (CWQAP); and Accelerated Competency Transformation Program for Engineers (ACT)

For female students, an ambitious technical training programme is planned to start this year.

The programmes (academic or technical) are designs based on certain criteria, which include:

- Labour market and business line needs.
- Industry trends and updates.
- Feedback from stakeholders and sponsoring companies.
- SME feedback.
- Statistical analysis of performance and result data.
- Washback from practitioners through classroom experience and feedback from trainees.

"After the general aims and specific goals and objectives of the programmes are set, materials are chosen/developed, commercial or in-house. Pacing schedules, teaching schedules and test materials

are created accordingly," says Al Shahrani.

In addition to rigorous practical training imparted at the workshops up until graduation, SPSP also employs strategies to promote practical training. These include using a variety of learning media, ranging from textbooks, audios, animated videos to hands-on training, and simulation. iPads are now being used for training delivery in the workshops

All the technical trainers at SPSP industry experience and come from the relevant fields.

ENROLLMENT & PROGRAMMES

Enrollment at SPSP happens through a transparent, fair, effective and timely admission process wherein it accepts applications on a countrywide, with admission open to all eligible candidates.

For the two-year diploma programme, an applicant must be a Saudi National under 26 years of age and a high school graduate (science stream) with a minimum high school cumulative average score of 70 per cent and minimum Qiyas score of 60 per cent. He must not have previously received any Human Resources Development Fund (HRDF) support, must not be currently employed, and must be physically fit.

The selection criteria for other programmes and short courses vary according to the nature of the programme/course.

CAREER DEVELOPMENT

SPSP established the career development programme mainly to develop new Saudi diploma graduates in the technical training department. There are both in-house and foreign development programmes.

After graduation, these candidates start as technical trainer I and go through a fast-track development programme to become senior Instructors. In the case of high-potential candidates, they are promoted as technical training managers.

The new young, motivated, proactive, knowledgeable and skilled Saudis serve as an excellent example for all our students showing them that success has no limits. This is in addition to applying new methods of working and knowledge of new technologies gained abroad.

Since 2011, SPSP has managed to develop 3 batches of Saudi trainees (a total of 28 participants), who were selected against strict criteria, including GPA, attendance, commitment, attitude and proactivity, to go through a two-year in-house extensive training programme to become a technical trainer II.


In 2015, SPSP awarded scholarships to the top three performers of the first batch for BSc studies in the UK. In 2016, SPSP increased the number of grants to four. Most of these awardees have returned and are now working at SPSP in various capacities.

A large number of SPSP trainees have climbed to higher positions in both SPSP and the sponsoring companies, some having progressed to supervisory/managerial levels.

"After over a decade of serving the oil, gas and energy sectors, and after graduating over 8,000 trainees, the examples are too many to count," concludes Al Shahrani.



SPSP emphasises on rigorous practical training imparted at the workshops up until graduation



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PTS 800 and PTS 1600 (right) ... 100 per cent oil-free air compressors

Atlas Copco has a plan for energy contingencies

ATLAS Copco Rental Middle East offers some of the most cost- and energy-effective solutions, for both short- and long-term demands, for planned contingencies or unexpected emergencies in the energy sector.

Running a large fleet, the company offers

complete industrial rental solutions for every application in the oil and gas industry (upstream, midstream or downstream), petrochemicals, manufacturing and power plants.

"In addition to a wide range of industrial machinery, we carry all the required accessories such as hoses, pipes and manifolds," says

Akram Tamari, Regional General Manager, Middle East, North Africa and India.

Atlas Copco possesses state-of-the-art methods to design tailor-made solution to meet customer needs. Its wide range of specialised solutions include class zero compressed oil-free air, high-pressure compressed air, offshore

equipment, compressed air treatment solutions and on-site nitrogen and power generation.

The company also offers flow pressure range, including 1600 cfm, 10 Bar Atlas Copco 100 percent oil-free PTS 1600, its unique 25 Bar PNS 1250 cfm and the complete range of electrical-driven 100 per cent oil-free air compressors.

Worth mention is the unique portable diesel-driven 100 per cent oil-free air compressor, the PTS 800, which completes the range of the Atlas Copco oil-free electrical and diesel-driven air compressors.

"Our innovative approach sets new standards in energy-efficiency and autonomy for a steady onsite nitrogen supply of industrial quality, suitable for a wide variety of applications. The supply comes in different shapes, sizes, purities, pressures and flow rates for both onshore and offshore," says Tamari.

Atlas Copco's equipment is designed, manufactured and

tested to comply with ISO-1217 regulations, and built with API specifications in mind.

"We offer DNV crash frames for offshore deployment, corrosion-proof products for marine environments as well as Atex-certified compressors operating in offshore areas," Tamari says.

The company's sales engineers, located all over the region, work closely with customers to find the most efficient and cost effective solution to match the requirements of their application. They are backed by a team of dedicated service engineers, available 24/7, to ensure full support for the project from installation and maintenance to decommissioning and transport.

Furthermore, Atlas Copco Rental Middle East has been proudly operating with zero downtime (related to work accidents) for more than 10 years. Safety is key in everything the company does and the way it does it, Tamari maintains.

In order to maintain its target of zero accidents, training and certification programmes are held on a regular basis for team members.

In addition, Atlas Copco Rental Middle East's near miss reporting initiative ensures the best safety practices are followed by all team members during daily duties and in a proactive approach.

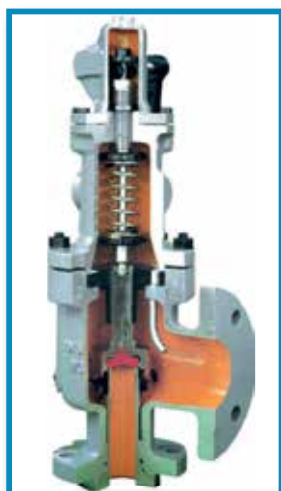
"We understand our customers' needs and can provide a total solution for any industry, no matter if it is for emergencies or planned projects. Our passionate experts have extended application as well as equipment knowledge," says Tamari.

Atlas Copco Rental Middle East has operations throughout the region—from North Af-

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Atlas Copco is setting new standards in on-site nitrogen and power generation



Tamari ... offering a total solution

rica to India—and is well represented in all regional countries, either through customer centres or through distributors. Meanwhile, the head office is located in Abu Dhabi, United Arab Emirates.

SPECIALITY RENTAL

Great ideas reinforce sustainable development. “At Atlas Copco Specialty Rental, we team up with our customers to set up state-of-the-art temporary air, power, flow, steam and nitrogen solutions. Our passionate experts have extended application as well as equipment knowledge. We understand our customers' needs and can provide a total solution for any industry, no matter if it is for emergencies or planned projects. We are a division of the Power Technique business area, headquartered in Boom, Belgium and offer specialty rental solutions under several brands around the globe.”

Pall Arabia to be global centre of excellence

PALL CORPORATION, a global leader in filtration, separation and purification, and Saudi-based Tanajib, a prominent petroleum services company, announced the formation of a joint venture named Pall Arabia to support the oil and gas and petrochemical industries in Saudi Arabia.

They announced this strategic alliance—the culmination of many years of investment—at the International Petroleum Technology Conference (IPTC) 2020 that was held in January this year in Dhahran, Saudi Arabia.

Established in line with Saudi Vision 2030, the JV will establish Pall Arabia, based in Dhahran, as Pall's global centre of excellence for the oil and gas and petrochemical industries.

The partnership between Pall and Tanajib, which is already a distributor of Pall products and services, brings together resources, technologies, experience, expertise and commercial presence to further support growth in Saudi Arabia, says a senior official.

“Saudi Vision 2030 aligns with our strategy,” comments Sary Diab, Managing Director, Middle East at Pall. “Our 12-year investment in local assets and resources has made it possible for Pall Arabia to operate locally, and we are well positioned to achieve our strategic goals.”

Pall's presence in Saudi Arabia expanded from sales representation to a significant project management and engineering presence with a large fleet of Pall rental equipment globally. All projects are engineered and built in Saudi Arabia by local suppliers and Pall Arabia's success will be driven by associates comprised primarily of Saudi nationals.

Tanajib's Managing Director, Salem Al-Naimi, adds: “This exciting partnership with Pall is the result of the long-term col-



The Pall Arabia joint venture being announced at IPTC

lective effort of our two companies. We welcome Pall's participation and look forward to a successful joint venture.”

Todd Barrett, Vice President and General Manager of Pall Fluid Technologies and Asset Protection, says: “This agreement strengthens Pall's position and offers an opportunity for growth in Saudi Arabia and the Middle East, while complementing our existing operations in Dubai and Abu Dhabi. We look forward to working together with Tanajib to support the region's growing oil and gas and petrochemical industries.”

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AYTB concentric diversification to redefine company

Experience has taught me that you need to be always reviewing your core competencies, so as not to fall into the trap of becoming complacent, George Gourlay, the new CEO of AYTb, tells Abdulaziz Khattak of OGN

GEORGE GOURLAY, the new CEO of Al Yusr Industrial Contracting (AYTB), has an ambitious vision for the company: He wants to see AYTb equipped with the state-of-the-art technology; raise competition in the maintenance sector, ensure Saudi Arabia's Vision 2030 is meticulously followed through; and employ, train and develop its Saudi workforce to be the future leaders.

Barely a few weeks into his new role, Gourlay has already set out clear strategies to take AYTb to the next level.

He states: "Businesses cannot rest on their laurels, not even a company like AYTb with a 40-year history. Experience has taught me that you need to be always reviewing your core competencies, so as not to fall into the trap of becoming complacent that you will always get business on the strength of your good reputation."

This is where Gourlay's international experience will come in handy.

During his time in the oil and gas industry, Gourlay has travelled the world. His experience includes 10 years in Singapore, 7 in Dubai, 3 in South America, and 3 in Saudi Arabia.

"My efforts will be to capitalise on my international experience and core competencies and try and implement them here," he says.

According to Gourlay, AYTb has five different businesses that are all run in five different ways and while they are doing good business, all apart from its Housing & Catering division pretty much offer similar industrial services.

"What we need to look at is diversification. But not diversification that will take us to different markets. I am talking about concentric diversification, which means utilising the strengths we have in these different businesses and pulling them together, and then putting a tier above that which complements them," Gourlay remarks. "My strategy is to implement centralisation and shared services, so that internally things are more efficient. These efficiencies will inevitably save the company money," he reveals.

As part of his internal strategy, which focuses on structural change, he believes there is a need to improve the company's systems and processes; these will naturally enhance the service offered to clients and move the company to the next tier, he says.

The external strategy includes how clients are served.

He continues: "As plants in the region start to become older, they need more maintenance. But before maintenance comes integrity management.

"So as a natural bolt-on for us, we need to look at how we do work with our clients to help them plan and maintain their plants: through inspection and engineering, look at the lifecycle and life expectancy of the equipment and then help them plan their maintenance."

So, Gourlay says, AYTb is changing from offering singular services to clients to providing turnkey services.

AYTB has been known to be primarily a maintenance company and it's this core strength that he aims to build on rather than undertaking business that entails high risk.

"We will benchmark AYTb against some of the best asset management & maintenance companies in the world, so that we are ahead of the next level of competitors. This is a long-term strategy," he adds.

A key focus of Gourlay for 2020 is to modernise the company's fabrication plant through automation, a move, he says, is the way forward to remain competitive.

"Currently, our fabrication workshop is highly manual, however, we've decided to heavily invest in automated fabrication.

"By being fully automated, you improve efficiency and output and you reduce the risk of errors. Additionally, and more importantly it keeps you competitive," he adds.

This will be done both externally - to serve clients - and internally by investing in a new ERP system.

Gourlay says his sector is facing compe-



Gourlay ... dynamic vision

tion from companies that have traditionally done large construction projects but have entered the maintenance market and are offering lower prices but where standards of work maybe not at par.

"That's one reason why we need to step up to the next tier of the supply chain. So when the clients look at us, they don't look at us as competing with these new market entrants, but rather as companies that offer an additional service and more value."

PROJECTS

AYTB is already bidding on large work scopes. A recent success was at the Saudi Aramco Total Refining and Petrochemical (Satorp) refinery in Jubail, Gourlay's first major turnaround project at AYTb, which was a major challenge.

"Satorp was a little nervous about our ability to execute such a fast-paced, high-impact project. So I pledged with the team that we would deliver our best performance, giving high priority to safety and delivery."

And that hard work paid off in February, when AYTb was awarded the safety award from Satorp.

"We finished with zero incidents and ahead of schedule. And now Satorp are utilising our project teams to work on other sectors within the refinery," Gourlay says proudly.

Now, Satorp is the model on which AYTb is moving forward. "Everything that we have done to get it right has been a huge lesson for us and this is how we will take on every major shutdown from here on," he adds.

Referring to the Satorp project, Gourlay cites the cohesiveness

between the AYTb and Satorp teams.

"It wasn't like a traditional client-contractor relationship; it was more of a partnership, all the way through. So they were as committed to seeing us succeed as we were, and that partnership is what made that such a success for us both."

VISION 2030

This is one key area, Gourlay says, AYTb is strongly committed to. He says Saudi Arabia's Vision 2030 has been key to offsetting the fluctuating oil and gas prices, which have had an effect on the supply chain.

He explains: "Vision 2030 presents an opportunity for companies to grow within the kingdom. Due to the fall in oil and gas prices, Saudi Arabia can't keep spending money to bring all the expertise from outside. The expertise and the spend needs to remain in the kingdom.

"Growth in the kingdom is essential for the growth of AYTb. And as a Saudi company, we are committed to the vision because it is how we will actually continue to make business and grow."

Another focus for AYTb is the petrochemicals business. Gourlay says while the thirst for oil will dwindle, the need for petrochemicals will continue, and a thriving petrochemicals sector is essential for companies like AYTb and the kingdom as a whole.

Saudi Arabia is smart as it is growing its petrochemical business, he remarks.

AYTB recently participated along with its partners on a large scale at the Sabic Conference 2020, which was held from February 17-20 at the King Abdullah Cultural Center in Jubail, Saudi Arabia. It used the event to increase engagement with its clients and ensure its alignment with the kingdom's vision and strategy.

SAUDISATION

Gourlay's strategy for Saudisation is focused and different from other CEOs; he wants to do more than just follow a directive.

He wants Saudis to be hired, trained and developed at all levels and believes the future senior management of AYTb will be Saudis.

"Saudis, from the workshop to the engineering and management, is how you need to look at it to build the line of succession at AYTb; because in 10 years' time, most senior executives will be Saudi, not expats. It has to be this way in order to meet the vision and to keep Saudi Arabia competitive," he emphasises.

Gourlay says this is part of AYTb's human resource development and goes back to the shared services strategy, where there will be a focused training and development department within.

AYTB, he says, has a very aggressive training development plan wherein it is going out to colleges and universities, and hiring apprentices, and engineering and business management graduates.

"Contrary to many companies that are only focusing on the lower level, AYTb is focusing on the next line of leaders who need to come from here as well. So if you don't train them, they will never meet the vision, which can only be achieved by engaging Saudis," he remarks.

CONCLUSION

"During my 30 years in this industry, from being a contractor and then into senior management, this is the first company where I have found everyone committed to the company," says Gourlay.

"It's incredible. Yes, there are improvements that have to be made in the company's systems and the processes but not with the people."

Gourlay is also planning to outline the company's official core values.

"Everyone loves AYTb, but what is AYTb about?" he asks.

"We're about to organise a town hall, where everyone in the company will get an opportunity to put forward what they think the core values of the company should be. We will then narrow them down to the four or five core values and everyone will embrace them," he concludes.



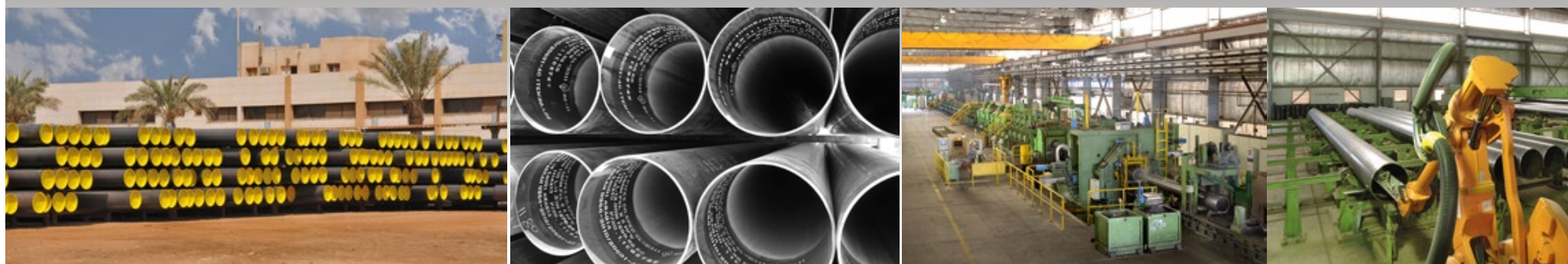
Gourlay visiting his team at the AYTb booth in Sabic Conference 2020



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Endress+Hauser flowmeters ideal for gas measurement

THANKS to state-of-the-art drilling technology, tremendous gas reserves are still being discovered and tapped into.

It is expected that the demand for natural gas as a fuel or energy source, for example, will continue to increase in the future.

Whether natural gas, process gas or gas mixtures, either in the offshore or onshore sector, the new robust ultrasonic gas flowmeter, Prosonic Flow G from Endress+Hauser is the ideal flowmeter for demanding applications.

This flowmeter combines tried-and-tested ultrasonic flow measuring technology with decades of experience in the oil and gas as well as chemical industries. Apurva Sharma, Industry Manager - Oil & Gas, Prasanth Sreekumar, Global Industry Development Manager - Gas, deliberate the technical superiority and the benefits of this robust flowmeter.

Speaking about the technical advantages, Apurva points out that Prosonic Flow G can measure both dry and wet gases with high reliability. Together with the extensive functionality of the Proline 300/500 transmitters, this opens new options for process control and monitoring.

Prosonic Flow G ensures precise measured values (± 0.5 per cent) with unmatched repeatability, even when process and ambient conditions fluctuate significantly. The robust industrial design makes it possible to operate the device over a long term without maintenance, thus saving time and money for the user.

Prosonic Flow G operates at process temperatures up to 150 °C (302 °F) and pressures up to 100 bar (1,450 psi). It can also be ordered with built-in temperature and pressure sensors. The input from these sensors can be combined with the measured sound velocity to calculate a great number of additional gas properties that are important for process control.

Prasanth further elaborates the various benefits of how this gas flowmeter adds value to the process gas measurement in every gas application.

Comprehensive process monitoring

Prosonic Flow G 300/500 can be supplied with an “Extended



Proline Prosonic Flow G 300/500 ... new options for process control and monitoring

Gas Analysis” function package, for example, for special applications or for increased process control requirements. Depending on the selected gas type (pure gases, gas mixtures, coal gas, natural gas, customer-specific gases, etc), this function enables the calculation of additional parameters and process variables. Some examples are volume flow, corrected volume flow, mass flow, energy flow, calorific value, Wobbe index, gas type, molar mass, methane content (per cent), density or viscosity.

Robust and industry-optimized

Prosonic Flow G 300/500 stands out for its very high degree of robustness. All wetted parts are made of stainless steel and are compliance to the stringent requirements of NACE MR0175/MR0103. The ultrasound transducers are even available in ti-

tanium Grade 2. As a result, the measuring system features high corrosion resistance and is ideally suited for applications in the oil and gas and chemical industries. Since the entire sensor housing surface consists of corrosion-resistant stainless steel as well, Prosonic Flow G is especially suited for harsh ambient conditions in the offshore and onshore sectors.

The Prosonic Flow G also features maximum robustness when measuring moist or wet gases. The innovative sensor concept is equipped with a special drainage system that immediately dissipates any condensate that forms in the sensor pocket area. The ultrasonic measurement, therefore, remains unimpeded, i.e. without any negative effects on the signal quality.

Process reliability around the clock

Since the Prosonic Flow G measuring system has been developed in accordance with IEC 61508 (SIL), it is also preferred for use in safety-related applications. Additional security is provided thanks to a permanently installed rupture disk for controlled discharge of excess pressure in the event of potential leakage. Any device or process errors that may occur are clearly categorised and indicated in accordance with NAMUR NE107. This makes it possible to take fast and targeted corrective actions.

Heartbeat Technology

Heartbeat Technology is another highlight. This testing function is integrated into all Proline measuring devices and enables permanent self-diagnostics with the highest diagnostic coverage (>95 per cent) as well as a TÜV-certified, metrologically traceable device verification without process interruption. All of this reduces complexity and hazards in a plant and increases its reliability as well as availability.

Both Sharma and Sreekumar reiterate that product monitoring is becoming more demanding and the need for maximum product quality is steadily increasing. Therefore, Endress+Hauser continues to provide industry specific flow measurement solutions optimised for future technology requirements. More info can be obtained at <https://eh.digital/2SFOSK3/>

Honeywell unveils ‘Refinery of the Future’ concept

HONEYWELL has unveiled a new ‘Refinery of the Future’ concept, which demonstrates how carefully planned investments in refining operations—including integration with petrochemicals production—can help refiners improve profit margins.

The concept was showcased at the annual Middle East Technology Forum for Refining and Petrochemicals (ME-TECH), held from February 18-20, 2020, in Abu Dhabi, UAE.

According to a spokesman for Honeywell UOP, a leader in the oil and gas industry, the ‘Refinery of the Future’ concept can help refiners unlock new value from crude oil, potentially improving net cash margin by almost \$30 per barrel.

Honeywell will also showcase the impact of integration between refining and petrochemicals on the oil and gas sector in the Middle East and explain how new production technology is enabling economies of scale that lower the cost of petrochemical production.

“The history of refining crude oil is rooted in the production of fuels, but forward-looking refiners are branching out into petrochemicals to stay competitive and ensure continued profitable growth,” says Hesham Tashkandi, Vice President and General Manager, Honeywell Performance Materials and Technologies, Middle East.

“Changes in market dynamics, combined with advanced technologies in the efficient management of hydrocarbon molecules, are opening up alternative paths to profitability for refiners. With the right retrofit technology and domain expertise, the ‘refinery of the future’ is now within reach.”

Recent projections show that by 2022, the top quartile of refineries by margin will be integrated with petrochemicals. World-scale



‘Refinery of the Future’ concept offers potential to improve net cash margin by almost \$30 per barrel

refineries employing new technologies are being built in regions with growing fuels demand. These new, global, integrated plants will be considerably more resilient to shrinking gasoline and diesel margins and will remain more competitive than much of the current installed base.

A new Honeywell whitepaper titled ‘Refinery of the Future’ details how petrochemical integration requires a strategy that is designed to maximise value at each step and Honeywell UOP technologies provide the right solutions.

Honeywell’s case studies show potential diversification pathways to petrochemicals, which can be completed through a series of economically viable investments in bottom-of-barrel conversion, hydrocracking to naphtha technologies, and an ar-



omatics complex integrated with a Toluene Methylation unit. These technologies enable production of enough heavy naphtha to support profitable world-scale paraxylene production from the same crude rate.

Honeywell UOP is a leading international supplier and licensor of process technology, catalysts, adsorbents, equipment, and consulting services to the petroleum refining, petrochemical, and gas processing industries.

Honeywell UOP is part of Honeywell’s Performance Materials and Technologies strategic business group, which also includes Honeywell Process Solutions, a pioneer in automation control, instrumentation and services for the oil and gas, refining, petrochemical, chemical and other industries.

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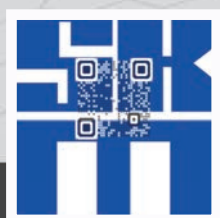


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EagleBurgmann facility ushers new era of Saudi manufacturing

EagleBurgmann's new dynamic test and repairing facility for its dry gas seals not only brings valuable manufacturing know-how to Saudi Arabia, but it will be instrumental in enhancing local technical skills, says Andreas Raps, CEO, EagleBurgmann

IT is good news for Saudi Arabia's manufacturing sector and especially for oil and gas after EagleBurgmann inaugurated a new dynamic test and repairing facility in the kingdom for its renowned dry gas seals (DGS) technology.

Gone are the days when DGS were sent to Germany for repairs, costing facilities time and money due to downtime.

With the recently inaugurated new facility in Khobar, Saudi Arabia, EagleBurgmann and its local partner for 17 years, Gas Arabian Services (GAS), have brought valuable knowhow locally, thus marking a strategic milestone for both companies.

In addition to a manufacturing facility, EagleBurgmann has also installed a test rig, allowing it to enhance local technical skills so that customers can be served rapidly, lead times be reduced drastically, and be more flexible and efficient for its customers, Dr Andreas Raps, CEO, EagleBurgmann, Germany, tells Abdulaziz Khattak for *OGN*.

Aref Al Dabal, Senior Vice President, GAS, Saudi Arabia, thanked EagleBurgmann for its commitment to Saudi Arabia. He says: "More important than financial investment was the transfer of valuable know-how, which many were not willing to share."

He adds: "More than 170 years of knowhow of expertise (of the Freudenberg group) is now coming locally, and that's something you can achieve only with a partner like EagleBurgmann."

More than 170 years of knowhow of expertise (of the Freudenberg group) is now coming locally, and that's something you can achieve only with a partner like EagleBurgmann
— Al Dabal

According to Al Dabal, DGS technology has undergone tremendous transformation since the 1980s. "Now you have more safety features, considering that these seals are used in highly critical oil and gas installations especially in terms of pressure and leakage," he says.

Al Dabal says the new seals are also state-of-the-art when it comes to emission control.

About the test rig, he says the dynamic facility serves a dual purpose—servicing the existing population through local repairs, but also manufacturing new DGS and supplying locally.

Al Dabal continues: "We could have manufactured earlier as well, but for the customer, testing is a requirement since you are dealing with high speed, critical machines, and especially for gas, which is more critical than oil due to its high pressure and flammability."

"So from the point of safety, of people, equipment and the plant as well, the product has to be top of the class technology."

Al Dabal says EagleBurgmann has been in the industry for over 130 years, and it undertakes a lot of research and development into the manufacturing of the DGS, considering not only its functionality, but also in the material used to make them.

"EagleBurgmann has always maintained a leading edge in this area, using innovative high technology designs and material, which enables the seal to work in harsh environments and have a long life," he says,

FUTURE VISION

EagleBurgmann's commitment to Saudi Arabia in the long-term is evident from its willingness to transfer premium knowledge, says Raps.

This is also in line with Saudi Vision 2030 and the in-Kingdom Total Value Add Program (IKTVA), which the company takes very seriously, he adds.

Commenting on the company's IKTVA efforts, Raps says they are helping customers through localisation (of manufacturing and services).

"We are also helping other local OEMs, such as the compressor manufacturers because for them the seal is a pivotal part of their



Raps presents a memento to Al Dabal

products. So in addition to helping ourselves, we are benefitting the industry as a whole."

Raps sees the Middle East of strategic importance and especially Saudi Arabia. In the last 20 years, EagleBurgmann has created a remarkable track record in the region as it has grown year on year.

About the future plan of EagleBurgmann in Saudi Arabia, Raps gives one simple answer—growth.

"We want to grow our business and reach the next level of business relationships with our customers and become their preferred partners."

Raps sees an outstanding cultural match between EagleBurgmann's German-based values and the culture here in Saudi Arabia.

"When we look at our long-term relationship in the JV, we see at how remarkably the engineers communicate with each other, and we see diversity in the workplace. And we are very confident that we will have a prosperous business in Saudi Arabia in future."

He says the company had received a lot of positive customer feedback from customers.

When asked about Saudi Arabia's foraying into fracking, Dr Raps says EagleBurgmann is very well prepared for it.

"Fracking for us is nothing new. It started many years ago in the US and in Canada and we have a proven track record, and so we can refer to our existing solutions and modify them for the local needs and requirements. So we are very happy if this is kicking off and we are ready to contribute."

About the business environment in Saudi Arabia, Al Dabal says the Saudi economy depends a great deal on oil and gas. So if there is a fall in international oil prices, you see reduction in capital investment and spending.

He notes here that a decrease in CapEx (capital expenditure) actually leads to an increase in OpEx (operational expenditure).

SUSTAINABILITY

Environmental concerns is heavily focused on in EagleBurgmann's business, which is everything about leakage and reducing leakage.

Raps says they actively support customers in meeting their sustainability targets. "We take the CO₂ topic very seriously and help our customers reduce their carbon footprint by using cutting edge innovation developed with our technical capabilities and strong R&D activities."

He says the company recently announced a new innovative DGS seal called the DGS Coba. "We call this the zero emission seal because it reduces methane emissions to almost zero."

Furthermore, Raps says they at EagleBurgmann have divided environmental concern into 'handprint' and 'footprint'.

"Footprint is whatever we do in our facilities, where we work with renewables and employ many initiatives to bring down en-

We take the CO₂ topic very seriously and help our customers reduce their carbon footprint by using cutting edge innovation developed with our technical capabilities and strong R&D activities
— Dr Raps

ergy consumption, reduce waste, and have sustainable cycles in place," he says.

"But of even more importance is the handprint, which include the products sold to the customers. And this is fully in line with the mindset to drive sustainability and to have an impact on carbon intensity."

The globally-operating EagleBurgmann Group employs about 6,000 people. A German-Japanese JV company, the organisational headquarters are in both Germany and Japan. Its parent company is the 170-year-old Freudenberg Group based in Germany.

EagleBurgmann's annual sales are to the tune of \$900 million.

In Saudi Arabia, the main headquarters is in Khobar, with service centres in Jubail and Yanbu, a sales office in Jeddah and a new sales office opened in Jizan.

EagleBurgmann is strongly committed to employing Saudis into its workforce. The number of local workers now make over 30 per cent of its employees, with a commitment to bring that up to 50 per cent, says Raps.

Considerable expansion has taken place at Bahrain Ship Repairing and Engineering Company in the last 10 to 15 years. The company has through the decades continued to add value to the GCC’s shipping sector, offering a plethora of services

Basrec adds great value to industry

BAHRAIN Ship Repairing and Engineering Company (Basrec) has strived to maintain its pioneering position in the region’s ship repair and engineering industry.

The company has in recent years spent more than \$16 million on improving its facilities, as well as modernising its equipment and boosting dry docking capacity to further support ship owners’ requirements. A fully-equipped, specialised independent workshop has also been built for the repair and overhaul of all types of marine diesel engines.

Founded in 1962 at Mina Salman Port, the shipyard—built on an artificial island—takes advantage of the depth of water in a natural deep water pool.

It was initially designed to cater for Gulf based tugs, which previously had to voyage to Bombay or Karachi for routine dry-docking – a voyage time of 14 days. In the years that followed, Basrec’s activities increased and diversified, according to a company spokesman.

“Considerable expansion has taken place in the last 10 to 15 years. Though the core business has been and remains ship repairing and allied engineering services for commercial and naval ships, Basrec is also engaged in the repair of small boats, inspection and repair of containers as well as service and repair of marine and industrial pumps through its subsidiary,” he says.

Basrec has through the decades continued to add value to the GCC’s shipping sector, offering a plethora of services including ship repairs, metallock cold stitching, welding, bollard pull test, small boat repairs, electrical and electromechanical works, steel and aluminium repairs, pipework, fitting, laser



Through modernisation, Basrec has boosted dry docking capacity to further support ship owners’ requirements

and optical alignment, fibreglass works and repair, machine shop, propeller repairs, helifusion welding/cladding, painting/coating, machining works, hydraulic repairs, pump repairs, container repairs, hull thickness gauging, service agency ap-

pointments and the provisions of a mobile repair team.

As the region’s most established and well respected repair yard, Basrec has been recognised for its excellence through a

Continued on Page 30

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OIL & GAS NEWS



Basrec has been recognised for its excellence

... Basrec adds value

Continued from Page 29

host of awards bestowed by prestigious bodies and industry groups from across the Arabian Gulf.

The company complies with ISO 9001:2015 (Quality Management), ISO 14001:2015 (Environmental Management), OSHAS 18001:2007 (Safety Management), and the ISPS (International Code for Security of Ships and Port Facilities).

"Going forward, Basrec will continue to provide high-quality and customer-focused services, with an enduring emphasis on safe operations and environmental protection," the spokesman says.

Additionally, he adds, the board of directors and management have set goals to diversify the business

within the engineering industry and expand across the region.

TEAMS-BAHRAIN

A key division of Basrec, Technical Engineering and Marketing Services (TEAMS-Bahrain) has successfully executed the largest number of pumping stations in Bahrain in partnership with ABS pumps.

The company specialises in the engineering, assembly, testing and commissioning of the control panels for pumping stations.

According to a company spokesman, the modular motor control centres from Hensel of Germany (polycarbonate enclosures) was the first of its kind adopted by Teams-Bahrain.

Established in 1975 as a division of Bahrain Ship repairing Company (Basrec), Teams-Bahrain is a specialised electrical engineering company that offers technical engineering and marketing services.

The company is associated with many leading electrical and mechanical engineering product brand names, serving the needs of its clients.

"Our choice of partners has always been based on the basic parameters of reliability, durability, continuity and safety," the spokesman says.

Among the mechanical products it offers include sectional GRP Water Tanks (assemble type) from Hayoung Corporation of South Korea, and Ministry of Works approved; industrial, commercial and domestic sewerage pumps from Ebara Pumps of Japan; U/L FM listed fire water pumps; pumps (Aqua Flow); mechanical pipe fittings and accessories; door closers (doorking); welding electrodes (Tais-han brand); and oil filtering, recycling and maintenance (Europafilter)

It offers a diverse range of electrical products that include plugs, connectors, sockets and combination units from Mennekes, Germany; motor control centres, sub main distribution boards, and distribution boards (local assembled and customised); electrical switchgear and controls from Schneider Electric; low voltage electrical equipment from Sassini International Electric Shanghai Co.,pany; SE universal enclosures from Schneider Electric; metal enclosures (TIBOX); electric water heaters (Fresh Egypt); cables (MESCI); cables from Nuhas Oman); various electrical range of products from Rexton, UAE; Multiplast Dubai (PVC conduits and accessories); GI conduits, conduit fittings & strut systems (SMARTr); LED Lighting from Luker, US; solar system from Jinuha Sunmaster Solar Lighting Company; energy and automation from Lovato; bus duct from Wilmar; ceiling fans from Marc Enterprises; and exhaust fans and industrial stand fans from Mistral.

Teams-Bahrain also offers services for solar power electricity equipment; water supply Solutions; 11-kV switchboards; capacitor banks; main distribution LV switchboards; aircraft warning lights panels; and motor control centres.

The company has got a facility for assembly of all kinds of customised LV products.



Basrec has set goals to diversify business

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