



Inside energy

Monthly news for EIC members

August 2017

EICDataStream
Has a new feature:
alternative project
name search

**EIC Connect
Power, Nuclear
& Renewables
2017**
Meet the
exhibitors

One-to-one
With Fircroft CEO
Johnathan
Johnson



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Sector analysis

West Africa: the new frontier

During a challenging period for the industry, West Africa has managed to further justify its position as one of the last true frontier regions. Discoveries in Senegal and Mauritania have the potential to transform both countries into net exporters within the next five years.

Senegal persevered with over 140 exploration wells of limited success until Cairn Energy's FAN-1 and SNE-1 wells in the Sangomar Deep Block in 2014 yielded major results. Both wells discovered significant hydrocarbon resources, with the SNE field having an estimated 285m barrels of 2P (proven and probable) reserves. Cairn is currently planning the SNE-6 appraisal well and could reach first oil as soon as 2021.



Andrew Scutter

Both Senegal and Mauritania were quick to enter a memorandum of understanding with Kosmos Energy, and later BP, which sets out the principles for an intergovernmental co-operation agreement for the development of the cross-border Greater Tortue resource. Kosmos Energy believes that gas demand will have risen by the time the field becomes operational and is looking to capitalise on the current low contractor costs.

This year has seen further exploration success in the region. In May 2017, BP announced the discovery of a 15Tcf gas reserve south of the Tortue Complex in the Cayar Offshore Profound Block within a Lower Cenomanian reservoir. The size of the find combined with the near-by Taranga discovery makes it possible that a second LNG hub, after the Greater Tortue Complex, may be created within the area. Cairn's most recent discovery was made through the FAN South-1 probe located in the Sangomar Deep block. Pre-drill resource estimates for the prospect were placed at 134m barrels of oil, and while not able to confirm the size of accumulation, the discovery well did encounter good quality light oil in a turbiditic Lower Cretaceous reservoir.

Due to the continued exploration success in the region there has been increasing interest from companies to explore the region. A new 3D seismic survey was completed offshore The Gambia by Erin Energy. The area has massive potential as it lies in the block directly south and on the same trend as the FAN-1 and SNE-1 hydrocarbon discoveries. Likewise, Total recently signed an exploration and production sharing contract for the Rufisque Offshore Profound Block which is a deepwater and ultra-deepwater concession.

Significant challenges will need to be overcome to develop these fields as Senegal and Mauritania lack the infrastructure and capabilities required for these billion dollar projects. Senegal and Mauritania are realistic about their capabilities and are keen to utilise experienced foreign suppliers so long as some form of local partnership is made. This provides opportunities for UK supply chain companies with extensive offshore experience to offer their services.

Andrew Scutter
Sector Analyst (Upstream)
andrew.scutter@the-eic.com



In 2015, a second major discovery was announced by Kosmos, the Tortue West structure which straddles the Senegal/Mauritania border. Subsequent discoveries in both Mauritania and Senegal established the Greater Tortue Complex that has a P-mean gross resource estimate of 25tn cubic feet (Tcf) of gas. A unitisation agreement is currently being worked on between the two countries, and the partners, on how best to jointly develop the field. A development concept is set to be finalised in 2017 or early 2018, with the likely development being a near-shore 2.5m tonnes per annum FLNG vessel with a pre-treatment platform and a condensate offload vessel. KBR was awarded the pre-FEED contract for the upstream aspects of the project and sources suggest that the company is preparing to carry out FEED studies.

Inside this issue...

This month's issue of Inside Energy opens by taking a look at the developments offshore Senegal and Mauritania (opposite), where recent discoveries have the potential to turn both countries into global players in the oil and gas industry.

Another country making the news lately is Mexico, having just awarded 10 shallow water blocks during its second licensing round with Eni, Shell and Total among the winning bidders.

To coincide with these developments our EIC Houston team organised a delegation to Mexico in June. Following up on this, on 9 August the Houston office will host a Doing Business in Mexico event where delegates will learn about the bidding process, get the latest project updates and receive advice on how to do business in Mexico. Turn to page 28 for full details of this event and the latest EIC Connect Oil & Gas USA developments.

The inaugural EIC Connect Oil & Gas USA event, being held in Houston in October, has already confirmed Bechtel, BP and Shell as participating companies. Tickets are selling fast; make sure you don't miss out by booking your place today:

<https://www.the-eic.com/EICConnect/OilGasUSA.aspx>

EIC member company Fircroft is fully aware of the lucrative business opportunities on offer in the Houston area having opened an office there in 2004. A family-run company, Fircroft started out in 1970 with Shell as their first client. Since then they've gone on to recruit for pretty much every major and super major out there. We're lucky enough to catch up with CEO Johnathan Johnson (page 6) to find out how they've managed to bag such big contracts and what they're doing to stay ahead of the game.

In this month's spotlight on technology (page 22) we check out healthcare service provider Iqarus' new training centre in Hereford which houses 8,000sq ft of training simulation rooms recreating desert, jungle and arctic environments.

It's been a very busy year for Iqarus who also appear in this month's member news section (page 12) having formed a joint venture partnership with International SOS. Some other highlights from this section include PJ Valves' contract with McDermott for a project in Trinidad and Tobago, Tekmar Energy providing cable protection to EDF's Blyth wind farm and Ducab HV's work in the UAE on the Sharjah Electricity and Water Authority's longest ever high voltage power circuit.

We love to hear about what our members are up to, so if you've won a big contract, launched a new product or made a high-level appointment let us know. Send your press release (with an accompanying high-quality colour picture if possible) to newsdesk@the-eic.com and we'll do our best to share your good news with all of our readers.

Edward White, Editor and Communications Manager
edward.white@the-eic.com

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Caltec

Production enhancing technology that pays back in days, not years



How is Caltec thriving?

Over the last 14 years, Caltec's surface jet pumps (SJPs) have been helping oil and gas companies save millions of dollars by using the available energy which is often wasted to enhance production from existing facilities. This has proved instrumental in preventing flaring gas, increasing production, extending field life and making payback on capital spent possible not in years, but in days – which makes this solution invaluable in times of crisis.

The challenge

A key topic in the oil and gas sector is productivity and maximum recovery of oil and gas reserves. As hydrocarbons are extracted and fields reach maturity, reservoir pressure drops and wells become less productive. If no action is taken, this could potentially lead to a premature suspension of production.

Maintaining production rates and extending the lifetime of fields are decisions that are very much influenced by economic factors and the available and practical technology. This requires field life extension solutions to be effective and provide value for money, particularly when the price of oil and gas is low and capital spending is restricted.

The solution

Caltec has responded to this challenge by developing and deploying a production enhancing technology featuring SJPs, which use a high-pressure fluid to boost a low-pressure fluid to an intermediate level. Combined with Caltec's compact separation technology, this patented solution, called **Wellcom system**, delivers an effective boosting method for oil wells at low cost.

By making use of energy that is often wasted, such as fluids from high-pressure wells or recycled gas from compressors, Caltec's Wellcom system enables production enhancement and debottlenecking of processes without a major investment, as it fits into existing facilities. It is a solution that is self-funding, self-fuelling, self-controlling, unmanned operation and with almost zero maintenance.

Used in more than 105 applications related to production boosting, multi-phase boosting, gas/liquid separation, flare gas recovery, de-gassing liquids and oil/water separation, Wellcom extends the life of assets, increases productivity and profitability and helps companies to meet environmental obligations, all with a very short payback period.

Story type:
#technology

Benefits:

- Typical production enhancement ranges from each oil well from 100bbls/d to 500bbl/d
- Increase in gas production has been from a few mmscfd to over 50mmscfd, depending on the number of wells involved

Key findings:

For the industry:

- Cost-cutting should not hamper innovation, which greatly benefits the industry and boosts export opportunities
- Partnerships between high-tech companies and universities yield economic benefits

For the government:

- Encourage and support SMEs to develop products and improve exports
- Encourage oil and gas companies to support product development by SMEs as they will be the main benefactors
- Financial support is needed for full scale field trials, which are the costliest stages of product development

Government support?

Although government funds were available in the early stages, a shift of policy has contributed to an acute shortage of funds for product development

Caltec at a glance

Key products and services: surface jet pumps and compact separation systems
Main sector(s) served: oil and gas
Headquarters: Bedford, UK
Year established: 2003
Number of employees: 9
Revenue: average of US\$5m per year

Carpenter & Paterson

Its innovative energy-saving pipe support system is saving money for customers in Asia



How is Carpenter & Paterson thriving?

Carpenter & Paterson grasped the opportunity to benefit from overseas markets and innovated to provide an energy-saving solution that met the needs of Asian customers and made sure it stood out from the competition. Carpenter & Paterson's unit in Thailand came through the industry downturn not merely unscathed, but in fact reported record revenues in 2015 and 2016.

The challenge

The global energy industry has experienced a rapidly changing environment in recent years. The fall in oil prices led to reduced activity levels in many segments, but opportunities appeared in emerging markets and new EPC players from all over the world have joined the sector. This created an opportunity for companies that could help customers in different markets save money by providing innovative products.

The solution

Carpenter & Paterson had long wanted to expand its reach in Asia, the opportunity to do so presented itself in 2012 when personnel experienced in the Asian market came on board. Leveraging the experience and expertise of this new team, the company set up Carpenter & Paterson Asia (CPA) in 2012, without any external support.

By using their own sales people, rather than agents, CPA built close relationships with customers thus understanding their constantly evolving needs. As a result, CPA identified the requirement to develop a product that not only supports the pipe but also minimises heat loss and so saves energy. CPA further developed products from its base in the UK to provide the heat loss solution. Instead of just pipe supports, the product is a true energy-saving device that allows customers to save hundreds of thousands of \$ per annum, with a payback time of two to four years (depending on oil price).

CPA now focuses on consolidating its track record. The company already has a 170-strong team working in Thailand, with revenues soaring from US\$2.7m in 2013 to US\$15.8m in 2016.

Story type:

#export #innovation

Benefits:

- Typical heat loss savings: US\$100-500k per retrofit
- For new petrochemical plants for whole facility: US\$30m p.a. savings potential, with 3-4 years payback

Key findings:

For the industry:

- Expansion into other countries opens up large markets that can grow revenues quickly
- Understanding customers' needs generates business opportunities
- Selecting the right team to take a project forward is crucial
- Instead of using agents, developing your own sales force allows better interface with consumers

For the government:

- SMEs need support to establish a presence in overseas markets, especially with lines of credit
- Companies are not aware of UKEF rules of engagement

Government support?

No support from the Department for International Trade. Bank guarantees were a big issue at first and support from UKEF would have helped, but it was assumed that it wouldn't be available to the company's Thailand unit, although it is 100% UK owned

Carpenter & Paterson at a glance

Key products and services: pipe support systems
Main sector(s) served: offshore oil and gas, power, petrochemicals, LNG
Headquarters: Welshpool, UK
Year established: 1956
Number of employees: 320 (110 in the UK, 170 in Thailand and 40 in India)
Revenue: US\$30m globally

One-to-one

with **Johnathan Johnson**
CEO, Fircroft

Fircroft is a specialist provider of workforce solutions to the global technical engineering industries. Approaching fifty years old it has worked with some of the biggest names in oil and gas, petrochemical, automotive and mining over that time.



Q Can you tell us about the services you provide?

A Being family owned makes us very different to a lot of the competition: it makes us flexible and allows us to continuously improve our services. We're not a regular recruiter – alongside the normal services of sourcing, recruiting and retaining the best contractors and permanent staff, we also offer mobilisation services, global logistics, payroll services, flight risk analysis, a full managed service, workforce planning to ensure our clients' recruitment plans are aligned with their strategic objectives and talent mapping.

Q How is Fircroft helping its clients come to terms with the lower for longer oil price?

A The last couple of years have been difficult for the oil market. The drop in the oil price meant that many projects were shelved or reduced in scope. This led to fewer roles for contract professionals. Tied to this was a need for oil companies to make cost efficiencies, meaning lower headcount on projects and lower remuneration.

With years of experience in the market, we've seen drops before. This puts us in an excellent position to help clients through the difficult times. We help to consolidate costs by driving efficiencies into their business in terms of recruitment, payroll, benchmarking, logistics, mobilisation and compliance.

Having access to a large pool of professionals and a hugely experienced support team means we can move very quickly – scaling both up and down where our clients need us most.

Q You've worked with some of the biggest names in the oil and gas, power, nuclear and renewables industry. How have you managed this?

A Our business was established in 1970, with Shell being our first client. Since then we've gone on to become a supplier to all of the major and super majors. We now hold contracts with 90% of the world's independent oil companies including eight global contracts with some of the largest.

In the late 1990s we began to expand our international footprint which now spans 45 countries and 50 offices. Establishing a global footprint and ensuring 100% compliance, be it tax, visas, registrations, challenging locations or medical coverage, allows any client within any industry or sector to benefit from our expertise and experience. Creating a standard service level template, rolled out across all of our locations, has also been key to winning work with major players.

We've maintained our relationships with these blue-chip organisations, becoming a trusted partner, by not taking them for granted.

Q What's been the biggest highlight from the last year?

A We've made a lot of changes to the business. We realised the need to diversify into new markets and territories even before the oil price dip. We've acquired new businesses in strategically important locations and in industries we see are growing.

The way we market ourselves, especially how we attract the best quality candidates is very different to our competition and we were very pleased to have this recognised at the Recruiter Awards earlier this year.

What I'm most proud of though is that our services have got our clients through this difficult time. We've helped them realise cost-efficiencies across their business without compromising the quality of what they do.

Q And, what are you looking forward to most in the next year?

A More of the same – profitable growth through diversification and new territories. We're focusing our efforts on improving our services to clients. Making sure they have the right intelligence to make the right decisions at the right time. We'll also continue to make sure our candidates are the highest quality around. Finally, we'll continue to invest in our people. Making sure they're the best is vital as we look for new ways to service our clients' needs.

Get in touch Do you wish to be profiled in this section?
Please contact edward.white@the-eic.com

EIC DataStream

Global opportunities

THE US

La Porte polypropylene plant expansion

Operator: Braskem
Value: US\$675m

Braskem's board of directors has approved the company's decision to proceed with a 450,000 tonnes per annum polypropylene plant. Construction is due to commence in mid-summer with completion targeted for the first quarter of 2020.

CROATIA

Krk LNG terminal

Operator: LNG Croatia LLC
Value: US\$750m

LNG Croatia expects to make a final investment decision and sign terminal user agreements in Q1 2018. The preliminary engineering design of the terminal has been completed.

GUYANA

Liza oil field (phase 1)

Operator: ExxonMobil
Value: US\$4.4bn

The final investment decision on the project was made in June. SBM Offshore was awarded a lumpsum turnkey contract to construct, install, lease and operate a floating production storage and offloading vessel.



For more information on these and the 7,500 other current and future projects we are tracking please visit EICDataStream

BRAZIL

Santa Cruz power plant expansion

Operator: Furnas
Value: US\$180m

The plant's capacity will be increased from 932MW to 1,082MW through conversion to combined cycle through the installation of a steam turbine with a capacity of 150MW and two heat recovery steam generators. Furnas will soon launch a tender for the EPC contract.

CANADA

More Creek hydroelectric project

Operator: Alaska Hydro
Value: US\$450m

The facility in British Columbia will feature a dam with a water storage reservoir of approximately 3,000ha and a generating capacity of 70MW-75MW. Rescan Tahltan Environmental Consultants Ltd has been awarded a contract to perform an archaeological assessment of the project sites.

NORWAY

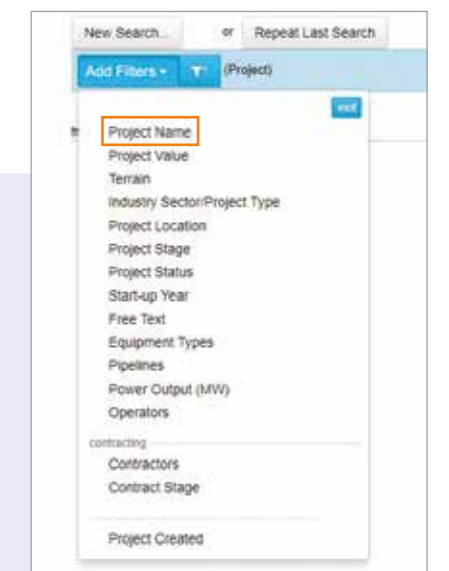
Fosen Vind project

Operator: Fosen Vind DA
Value: US\$1.2bn

Development of a portfolio of six windfarms. Ramboll has recently been appointed to carry out the detailed engineering at one of the projects.

Alternative project names

- We know that some projects have long or complicated names or are known by more than one name. So, to make sure you find what you're looking for, we've created a new alternative project names feature.
- When you're not sure about the name of the project you're searching for, click the **Add Filters** drop down, then choose **Project Name**.
- Now enter the project name (or what you think it is) and click search.
- EICDataStream will recognise what you're searching for and re-direct you to the official name of the project. At the top of the project summary sheet you'll find a list of the other names the project is known by.



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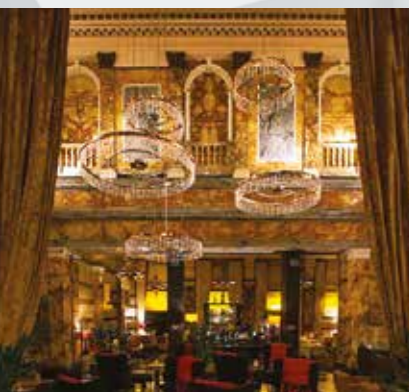
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EIC
NATIONAL
Awards
DINNER 2017
12 OCTOBER



Your venue

8 Northumberland Avenue is one of central London's hidden gems. It was originally the residence for the Percy family in the 1600s and has been immaculately restored, boasting high ceilings, impressive chandeliers, and ornate detailing. Accommodation for guests is also available at the Grand Hotel at 8 Northumberland Avenue.



Sponsorship opportunities

Most of the major Tier 1 and Tier 2 EPC contractors, OEMs, operators and developers are represented within the audience, making this a unique opportunity to promote your brand to potential customers, clients and peers allowing your company to stand out.



THE MOST EXCLUSIVE EVENT IN THE UK ENERGY INDUSTRY'S SUPPLY CHAIN CALENDAR

Join us at the most prestigious event in the UK energy industry's supply chain calendar as we celebrate the achievements and successes achieved by YOU, our members.

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Cost

Table of ten: £3,500^{+VAT}
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Your guest speaker

Jimmy Carr is Channel 4's face of comedy and one of the most distinctive talents on TV. He fronts various topical panel shows and appears regularly on the comedy circuit.



Awards ceremony

The EIC Awards Ceremony will recognise individuals and companies which offer a product or service with a positive and significant effect on the UK energy supply chain. Details of award categories and how to enter will be announced soon.

New EIC members

NEW GLOBAL MEMBER

3W Networks

c/o Selachii LLP
96 Kensington High Street
London
W8 4SG



The Nominated Representative is
Mr Walid Gamali,
Chief Executive Officer

Telephone
+971 4 326 7744

Email
walid.gamali@3wnetworks.com

Web
www.3wnetworks.com

3W Networks is a world class telecoms and security systems integrator operating in the Middle East, Africa and Asia Pacific regions. The focus of 3W Networks is to provide integrated communication solutions to the oil and gas, power utilities, telecom operators, transport and infrastructure sectors.

The company offers its clients a comprehensive range of complete turnkey and fully integrated solutions to suit any application involving telecommunication, radio, voice and data, safety, security and fiber optics.

The company is certified to EMS 14001:2004 and OHSAS 18001:2007. The company is proud of its human capital consisting of a team of highly skilled and experienced professionals focused on providing cost effective and reliable solutions engineered and supported locally.

NEW GLOBAL MEMBER

Alco Valves Group

Gooder Lane
Brighouse
West Yorkshire
HD6 1HB



The Nominated Representative is
Mr James Hinchcliffe,
EMEA Regional Manager

Telephone
+44 (0)1484 710 511

Email
james.hinchcliffe@alco-valves.com

Web
www.alco-valves.com

Alco Valves Group manufactures and supplies valves to most of the leading names in the oil and gas industry both topside and subsea as well as supporting other markets such as petrochemical, refinery, automotive and defence. Its group of distributors allows Alco to supply to other markets including the chemical, pharmaceutical, power, and food and drink industries.

With in-house manufacturing and testing capabilities, Alco's high performance valves range from 1/4" to 12" bore size, and include ball valves, needle valves, check valves, instrument, manifolds, block and bleed valves, double block and bleed valves, Alco Mono-Flange valves, chemical injection/sampling valves and manifolds, high nickel, duplex, aluminium, titanium, zirconium, incoloy and other super alloy valves for the offshore, petrochemical and power generating industries worldwide, in addition to the Alco-Lok Compression Fittings range to compliment Alco's wide variety of instrumentation valves.

Alco Valves Group takes pride in having its products made in the UK. The Group is a market leader with ISO9001 quality certification and a first class reputation.

NEW PRIMARY MEMBER

Castle Pumps

16 Farrington Way
Eastwood Link Business Park
Eastwood
Nottingham NG16 3BF



The Nominated Representative is
Mr Pablo Martinez-Moore,
Operations Director

Telephone
+44 (0)1773 533 283

Email
pablo@castlepumps.com

Web
www.castlepumps.com

Castle Pumps Ltd is a provider of pumping solutions to the energy sector. Its technical sales engineers supply power stations and renewable energy plants with pumps for a multitude of applications including cooling, condensate removal, boiler feed, fuel oil transfer, water treatment, lubrication circulation and transformer oil transfer, extending to most applications involving water, fuels and lubricants.

Its pump range consists of centrifugal, reciprocating positive displacement and rotary positive displacement pumps which are available in a wide range of materials such as cast iron, ductile bronze, stainless steel and duplex. Pumps are type approved as standard and available with ATEX motors and to API standards.

As the UK agent for Spanish manufacturer Azcue Pumps, the company offers some models for immediate dispatch from its UK warehouse as well as spare parts, which are guaranteed for a minimum of 15 years. All pumps go through a 100% testing regime and are available complete with witness testing from an approved accreditation body. Castle Pumps offers a 24 hour service and has a network of over 90 agents worldwide.

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NEW GLOBAL MEMBER

HFI Consulting International

Cirrus Building, 6 International Ave
ABZ Business Park, Dyce Drive
Dyce, Aberdeen AB21 0BH

The Nominated Representative is
Mr Hugh Fraser,
Partner



Telephone
+44 (0)1224 063 522

Email
hugh.fraser@hfi-consulting.com

Web
www.hfi-consulting.com

HFI provides specialist consulting and legal services to assist its clients to expand successfully in the energy and water sectors in the Middle East. HFI aims to be the driving force for its clients' international business expansion in the region and an integral part of their competitive edge and risk management profile.

HFI is a trusted professional advisor fully focused on delivery of clients' objectives and with a solutions and results-orientated approach.

HFI specialises across three dimensions: advanced technology and know-how, the energy and water sectors, and the Middle East region.

HFI offers clients access to over 20 years of experience and expertise of doing business in the region with the accumulated know-how and connections.

HFI invests in long-term relationships with clients and with an equilibrium approach to fees and the economic value added to clients' businesses.

HFI offers clients consultancy services at offices in Dubai and Amsterdam and the representative office in Al Khobar in Saudi Arabia.

NEW GLOBAL MEMBER

KBR

Hill Park Court
Springfield Drive
Leatherhead
Surrey KT22 7NL



The Nominated Representative is
Mr Jan Egil Braendeland,
Executive Vice President – Global Sales

Telephone
+44 (0)1372 865 000

Email
janegil.braendeland@kbr.com

Web
www.kbr.com

KBR is a global provider of differentiated professional services and technologies across the asset and programme life cycle within the government services and hydrocarbons sectors. KBR employs approximately 34,000 people worldwide (including joint ventures), with customers in more than 80 countries, and operations in 40 countries, across three synergistic global businesses:

Government Services, serving government customers globally, including capabilities that cover the full life-cycle of defence, space, aviation and other government programmes and missions.

Technology and Consulting, including proprietary technology focused on the monetisation of hydrocarbons (especially natural gas and natural gas liquids).

Engineering and Construction, including onshore oil and gas, LNG/GTL, oil refining, petrochemicals, chemicals, fertilisers, differentiated EPC, maintenance services, offshore oil and gas (shallow water, deepwater, subsea), floating solutions (FPU, FPSO, FLNG and FSRU), and programme management.

NEW PRIMARY MEMBER

Lokring Northern UK

110 Braid Road
Edinburgh
Scotland
EH10 6AT



The Nominated Representative is
Mr Tom Brown,
Sales Manager

Telephone
+44 (0)1224 878 877

Email
tbrown@lokring.com

Web
www.lokring.com


Lokring Northern supplies the only butt weld equivalent connection for piping and tubing that doesn't require any hot work. Lokring mechanical connections save both time and money when constructing or repairing systems compared to traditional welding on site, while always increasing safety and upholding the same integrity.

Lokring Northern supplies the UK, Ireland and Middle East with a variety of Lokring connections including couplings, flanges and elbows in carbon steel, stainless steel and copper nickel.

Lokring Northern is always happy to help and have technical assistance based right across its geographical area should you need a visit to your site/offices.

NEW GLOBAL MEMBER

Reflex Marine

Old School House 
School Hill
Shortlanesend
Truro TR4 9DU

The Nominated Representative is
Ms Liz Marsh,
Marketing Manager

Telephone
+44 (0)1872 321 155

Email
liz.marsh@reflexmarine.com

Web
www.reflexmarine.com

Reflex Marine is a global expert in marine access solutions for the offshore and maritime industries. Its progressive approach to offshore safety in crew and cargo logistics, together with the personnel transfer carrier FROG, became an industry benchmark and triggered improvements in offshore safety regulations.

Reflex Marine's 25 years of improving safety standards, transferring knowledge and delivering high quality, flexible access solutions defines it as one of the major offshore transfer industry influencers.

Helping offshore workers to return home safely from their place of work is at the core of the company's mission.

Through working closely with clients and collaborating with industry leaders, services have been developed to help transfers be performed in the safest way. All clients are supported through Reflex Marine's global network of approved partners.

NEW PRIMARY MEMBER

Wilton Engineering Services Ltd

Port Clarence Offshore Base
Port Clarence Road
Middlesbrough TS2 1RZ

The Nominated Representative is
Mr Kevin Ness,
Business Streams Manager

Telephone
+44 (0)1642 546 611



Email
kevin.ness@wiltonengineering.co.uk

Web
www.wiltonengineering.co.uk

Wilton Engineering Group consists of: Wilton Design, FEED, concept engineering; Wilton Fabrication, assembly and testing; and UNIVERSAL coatings and services.

Wilton Engineering designs, engineers and fabricates all types of subsea structures, PLETs, PLEMs, manifolds, spools, jackets and foundation structures, offshore handling and pipelay systems.

Wilton Engineering provides frame agreements for project management, maintenance, upgrade and modification work on all types of vessels – pipelay, construction, DSVs, production platforms and FPSOs.

NEW GLOBAL MEMBER

YPS Valves

Grangefield Industrial Estate
Pudsey
West Yorkshire
LS28 6QW



The Nominated Representative is
Ms Rachel Wormald,
Managing Director

Telephone
+44 (0)113 256 7725

Email
rachel.wormald@yps-valves.co.uk

Web
www.yps-valves.co.uk

YPS Valves Ltd is one of Europe's leading manufacturers of special purpose and commodity stainless steel and high alloy valves, supplying into the oil and gas, petrochemical, LNG and power industries. Its range includes gate, globe, check and ball valves from 1/2" to 24" 2500 lbs.

YPS Valves offers a full manufacturing service from both castings and bar using CNC machinery, modification service and specialist test services, including cryogenic, high temperature and ultra sonic degreasing facility for oxygen service applications.

YPS Valves has an in-house design team using auto cad, solid works and finite element analysis and full technical back up for all enquiries. The company is Lloyds accredited to ISO 9001:2008, PED and ATEX approved. Please see the website for full company history and capabilities.



Member news

Amarinth expands its pump services

Amarinth, a leading company specialising in the design, application and manufacture of centrifugal pumps and associated equipment has expanded its range of pump services to include the strip, report and refurbishment of industrial single stage end suction pumps, regardless of the original equipment manufacturer.

All pumps generally have a working life of 15 to 20 years, less in harsh environments. Over the past few decades, several major pump manufacturers have ceased trading or significantly retracted from certain geographies, and so like-for-like replacement is not always possible leaving operators having to replace failing pumps with ones from a different manufacturer. This can entail a significant risk in matching the new pump to an existing pump's specification and the possibility of extensive downtime as pipework, mountings and fittings are changed to suit the new pump.

To support those customers who want to keep their existing pumps and fully refurbish them to extend their service life Amarithh has launched its new strip, report and refurbishment service.

Oliver Briggingshaw, Managing Director of Amarithh, commented, 'We have launched this strip, report and refurbishment service to address a growing need for a cost-effective but low-risk way for organisations to extend the life of industrial pumps. We are able to ensure that we return to our customers refurbished pumps that will often outperform their original specification.'



Boulting Group appoints Ian Humphries as MD

Engineering solutions provider Boulting Group has promoted former Project Director Ian Humphries to the position of managing director.

Humphries, who has over 25 years' engineering experience, has previously managed materials handling and chemical engineering projects in China, New Delhi, Hong Kong and Taiwan.

Ian began his career as a mechanical engineer, working for Simon Group, where he managed large-scale international engineering projects. After five years working overseas, he moved into chemical engineering, leading the establishment of grassroots refineries in New Delhi.

In 2010, Ian joined Boulting Group as a project director for one of the group's major accounts. After successfully managing a series of large projects, Humphries was approached in 2016 and asked to take on the role of managing director.



Crescent and Reece Safety lock down collaboration agreement

Control of work and health and safety specialists Crescent and Lock Out Tag Out experts Reece Safety have announced a new collaboration.

Crescent is dedicated to making processes, systems and training safe, efficient and easy across a range of diverse hazardous environments, while Reece Safety has been supplying Lock Out Tag Out products for over 15 years and provides expert advice in this specialist area. Working in partnership will allow both companies to expand their service and product offering to new and existing clients on a global basis.

Jim Land, CEO of Crescent, said, 'We see this collaboration as a key step forward in providing our customers with a fuller range of high quality isolation consumables and training materials, which will complement our existing bespoke products.'



Component comparison before and after

© Amarithh Ltd 2008-2017

DNV GL names Patricia Darez as country manager for Chile

Independent energy experts and certification body DNV GL has named Patricia Darez as country manager for Chile.

She will focus on expanding DNV GL's breadth and depth of services in Chile and surrounding countries. Darez has delivered more than 3GW of renewable energy assets, including wind and solar PV, across diverse markets in Europe, Africa, the Middle East and the Americas.

Darez has a deep understanding of the complex energy needs facing Chile and its surrounding countries. A multi-lingual chartered engineer with more than 12 years international experience in development and consulting, she was most recently a director at 350renewables, a consultancy that specialises in supporting developers of renewable energy projects across South America.



I'm excited to join DNV GL and look forward to engaging customers with the ability to leverage our considerable resources and expertise to meet the needs of this dynamic market.

Patricia Darez
Country Manager for Chile, DNV GL

Prior to that she served as energy analysis manager for Mainstream in Chile, supporting the development of approximately 1.5GW of wind and solar projects and providing solar technical advice across all markets.



Tim Mitchell, CEO, Iqarus and Michael Gardner, group director medical services, International SOS

SEWA's longest HV power circuit powered by Ducab cables

Ducab HV has provided a full turnkey solution to Sharjah Electricity and Water Authority (SEWA) for its newest project: its longest ever high voltage power circuit, which runs between Muwaileh and Sajaa, in the UAE. The project was completed within a short period of time to meet the energy demands of Sharjah City.

Using Ducab HV cables, SEWA's new circuit strengthens its existing network, allowing for future development of power supply to Rahmanyah, Sharjah Airport Free Zone and University City. The project uses more than 160km of Ducab HV 132kV cables, which were supplied and installed by Ducab HV.

Abdulla Ali, Installations Manager at Ducab HV, said, 'This was our largest project to date, and we are exceptionally proud of our work with SEWA. Being a local company enabled us to be agile enough to deliver to their requirements in a short time, thereby providing SEWA with the opportunity to complete this landmark project in a quick and efficient manner.'



International SOS and Iqarus announce joint venture partnership

International SOS, the world's leading medical and travel security risk services company, and Iqarus, a leading provider of intelligent and integrated healthcare for demanding and complex environments, have announced a joint venture partnership to leverage their mutual capabilities and services.

The partnership will operate as 'Iqarus, In Association with International SOS' and will see the businesses work together to enhance strategic operations across key service lines.

The businesses will collaborate to develop International SOS Offshore and Occupational Health Centres and Consulting operations and Iqarus' Occupational Health Centre of Excellence – based in Aberdeen. They will also work in partnership across International SOS' Government Medical Services business and Iqarus' operations in the same area.

As part of the agreement, the businesses will combine expertise in Aberdeen to create a market leading centre of excellence and innovation in offshore occupational healthcare. This will strengthen local capability and global support for North Seas clients in the oil and gas industry.



It will also enable the businesses to build and create additional value in contracts and services to supranationals, governments, IGOs, armed forces and NGOs operating in difficult and challenging environments. As a result of this, the joint venture will also be able to develop innovative public private healthcare initiatives to address the need in geographic markets newly opened to the global economy.

The joint venture will be led by Tim Mitchell, CEO of Iqarus. Based out of global headquarters in Dubai, it will link seamlessly into the global reach of the International SOS Assistance and Aero Medical Evacuation services.



Lokring Northern expands into the Middle East

Weld equivalent fluid and gas transfer connector provider Lokring Northern (UK) has advanced its strategic growth plans with expansion into the Middle East.

With an initial focus on Bahrain, Qatar, Saudi Arabia, Oman and the UAE, Lokring Northern is currently servicing the region with a significant amount of technical, on-the-ground support, with a view to having a permanent presence within the next 18 months.

The company has expanded significantly over the past three years, strengthening its internal staff structure and diversifying into new markets.

Lokring's technology provides a mechanical method for producing permanent pipe and tube connections and is a safer, faster, lower cost alternative to welded and flanged pipework which eliminates the need for hot work and the associated health and safety issues.



PJ Group bags Trinidad and Tobago McDermott contract

PJ Valves (PJV) and PJ Piping (PJP), the specialist manufacturers and suppliers of valves and piping components for the global energy industry, have been awarded a major contract by McDermott International Inc to supply valves and piping elements for an offshore project in Trinidad and Tobago.

The fast-tracked new-build gas field will feature an unmanned platform and is situated 60km off Trinidad and Tobago's south-east coast. The project is slated for first oil in 2019.

PJV and PJP will manufacture more than 500 specialty ball, gate and double block and bleed valves, and compact flanges from their state-of-the-art facilities in Italy and India. All valves will be metal-seated to ensure durability against the gas field's abrasive conditions.

The company was awarded the contract because of its extensive offshore experience, technical specification support and ability to meet the project's short delivery schedules, which require a turnaround time of less than six months.

PJ Group launched PJP in 2016 and this contract marks the largest combined order for both the valve and piping divisions to date. Currently in production, the valve and piping package is scheduled for delivery in August 2017.



Rotork picks up Middle East refinery order

Rotork fluid power valve actuators have been ordered for multiple applications at a new grassroots refinery under construction in the Middle East.

With a capacity of up to 400,000 barrels a day, the refinery will process crude oils to manufacture petrol, ultra-low-sulphur diesel and fuel oil for export and to satisfy local demand.

One significant order involves the supply of 70 LP range linear pneumatic actuators for the operation of large gate valves. The order for these actuators includes the assembly and factory testing of local control panels with digital valve positioners.

In other areas of the site, over 200 Rotork GP and CP range pneumatic actuators are being supplied for the operation of butterfly valves in desalination and wastewater treatment plants.



Tekmar Energy to supply cable protection suite to Blyth wind farm

Tekmar Energy has been awarded a contract to supply a cable protection suite to the Blyth offshore wind farm being built by EDF Energy Renewables.

The cable protection suite will be manufactured in Tekmar's production facility in the north-east of England, close to the project site in Blyth.

With more than 30 years' experience, Tekmar is a market leader in the design, manufacture and supply of subsea cable, umbilical and flexible protection systems for the renewable energy and oil and gas industry.



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Social media round up



We want to use every opportunity to connect with our members, so please follow us on Twitter (@TheEICEnergy) and connect with us on LinkedIn – Energy Industries Council (EIC).

Below you'll find a selection of some of the exciting EIC activities and useful industry information we've shared through our social media channels.



The EIC
@TheEICEnergy

Energy Focus is back and looking better than ever. For in-depth features and expert commentary click here: bit.ly/2usCT5J



The EIC
@TheEICEnergy

Our sold out event with @amec_fw has begun in London, looking at the expansion of the Offshore Marjan Field in #SaudiArabia



Energy Industries Council (EIC)

Interested in working with BP America? Book your place at EIC Connect Oil & Gas USA 2017 to hear from John Mingé, Chairman and President: bit.ly/2uNGEGY



Forthcoming events


August 2017

- | | |
|--|---|
| <p>3 August Industry Overview
Fundamentals of Shale Gas
EIC London</p> | <p>16 August Corporate Entertainment
Asia Pacific Breakfast Update
EIC Kuala Lumpur</p> |
| <p>9 August Regional Showcase
Doing Business in Mexico
EIC Houston</p> | <p>17 August Management Course
EICDataStream Overview
EIC Houston</p> |
| <p>15 August Management Course
EICDataStream Overview
EIC Asia Pacific</p> | <p>17 August Management Course
EICDataStream Overview
EIC Rio de Janeiro</p> |

September 2017

- | | |
|--|---|
| <p>5 September Technical Workshop
Introduction to Steam and Condensate Systems
Spirax Sarco, Cheltenham</p> | <p>11-13 September Overseas Delegation
Overseas Delegation to Iran
Tehran</p> |
| <p>5 September Management Course
EICDataStream Overview
EIC Houston</p> | <p>12 September Technical Workshop
Introduction to Electric Motors
ATB Laurence Scott, Norwich</p> |
| <p>5-8 September Overseas Exhibition
Offshore Europe 2017
Aberdeen Exhibition and Conference Centre</p> | <p>14 September Business Presentation
Regional Update with the Department of International Trade
EIC London</p> |
| <p>7 September Management Course
Understanding Engineering Contractor Procurement
EIC London</p> | <p>19 September Management Course
EICDataStream Overview
EIC Houston</p> |
| <p>8 September Business Presentation
Round Table with Union Ministry of Electricity and Energy, Myanmar
EIC London</p> | <p>19 September Management Course
EICDataStream Overview
EIC Asia Pacific</p> |

September 2017

- | | |
|---|---|
| <p>20 September HSE Training
The ATEX Directives, Hazardous Areas and Protection Techniques
SGS Baseefa, Buxton</p> | <p>26 September Business Presentation

Amec Foster Wheeler Marjan Field Expansion
Yas Island Rotana, Abu Dhabi</p> |
| <p>21 September Industry Overview
Fundamentals of FPSOs
EIC Rio de Janeiro</p> | <p>28 September Business Presentation
Opportunities with Bechtel
Birmingham</p> |
| <p>26 September Industry Overview
Fundamentals of Oil and Gas
EIC London</p> | |

October 2017

- | | |
|--|---|
| <p>3 October EIC Connect
EIC Connect Oil & Gas USA 2017
Norris Conference Centers, Houston</p> | <p>12 October Corporate Entertainment
EIC National Awards Dinner
8 Northumberland Avenue, London</p> |
| <p>4 October Industry Overview
Fundamentals of LNG
EIC London</p> | <p>17 October Management Course
EICDataStream Overview
EIC Houston</p> |
| <p>5 October Management Course
EICDataStream Overview
EIC Rio de Janeiro</p> | <p>19 October HSE Training
The Pressure Equipment Directive
Lloyd's Register, London</p> |
| <p>10 October Technical Workshop
Introduction to Centrifugal Pumps
SPP Pumps, Coleford</p> | <p>20 October Corporate Entertainment
8th Annual Sporting Clays Tournament
American Shooting Centers, Houston</p> |

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Contact raelene.rifkind@the-eic.com

EIC ABERDEEN



LOOKING FOR AFFORDABLE AND FLEXIBLE OFFICE SPACE?

The EIC has prestigious offices in the West End of Aberdeen available for lease/lease-share.

We are delighted to offer three offices to lease. The tenant offices are fully equipped with all the amenities you will need.

Whether you are looking to downsize or wish to avoid the complexities of setting up a new office, the EIC can provide the perfect solution if you are looking for a base in Aberdeen.

Benefits

- Convenient city centre location within easy reach of Altens, Bridge of Don, Dyce and Westhill
- Fully furnished, light and airy offices with use of additional conference and meeting space
- Free fast wi-fi and reception services
- Access to the regional team for support
- Free parking for tenants and use of our conference room and kitchen facilities



Prices and Offers

Prices start from £395 for 1 person office, £695 for 2 person office.

10% discount for EIC member companies.

For a limited time only, the EIC is offering the first month free of charge when signing a 12 month lease.

Only need the office for 2-3 days per week? We can offer flexible lease-share options.

Contact the Aberdeen team to discuss your needs and availability further.



72 Carden Place, Aberdeen AB10 1UL
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Overseas events



Egypt Petroleum Show (EGYPS)

Cairo, 12-14 February 2018

Following a successful launch in 2017, EGYPS will return to Cairo on 12-14 February 2018. EGYPS brings together Egyptian and North African government representatives, key project owners, NOCs, IOCs, international service providers, EPC contractors, consultants and financiers.

The EIC will once again organise and manage the UK pavilion and has secured TAP grants of £2,500 for eligible SMEs. In 2017 we hosted the second largest pavilion in the show and expect to be even bigger in 2018.

With 4.4bn barrel of proven oil reserves and 77tn cubic feet of gas in place, Egypt is the largest non-OPEC oil producer and the second-largest dry natural gas producer in Africa. With its domestic energy consumption increasing rapidly Egypt is focused on fast-tracking its oil and gas projects.

Upstream developments like the West Mediterranean Deep Water and North Alexandria concessions, which hold estimated reserves of 5tn trillion cubic feet of gas and 55m barrels of condensates, have recently seen major EPC contract awards. Approximately US\$80bn is expected to be spent on bringing projects that are currently proposed or under development onstream.

The Zohr gas field, being developed by an Eni and IEOC joint venture called Petrobel, is currently in the first phase of development which will see the field producing 1bn cubic feet of gas per day by Q4 2017.

Phase 2 of the development will require 14 wells and subsea trees and a new onshore plant, taking its output level to 2.7bn cubic feet of gas per day in 2019. The project's overall CAPEX is estimated at US\$13bn.

BP is investing heavily in the country. The North Damietta Offshore Concession, which holds the Atoll gas discovery, is to be developed in two phases, the first of which will consist of three wells to be tied-back to existing infrastructure with production set to start in 2018. The most notable BP project is the West Nile Delta development which will see overall CAPEX of US\$12bn. Being developed in two phases first gas is expected to be produced this year.

EGYPS 2018 will take place in the New Cairo Exhibition Centre, a brand new state of the art exhibition centre in the business district of the city, conveniently located by the airport and a number of high-quality hotels.

Booking for this event is now open, with various stand sizes on offer. To secure your stand and to find out about the TAP grants on offer please contact Mark Gamble mark.gamble@the-eic.com



The UK pavilion at EGYPS 2017



The EGYPS show was definitely worthwhile for TWMA. The UK pavilion was situated in a great spot with loads of footfall. We met lots of potential and current clients and were impressed with the level of attendees at the event. The EIC staff were very helpful and friendly and kept us in the loop with all the plans for the show. We will be looking at this event again for next year.

Ellie Tough, TWMA



8 country pavilions • 800+ delegates • 320+ exhibitors

Get in touch

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BOOKING NOW



EIC|CONNECT Power, Nuclear & Renewables 2017

Global opportunities for the UK supply chain
28-29 November • ACC Liverpool, UK



Department for
International Trade

The international supply chain event of the year!

Find out how to do business in Power, Nuclear New Build, Decommissioning, Floating Technologies, Onshore and Offshore Wind, Energy from Waste, Solar and Wave & Tidal. Discover cross sector opportunities from Oil & Gas.

28 NOV HIGHLIGHT In proud association with:
POWER & NUCLEAR
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29 NOV HIGHLIGHT In proud association with:
RENEWABLES
 renewableUK
 The voice of wind & marine energy

Purchasing departments from the following companies are being invited to this year's event. Please visit www.the-eic.com/eicconnect for the latest updates.



Discover where they might need your products and services on new energy projects and existing assets in the UK plus opportunities in Turkey, Bulgaria and Romania, Sweden, France and Germany, USA, Indonesia, South Korea, China and Taiwan, Saudi Arabia and the UAE.

SHOWCASE YOUR PRODUCTS AND SERVICES AT THE ONLY EVENT OF ITS KIND FOR THE UK SUPPLY CHAIN

EXHIBIT
 New for 2017! Exhibit for 1 or both days – from £2,000 +VAT

- > Promote your company for a fraction of the cost of exhibiting at mainstream, commercial exhibitions.
- > Additional free space to display new technologies, simulators/ interesting exhibits
- > Stands visits from key buyers speaking at the event
- > Create excitement with our extensive pre-event promotion – quotes & press releases

SPONSOR
 New venue for 2017! Sponsorship Packages from £2,000 +VAT

- In your sponsored area
- > Primary logo opportunity
 - > Circulation of promotional material
 - > Plus a 10% discount off an exhibition stand

ATTEND
 New for 2017! Register for 1 or both days – from £249 +VAT

- > Find out what operators and contractors need now and in the longer term
- > Discover how you can register & qualify as a supplier with major companies
- > Book one-to-one appointments with buyers
- > Identify new opportunities and routes to market

NETWORK
 Upgrade from £129 +VAT

- Maximise your 2 days in Liverpool
 28 November
- > Delegate Networking Dinner on site
 - > Well known celebrity guest speaker TBA
 - > Meet speakers, exhibitors and 300+ delegates



UK national events

EIC Connect Power, Nuclear & Renewables 2017: meet the exhibitors

We met with three of the fifty-plus EIC Connect Power, Nuclear & Renewables 2017 exhibitors ahead of the event taking place in Liverpool on 28-29 November to find out what visitors to their stands can expect to find on offer. For full event details and to book your place please visit www.the-eic.com/EICConnect/PowerNuclearRenewables.aspx

aalco Aalco Metals is the UK's largest independent multi-metals stockholder and distributor. Aalco's 18 strategically located UK service centres provide a next day service throughout the country.



Nathan Healey, Internal Account Manager, Aalco Metals Ltd

Its market leader status has been established through the performance of its highly skilled workforce. With unparalleled industry experience, the company's sales and procurement teams offer an incomparable service which guarantees quality and responsiveness.

Q What can visitors to Aalco's stand expect to find on offer?

A The first thing you'll notice when visiting Aalco will be the excellence and professionalism of its team members. Aalco takes great pride in its people, who have unparalleled experience in providing a market leading supply chain for all stainless steels, aluminium and yellow metals. We are keen to connect with visitors and establish ourselves with their supply chain for years to come. In addition, visitors will learn about the responsive nature of Aalco as a supplier: every delegate will find one of our 18 UK based service centres only a short distance from wherever they are in the country.

ajt AJT Engineering specialises in the supply of engineering sub-contract services offering clients full turnkey solutions. Operating across a variety of sectors, AJT has the ability to deliver best in class solutions to the medium to heavy engineering sectors. Core activities include CNC machining, specialised welding, repair, assembly and testing.



Andy Rope, Sales Engineer, AJT Engineering Ltd

Q What can visitors to AJT Engineering's stand expect to find on offer?

A We will have our interactive touchscreen available where visitors can scroll through all of the specialised engineering services that we offer while getting to meet the team and discussing any requirements. We will also be running our promotional video, which highlights our ability to offer full turnkey engineering solutions. Visitors will be able to learn more about all of the engineering services we provide and our new Site Services business stream. We hope to give attendees a full overview of AJT.

ea technology EA Technology is a specialist in asset management solutions for operators of electrical assets. The company is committed to providing its customers with innovative products, services, consultancy and training which deliver tangible benefits for their businesses enabling them to create safer, stronger and smarter networks for today and the future.



Jason Butler, Key Account Director, EA Technology Ltd

Q What can visitors to EA Technology's stand expect to find on offer?

A An unparalleled level of expertise in the management of high voltage infrastructure, that can be deployed easily into your sites operational areas. We have demonstration equipment that you can handle and try. We also have a number of case studies to run through which clearly demonstrate how EA technology can provide you with a safer and more efficient network.

Spotlight on technology

Iqarus



THE IQARUS BESPOKE TRAINING CENTRE IN HEREFORD

Iqarus is a global provider of intelligent and integrated health solutions for demanding and complex environments. Building on a 40-year heritage in North Sea offshore healthcare, Iqarus supports customers across the energy, mining, construction, government and non-profit sectors.

Iqarus works closely with customers to ensure that their workforces are healthy, productive and safe even in the most challenging operating environments whether they are offshore, isolated from medical care or in unstable regions where compliance can be complex.

Its solutions range from providing multi-skilled medics and frontline healthcare to occupational health, environmental sciences and high quality medical supplies and training.

Simulating real life rescues

As a leading provider of healthcare services, Iqarus has designed, developed and managed a number of state-of-the-art training facilities.

Iqarus recently launched a facility in Hereford, the UK, which is home to a unique and spacious bespoke designed and built training centre with two classrooms and 8,000sq ft of training simulation rooms and scenes.

The centre includes a desert, jungle, woodland and Arctic environment rooms, collapsed building structures, two storey houses for rescue training, water rooms and Middle Eastern and European street simulations.

Get in touch

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Alongside this, there is a road traffic collision simulation area and command operations and control rooms to exercise staff who have a responsibility for co-workers when on-scene at an incident.

Overhead drones, state of the art cameras and two way intercom communications allow the user to be on-scene dealing with a casualty without an instructor over his/her shoulder.

The centre has a comprehensive selection and accreditation programme and holds a number of licences which it distributes to quality medical education companies throughout the world.

Complete training solutions

Embedded within the centre is a dedicated co-ordination management team ensuring effective and efficient tracking of students, certification requirements, audits and care throughout the training cycle and beyond.

Global reach

The company has the capacity to deliver courses anywhere in the world and can also offer bespoke training based on customer requirements, in numerous languages.

Any EIC members who wish to be profiled in this section please contact Edward White, EIC Editor and Communications Manager edward.white@the-eic.com

EIC training

Contracts: why they matter and how to use them to your advantage

Although contracts define all business relationships, their importance is often underestimated and misunderstood. Huge sums of money can be lost by failing to follow the provisions of a contract. Understanding contracts better is a key part of managing risk and working profitably. This course will help you to do that.

About this course

Contracts: why they matter and how to use them to your advantage

Tuesday 31 October 2017

Addleshaw Goddard LLP

Milton Gate, 60 Chiswell Street, London EC1Y 4AG

Understand what contracts are, their function, purpose and why they are important. Learn how to draft and structure valuable contracts while avoiding common pitfalls. Be aware of various contract types and how to use them to your advantage, maximise recovery while managing risk.

Suitable for

Directors, managers, engineers, sales professionals, finance personnel and anyone who wants a better understanding of contracts and how to use them to their advantage.

Topics covered

- Contract types
- Contract formation
- Drafting a contract
- Using best practice
- Common mistakes and how to avoid them
- Using the contract to manage risks and avoid disputes



Upcoming course

Bidding to Win: how to beat the competition without cutting prices

Thursday 16 November 2017

Rothera Group, EIC London

This course focuses on key concepts from careful evaluation and incorporation of customer requirements to successful management of the entire bid process. You will learn useful techniques to justify higher pricing and ensure your proposal beats your competitors.

Suitable for

Directors, managers, engineers, sales professionals, finance personnel and anyone involved with tendering or managing bid teams.

Topics covered

- Tender writing using a resource efficient structure
- Planning and managing your tender
- Incorporating and evaluating customer requirements (gain the competitive advantage)
- Using planning tools, compliance matrices and win themes
- Managing the bid production process
- Re-using material without compromising quality



Our training courses are also available in-house.

If you would like to find out more about our training programme please contact Emily Light at

Email training@the-eic.com · Phone +44 (0)20 7091 8611

The only O&M database to map all major UK energy assets across all sectors



- Fully interactive search for assets by location, sector and operator
- Use it on the move tablet friendly
- Unlimited access add as many colleagues as you like to your account
- Key contacts find out who to do business with
- Reliable information EICAssetMap is updated daily

See the EIC website for more information www.the-eic.com

VISIT US AT OFFSHORE EUROPE 2017



Middle East news

Regional update

It would appear that the local fall out between three of the Gulf states and Egypt with their neighbour, Qatar remains unsolved. A list of 13 demands was submitted to Qatar with a clear timeline for which a positive response is still awaited. Given the current geo-political climate that exists across the region, it would appear that this situation could well escalate in a number of ways. In the meantime, Qatar remains cut off from all transport links which must be having a negative effect on the business climate there. Please contact us if you want an update on the situation.



Another topic has sprung up that will no doubt have an effect on any member company who has operations in place, not only here, but across the GCC countries. It has been announced that from 1 January 2018, a form of value added tax will be introduced across the region with each member state of the GCC responsible for establishing its own separate national legislation.

Here in the UAE, businesses are being urged to register in plenty of time through an online portal that is expected to be available from October. Registration is not required for any business with an annual turnover not exceeding US\$50k, while for businesses with a turnover above US\$50k but not exceeding US\$100k, registration is voluntary. However, for any business with a turnover exceeding US\$100k, then registration is mandatory. To learn more about how this measure will affect your business, please keep a regular eye on the Ministry of Finance website <https://www.mof.gov.ae/En/budget/Pages/VATQuestions.aspx>

Finally, preparations have started on next year's EIC Connect Oil & Gas UAE. 17 April 2018 has been agreed as the date, so please make sure that this day is ring fenced in your diaries well in advance because based on our experiences of the last edition, we are confident that this will be another event that nobody can afford to miss.

Terry Willis, Director, Middle East, Africa & CIS
terry.willis@the-eic.com

Regional news

South Korea's GS Engineering wins US\$865m Takreer contract

GS Engineering & Construction (E&C) Company has been awarded an US\$865m order from Takreer, ADNOC's wholly-owned subsidiary, to repair the Ruwais refinery, about 250km west of the UAE's capital Abu Dhabi. A fire broke out at the 800,000 barrels per day refinery in January this year, destroying the gasoline and propylene production facilities and cutting the refinery capacity by half. GS E&C will restore the burnt sections of its oil-processing plant by early 2019.

Sterling & Wilson to build world's largest solar project

Indian contractor Sterling & Wilson has been awarded the engineering, procurement and construction (EPC) contract as well as the operation and maintenance services contract for the 1,177MW Sweihan photovoltaic solar plant in Abu Dhabi, set to be the world's largest once operational in 2019. The project forms part of the UAE's target for 50% of its energy to come from clean resources by 2050, of which 44% will come from renewable energy.



Forthcoming events
 Please go to page 16 to see upcoming events in your region



Register Today!
ME RoTIC 2017
 10th - 12th October - 2017 | Dubai, United Arab Emirates
 Middle East Rotating Machinery Technology and Innovation Conference & Showcase.
 "Achieving Asset Integrity & Reliability Excellence"
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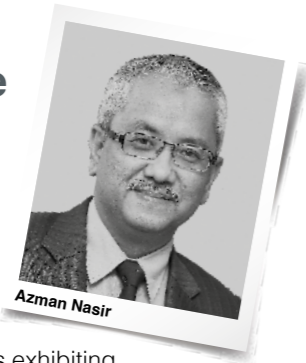
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Asia Pacific news



Regional update

Once again the EIC hosted the UK pavilion at this year's Oil and Gas Asia 2017 (OGA 2017), 11-13 July, which is one of the largest industry shows in the region. This year's edition benefited from seven EIC member companies exhibiting.



Azman Nasir

EIC Asia Pacific made the extra effort to seek one-to-one appointments on behalf of the EIC exhibitors with several of the local industry players. A breakfast session was also held on 12 July in our offices in Kuala Lumpur bringing together 30 key industry players to meet the EIC exhibitors – being part of an EIC hosted UK pavilion really does add a lot of value.

We organised the breakfast meeting with the recently formed Energy Committee of the British Malaysia Chamber of Commerce. Petrofac Malaysia's Country Head, Hanif Hashim, welcomed the participants and gave his views on the state of the industry followed by a presentation from EIC member company Sky Futures, detailing their experiences over the last three years setting up their business in Malaysia.

EIC Asia Pacific has launched EIC Oil & Gas Indonesia 2017, taking place on 1 November, which will see the EIC co-hosting this major event with Indonesia's oil and gas regulator, SKK MIGAS and the UK's Department of International Trade. A total of 200 companies are expected to participate in this event which will be officiated by Indonesia's Energy Minister HE Ignasius Jonan. Twenty-five major players from the Indonesian oil and gas industry including operators and contractors such as BP Indonesia, Chevron, CNOOC, Pertamina, Saipem Indonesia, Shell Indonesia and Total are expected to give short presentations on their respective supply chain requirements.

SKK MIGAS has also requested that five UK companies give a presentation on their respective oil and gas production enhancement technologies and operational efficiency improvements. EIC Asia Pacific is planning to feature DHL Energy, EM&I, Sky Futures, Tracerco and Veolia.

Sponsorship opportunities are still available for companies wishing to have their branding and visibility at this unique event. For further details please visit <https://www.the-eic.com/EventDetail.aspx?dateid=1834>

Azman Nasir, Head of Asia Pacific
azman.nasir@the-eic.com

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Regional news

Philippines plots new power plant sites

The Department of Energy (DOE) has identified locations for new power plants to achieve over 43,000MW of projected supply. The plants are expected to be built on a yearly basis, subject to the country's demand. The DOE has forecasted that about 12,000MW of the 43,000MW will be developed by 2022.



Vietnam and Saudi Arabia to co-operate on renewable projects

Vietnam's FECON Corporation and Saudi Arabia's ACWA Power have signed a memorandum of understanding for co-operation on the joint development of renewable energy projects in Vietnam. Under the agreement, the partners will study and evaluate potential wind and solar power projects in the country's southern and central regions.



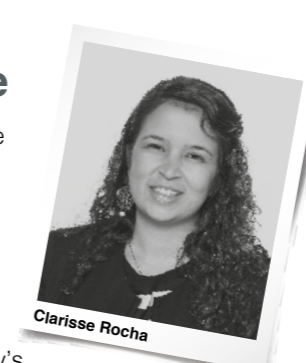
1 November • City Plaza P9 • Jakarta • Indonesia

South America news



Regional update

Last month TechnipFMC came to our Rio office. Presenting to a full house they talked about the opportunities on offer with the company. TechnipFMC's Procurement Office Director for South America Alan Buchi spoke about how the company's procurement procedure was re-structured in 2016 and what suppliers need to do to work with them.



Clarisse Rocha

Following on with the procurement theme, in order to do business with Petrobras, suppliers need to have the Petrobras certificate of registration (CRCC). The EIC offers a registration service to ensure that your company gets it right first time. Luanna Souza is our registration officer and would be happy to set up a call/meeting to explain more about this service and how we can help you tap into the lucrative opportunities on offer with Petrobras: luanna.souza@the-eic.com

Regional news

Brazil becomes Latin America's top oil producer

According to BP's latest statistical review, daily oil production in Brazil reached an average of 2.6m barrels per day (MMb/d) in 2016, surpassing the output of Mexico (2.45MMb/d) and Venezuela (2.41MMb/d). This trend is expected to continue into 2017, as official data shows that Brazilian oil production reached 2.53MMb/d in April, while Mexico and Venezuela produced 2.01MMb/d and 2.19MMb/d in the same month, respectively. Growth in Brazil is credited to the development of pre-salt fields in the Santos Basin.

On 25-28 September, Argentina Oil & Gas Expo 2017 takes place in Buenos Aires. ExxonMobil, Pan American Energy, Shell and Total are all confirmed as attending. The EIC's Rio team will also be there. Any EIC members who are participating, please let us know so that we can make sure you get the most out of the event.

If you need any assistance or advice in the region or for more information about upcoming events, please contact:

Clarisse Rocha, Head of Americas
clarisse.rocha@the-eic.com



Brazilian PNR sector to receive US\$167bn

The country could see up to US\$167bn invested in new generation capacity by 2040, according to an estimate by Bloomberg New Energy Finance. The country's installed capacity is expected to grow from the current 160GW to 338GW during that period. Brazilian power demand is expected to grow by 49% to 937TWh. Hydro, solar, wind and gas-fired power plants will provide the bulk of Brazil's capacity, according to the study.

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North and Central America news

Regional update

Mexico is in the spotlight, having completed its Round 2.1 licensing auction in June, resulting in the award of 10 out of 15 shallow water blocks available in the Mexican Gulf. The round saw global majors such as Eni, Shell, Total and Mexico's Pemex secure the rights to the exploration areas. Ecopetrol, Colombia's state-run oil firm, was also awarded a lease allowing the company to enter the Mexican market for the first time. Total investment in the awarded areas has the potential to reach US\$8.2bn if developments materialise, which could add an estimated 170,000 barrels of oil to Mexico's daily production.

To coincide with these developments we organised a visit to Mexico in June. We will also be hosting a Doing Business in Mexico regional showcase on 9 August for EIC members in the region to learn about Mexico's bidding processes, the outcomes thus far, the latest project updates and of course advice on how to do business across the oil and gas sector in Mexico. iPS Powerful People, McDermott de Mexico, Promexico, Wood Group and the UK Department for International Trade will all speak at the event.

Taking place in Houston on 3 October 2017, EIC Connect Oil & Gas USA includes one-to-one meetings with operators and contractors, a series of contractor briefings to outline pre-qualification processes and gaps within the supply chain, high-level conference sessions with NOCs, IOCs and EPCs to update delegates on market conditions and give advice, and a regional project update session to inform attendees on key market opportunities.

EIC Connect Oil & Gas USA will close with a Best of British networking reception, which is supported by the Department for International Trade and Scottish Enterprise. Exhibitor and delegate spaces are limited, so book early! www.the-eic.com/EICConnect/OilGasUSA.aspx

The EIC North and Central America office is situated in the heart of Houston's energy corridor, at the centre of global energy project decision making. We currently have three office suites available, as well as virtual and hot desk services. If you are interested in finding out more or booking a hot desk and/or conference facilities at the EIC North and Central America office in Houston, contact natalia.bueno@the-eic.com

**Amanda Duhon, Regional Manager,
North & Central America** amanda.duhon@the-eic.com

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Regional news

Trump's clean energy spending cuts rejected

The US House of Representatives Committee on Appropriations has curtailed US President Trump's proposed clean energy cuts. Though the budget for renewable energy programmes received an increase of US\$468m compared to the president's request, it is still US\$986m less than last year's allowance. Nuclear energy received nearly US\$1bn for research and development, almost US\$300m more than President Trump's initial proposal. Fossil fuels will receive US\$635m, only a US\$33m cut compared to the initially proposed US\$388m reduction.

Massachusetts speeds up offshore wind bids

In an attempt to make it easier for developers to qualify for the diminishing federal Investment Tax Credit, Massachusetts has shortened its offshore wind tendering schedule by three months. Final bids are now required by 20 December 2017. Winning bidders will be selected by next spring with off-take contracts executed by July 2018. Massachusetts is seeking to contract a minimum of 400MW in the first bidding round and 1.6GW by 2027.



Forthcoming Events

Please go to page 16 to see upcoming events in your region



EIC | CONNECT



Oil & Gas USA 2017

Regional and international market opportunities

3 October • Norris Conference Centers, Houston

Join our flagship event to:

- > Find out how major operators and contractors see future market conditions
- > Understand the goods and services required on capital oil, gas and nuclear projects
- > Learn how to pre-qualify as a vendor
- > Discover the region's new technologies and emerging sectors
- > Identify where the key projects are located and the easiest routes to market
- > Meet potential local partners from the North & Central America region



Exhibit
Stands are sold in 9sq m increments and include:

- > Two full delegate places
- > Shell scheme, furniture package and two spotlights
- > Opportunity to invite two key clients at a discounted price
- > First sight of one-to-one appointments
- > Web and print promotion



Sponsor
Highly visible sponsorship packages that include:

- > Two full delegate places
- > Primary logo opportunity in your sponsored area
- > 10% discount off an exhibition stand
- > First sight of one-to-one appointments
- > Web and print promotion



Attend
Delegate places include the following benefits:

- > Access to all areas of the event
- > Opportunity to book one-to-one appointments with buyers
- > Multiple networking opportunities with industry peers
- > Copies of the presentations after the event

Connecting global operators and contractors to UK companies since 2002

For more information: www.the-eic.com/eicconnect

OPEN TO ALL UK COMPANIES

Contact us



EIC Head Office and Southern Region

89 Albert Embankment
London
SE1 7TP
Tel +44 (0)20 7091 8600
Fax +44 (0)20 7091 8601
Email info@the-eic.com

EIC Northern Region

Unit 1, Business Village
Chapell Lane (South)
Wynyard Park
Teesside
TS22 5FG
Tel +44 (0)1642 379 973
Email teesside@the-eic.com

EIC Scotland

72 Carden Place
Aberdeen
AB10 1UL
Tel +44 (0)1224 626 006
Fax +44 (0)1224 637 393
Email aberdeen@the-eic.com

EIC Middle East

PO Box 54455
Office No 5WA 228
West Wing Building 5A
Dubai Airport Free Zone
Dubai
UAE
Tel +9714 299 3945
Fax +9714 299 3946
Email dubai@the-eic.com

EIC Asia Pacific

Lot 17-01
Level 17
Menara HLA
No 3 Jalan Kia Peng
50450 Kuala Lumpur
Malaysia
Tel +603 2725 3600
Email kualalumpur@the-eic.com

EIC North and Central America

Suite 925
11490 Westheimer
Houston
Texas
77077
Tel +1 713 783 1200
Fax +1 713 783 0067
Email houston@the-eic.com

EIC South America

Ed. Manhattan Tower
26th Floor
Avenida Rio Branco 89
20040-004
Rio de Janeiro - RJ
Brasil
Tel +55 21 3265 7400
Fax +55 21 3265 7410
Email rio@the-eic.com