

# 360°



مجموعة الشعيبي  
SHOAIBI GROUP

The Quarterly Newsletter of Shoabi Group

**Shoabi Group** to build Oil and Gas Park in Second Industrial City, Dammam

**Axens and GENTAS** to build Hydroprocessing Catalyst Manufacturing Plant in Saudi Arabia

**Emerson** appoints **Shoabi Group** for **Roxar** products distribution

**Shoabi Group** and **MIS** Build Gulf's Largest Column

**TECO Middle East** to launch region's first ever High and Medium Voltage Motor Manufacturing facility

VOLUME 2 - Issue 6 - June 2011

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[www.shoabigroup.com](http://www.shoabigroup.com)



## Shoaibi Group at the SPE- DGS Annual Technical Symposium & Exhibition

15-18 MAY - Al Khobar, SAUDI ARABIA - SEEF Exhibition Center

Shoaibi Group, made history with SPE-SAS by being the first ever Saudi Company to be one of the Diamond Sponsors of the event. This regional event was a true success, very well-attended and attracted more than 2,500 attendees.

Hosted and Organised by the Society of Petroleum Engineers, (Saudi Arabia Section), and the Dhahran Geosciences Society, themed under Fuelling the World: Tackling Upstream Challenges Safely, Reliably & Cost-Effectively; the event.

Shoaibi Group participated in the exhibition which coincided with the technical symposium showcasing new technology advancements and products respectively through the following selected partners: Continuous Nitrogen Services Arabia, Enventure, Strata Energy Services , and Roxar. We would like to thank our partners for participating in the Shoaibi Pavilion.

## Shoaibi Group to launch Oil and Gas Park In Dammam 2nd Industrial City

Following the purchase of 50,000 m2 of land Shoaibi Group, is constructing an Oil and Gas Park to cater to its partners.

The Shoaibi Group Oil and Gas park will give Shoaibi Group (JV) companies the opportunity to operate and work together in the park in order for them to utilize common facilities rather than having their own offices and expenditures. The park is designed to be a flexible as possible and will still meet all the modern H&S requirements set out OSHA 18001, as required when working for our major companies.

### In addition to the offices, the Park will include

- A single clear span warehouse for additional dry storage with a 1400m2 foot print.
- Open storage area will be around 12,000m2.
- A CHB perimeter fence 2400mm high with a 24/7 guard house.
- A drive through pressure test bay with 3 metres high concrete.
- A drive through wash bay.



Mr. Faisal Al Shoaibi, Shoaibi Group Director, receiving Appreciation Award from SPE President



From left to right: Mike Hudon, VP Strata Energy, Jason Skoreyko, Strata Energy, and Paul Cockerill, Shoaibi Group Oil and Gas Services Division Director



Saudi Aramco Sr. VP Amin Nasser, Fahed Al Amer, Shoaibi Group Oil and Gas Account Manager,





## Artificial Lift Company expands Its Great Yarmouth Operations in the UK

GREAT YARMOUTH, United Kingdom – June 22, 2011

### Artificial Lift Company Receives Growth Capital Investment From Lime Rock Partners

HOUSTON, June 6, 2011

The Artificial Lift Company (ALC), a provider of leading-edge rigless electric submersible pump (ESP) solutions to oil and gas operators worldwide, today announced it has received a growth capital investment from Lime Rock Partners, a global energy-focused private equity firm. Lime Rock Partners' investment in ALC will fund the company's commercial expansion and development of its ESP technology.

**"As Artificial Lift Co. embarks on installations of our groundbreaking rigless ESP solutions around the world, we are excited to have the financial resources to put new tools in the field quickly,"** said Alex Kosmala, CEO of ALC.

"The growth capital support of Lime Rock Partners and their investment partnership will help ALC to rapidly expand our business." Powered by ALC's proprietary motors, the company's rigless ESP solution is designed to avoid rig costs and deferred production while waiting for a rig. The technology allows for full bore access, for well intervention once an ESP is removed; and for live well deployment and retrieval. This ultimately lowers operating and power costs for operators. **"Lime Rock has been admiring ALC's technology for a number of years,"** said Saad Bargach, Managing Director of Lime Rock Partners and the nominated Chairman of ALC. **"The artificial lift segment will continue to be one of the strongest growing segments in the global oilfield service sector, and we are enthusiastic to be an investment partner with ALC as it brings its differentiated technology and exceptional customer service to a broader group of customers."**

ALC installed ESP systems in a harsh environment well in West Texas owned by ConocoPhillips. Cumulatively, the ESP systems have been running successfully for nearly two years.

ALC expands its premises in Great Yarmouth, which further consolidates its commitment to Norfolk and its operations in the United Kingdom. To further grow its global reach, ALC, which has an existing presence in the U.K., is investing in a new 5,500 square foot facility in the town. It is designed to accommodate increased manufacturing, assembly, repair and testing activities, along with supplying additional office space and support services. The new facility is located next to existing world-class well test and prototype test facilities ALC is expecting to generate up to 10 new posts over the next 12 months, bringing the workforce to more than 20. As part of its investment, new testing and assembly equipment will be installed that will further enhance the firm's capability and growing worldwide reputation as a leader in rigless ESP (electrical submersible pump) technology and services. Chief Executive Officer of ALC, Alex Kosmala and Mayor of Great Yarmouth, Barry Coleman, officially opened the new premises on Friday, June 17. Kosmala said, "Since ALC established itself in Great Yarmouth six years ago, the company has invested heavily in the research and development of our award-winning ESP technology. Great Yarmouth has been good for the business and we have benefited from a loyal, highly skilled and experienced workforce. ALC plans to continue to invest in the local community and economy as we grow our manufacturing, assembly, repair and testing activities.

### About ALC

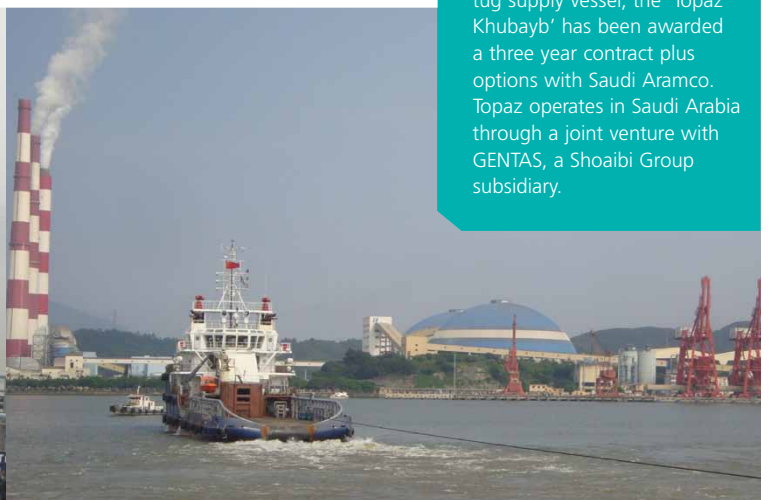
Artificial Lift Company is a leading artificial lift service company that develops and delivers innovative and cost effective artificial lift systems to the oil and gas industries. Founded in 2004 by Geoff Kimber-Smith and Phil Head, ALC is a leader in rigless ESP technology and services, providing reliable, practical, innovative, and cost-effective solutions to ESP operators worldwide. The aim of ALC is to provide RIGLESS solutions to artificial lift employing technically advanced motor and downhole electrical connection systems. ALC is based in the U.K., and is expanding rapidly with offices in Houston, Dubai, Bahrain, Kuala Lumpur and deployment facilities in Anchorage, Alaska.

**To learn more, please visit [www.alcesp.com](http://www.alcesp.com)**



#### June 2011

In the Arabian Gulf, the newly built anchor-handling tug supply vessel, the 'Topaz Khubayb' has been awarded a three year contract plus options with Saudi Aramco. Topaz operates in Saudi Arabia through a joint venture with GENTAS, a Shoaibi Group subsidiary.





## Teco Middle East launches first ever High & Medium Voltage Motor Manufacturing Facility in the Middle East and North Africa.

Teco Middle East, a joint venture established in 2008, between Teco International of Taiwan, Al-Quraishi Electrical, Services Of Saudi Arabia (AQESA), and the Shoaibi Group have launched the first Medium & High Voltage Electric Motors Manufacturing & Servicing facility in the Middle East & North Africa (MENA).

The 34,000 sqm, manufacturing facility located in Dammam, 2nd Industrial City will manufacture Medium & High Voltage induction motors up to 13,000 HP, and will include a high voltage testing facility. The facility will also supply world class coils that is insulated by TECO-Westinghouse Thermalastic Epoxy Insulation. It will also include a Service Department repair shop for all types of motors. TME production range will be 200 - 13000 hp, with a full capacity of 400-600 units per year. The motors design, manufacturing process, quality control procedure, and the technology are all licensed by its international counterparts, TECO Taiwan, and USA.



## Axens and GENTAS to Build Hydroprocessing Catalyst Manufacturing Plant in Saudi Arabia

Paris, France - June 2011

Axens and GENTAS of the Shoaibi Group, have signed a Letter of Intent to build a world scale hydroprocessing catalyst production plant in Saudi Arabia. The plant will be designed to produce latest generation catalysts able to satisfy customer needs for the production of clean fuels that meet the most stringent environmental specifications.

This plant will serve the local market but will also support the global supply chain of Axens in the field of hydroprocessing catalysts.

**"We are excited to invest in a region with one of the highest growths in refining and petrochemicals capacities and move closer to our clients in order to better serve them"** - said Jean Sentenac Chairman and CEO of Axens.

Khalid Suhayl Al Shoaibi, GENTAS, Chairman & CEO said, **"We are extremely pleased in entering into this manufacturing joint venture with Axens, as it further re-instates our commitment to enhancing Saudi Arabia's local content and its petrochemical, manufacturing capabilities"**.

Axens



Axens, is an international provider of advanced technologies, catalysts, adsorbent and services, with a global reputation for basic engineering design excellence. The main scope of Axens' business is focused on the conversion of oil, coal, natural gas and biomass to clean fuels as well as production and purification of major petrochemical intermediates. Axens' global offer is based on: highly trained human resources, modern production facilities and extensive commercial feedback from plants using our processes and catalysts all around the world.  
[www.axens.net](http://www.axens.net)



## MIS ARABIA delivers massive columns for Saudi Aramco-Total's new refinery in Al Jubail

June, 2011

Maritime Industrial Services Arabia Co. Ltd. (MIS ARABIA), a Shoaibi Group joint venture Co, located in Jubail Industrial City, Dammam, Saudi Arabia, announces the delivery of several oil and gas processing columns by MIS ARABIA to its long-time customers Tecnicas Reunidas, Samsung, Technip Italy & Chiyoda-Samsung JV.

The columns will be delivered to Saudi Aramco Total Refining & Petrochemical Co. (SATORP, a joint venture between Saudi Aramco & TOTAL) and will be used in Saudi Aramco's Jubail Export Refinery Project in Al Jubail, KSA. When completed, it is set to be one of the world's most advanced refineries for processing Arabian heavy crude. The project scope entailed the detailed design, manufacture and testing of 9 large scale columns. Each equipment is made out of carbon steel with clad sections of various metallurgies and designed as per ASME standard requirements.

MIS Arabia, with its proximity to Saudi Aramco Jubail refinery, has recently established itself as a specialised contractor for large scale petrochemical vessels and columns building on its expertise and excellent track record in the region.

"While this equipment is one of the largest to be manufactured in the GCC, it's only a prelude to a large-scale roll-out by MIS Arabia this summer, including one of the largest and heaviest columns ever to be built in this part of the world measuring 95 metres in length and almost 1500 MT in weight," commented Mr. Mazen Shaat, CEO & General Manager of MIS Arabia. "This accomplishment would not have been possible without the trust and cooperation of our long-term customers, Tecnicas Reunidas, Samsung, Technip Italy & Chiyoda-Samsung JV."

### MIS Arabia (MISA)

Maritime Industrial Services Arabia Co. Ltd (MIS Arabia) is a joint venture between Al-Yusr Townsend & Bottum Co. Ltd. (AYTB), Shoaibi Contracting Est. (Shoaibi Group) and Maritime Industrial Services Company Inc. (MIS) UAE, launched in 2001. Since its inception, MIS Arabia has provided a wide range of fabrication and contracting services to the energy sector in the Kingdom with particular focus on three areas of scope: (1) Fabrication of Oil, gas and petrochemical processing equipment, (2) Site Installation, construction and commissioning and (3) Professional, technical and operational services. In 2001, MIS Arabia reopened its fabrication facilities in Jubail Industrial City in the Kingdom of Saudi Arabia. Today with a total land area of 88,000m<sup>2</sup> and a covered fabrication shop of 4,000 m<sup>2</sup> and expansion plans already underway, MIS Arabia has seen a high level of growth in a relatively short period working with some of the leading energy companies both regionally and internationally. MIS Arabia, today, is an approved and one of the most preferred high end process equipment supplier to the leading Oil & Gas and Petrochemical companies in KSA.

[www.misarabia.com.sa](http://www.misarabia.com.sa)



### MIS Arabia on TV !

MIS Arabia featured in CNN Marketplace Middle East



For Full Report Visit :

<http://edition.cnn.com/video/#/video/international/2011/06/24/mme.b.saudi.arabia.jobs.cnn>

## Shoaibi Group signs exclusive distribution agreement with Emerson Process Management

June, 2011 AL Khobar KSA

Emerson-owned Roxar's innovative products to benefit the Kingdom's oil and gas industry through cost-effective reservoir management and production optimization



Shoaibi Group, the commercial, technical and market experts in Saudi Arabia's oil and gas industry have signed an exclusive distribution agreement with Emerson Process Management, a wholly-owned Emerson company, to offer a complete line of multi-phase flow meters and products for reservoir management and production optimization in the Kingdom of Saudi Arabia. The agreement complements the Shoaibi Group's existing rights for distributing Roxar's reservoir management software in the Kingdom. An Emerson Process Management-owned company, Roxar's complete line of products includes instrumentation for topside, subsea and downhole monitoring, high temperature reservoir monitoring, multiphase metering, sand erosion sensors and oil in water monitoring and corrocean detection.

### About ROXAR

RRoxar (Oslo Børs: ROX) is a leading international technology solutions provider to the upstream oil and gas industry. The company creates value for its customers through innovative products and services that help achieve maximum performance from oil and gas reservoirs.

[www.roxar.com](http://www.roxar.com)

### About EMERSON Process Management

Emerson Process Management, an Emerson business, is a leader in helping businesses automate their production, processing and distribution in the oil and gas, chemical, refining, pulp and paper, power, water and wastewater treatment, mining and metals, food and beverage, pharmaceutical and other industries. The company combines superior products and technology with industry-specific engineering, consulting, project management and maintenance services. Its brands include PlantWeb®, Fisher®, Rosemount®, Micro Motion®, Daniel®, DeltaV™, Ovation®, and AMS® Suite.

[www.emersonprocess.com](http://www.emersonprocess.com)

### About EMERSON

Emerson (NYSE:EMR), based in St. Louis, Missouri (USA), is a global leader in bringing technology and engineering together to provide innovative solutions to customers through its network power, process management, industrial automation, climate technologies, and appliance and tools businesses. Sales in fiscal 2008 were \$24.8 billion and Emerson is ranked 94th on the Fortune 500 list of America's largest companies. For more information, visit [www.Emerson.com](http://www.Emerson.com).

PlantWeb, Fisher, Rosemount, Micro Motion, Daniel, DeltaV, Ovation, and AMS are marks owned by one of the Emerson Process Management legal entities. Other marks are property of their respective owners.

[www.emerson.com](http://www.emerson.com)

Khalid Al Shoaibi, Group Director commented, **"We are pleased to have been appointed by Emerson as the exclusive distributors of Roxar's full range of products in the Kingdom of Saudi Arabia. Combined with our existing portfolio of reservoir management software, this will no doubt position us as the ultimate solutions provider for reservoir management and production optimization in the region."**

John Currie, Vice President Roxar from Emerson Middle East & Africa said, **"With rising production costs and growing demand, the global oil and gas industry is faced with the challenge of not only producing cost-effectively but also prolonging reservoir productivity and ensuring revenue growth. Emerson's Roxar products not only assist in production optimization, and improved decision making, but also help operators to maximise reservoir performance. Considering Shoaibi Group's strong market knowledge and presence in Saudi Arabia, and in depth knowledge of the oil and gas industry, we are confident of the success of this partnership and the business growth it will bring."**

## Shoaibi Group partner with Strata Energy Services to provide integrated performance drilling services

April, 26th, 2011 - Al, Khobar, KSA

Strata Energy Services Inc, the leading oilfield services provider headquartered in Alberta, Canada have signed a joint venture agreement with the Shoaibi Group to provide integrated performance drilling services in the Kingdom of Saudi Arabia (KSA), and its territorial waters.

The joint venture company Strata Energy Services Saudi Arabia Limited (SESSAL) will be headquartered in Al Khobar, Saudi Arabia, and plans to offer fully integrated oilfield services and with a special focus on Underbalanced Drilling and Managed Pressure Drilling. The joint venture will also offer the complete line of patented Rotating Flow Diverters (RFD) for all drilling applications, Surface Recovery and Separation, Light Snubbing services, Well Design and project management as well as any additional equipment required to perform the same.

Performance Drilling is the application of modern drilling techniques used in difficult operational situations where traditional drilling techniques could be prohibitively costly - either in terms of upfront costs, lost time (NPT) or in terms of lost production due to formation or wellbore damage.

Underbalanced Drilling and Managed Pressure Drilling are alternative methods of drilling, where the wellbore pressure is maintained at equilibrium to or lower than the formation while drilling, can result in reduced overall drilling costs, and increased ultimate oil recovery. Underbalanced Drilling or Managed Pressure Drilling also mitigates or eliminates the risk of formation damage, but also enables oilfield operators to overcome several common drilling problems like lost circulation or differential sticking. These techniques can even allow operators to evaluate the oil reservoir while drilling.

## About Strata Energy Services

Strata Energy Services aim to assist clients to maximize asset value and increase efficiency through the technology of Performance Drilling. We are a fully integrated provider of oilfield services with a special focus on Managed Pressure and Underbalanced Drilling. Based in Alberta, Strata Energy is a global contractor of choice for oilfield services.

We have pooled our knowledge of oilfield services to develop equipment that holds many advantages over the competition. We are successful thanks to our exceptional people, innovative product lines, and strong client relationships.

Through the combined experience of our management and project management team, we have been involved in over 500 wells drilled underbalanced. This gives us the know-how to continually add new products and improve existing ones. It is this integration of knowledge and experience that allows Strata Energy to be a leading oilfield service provider.

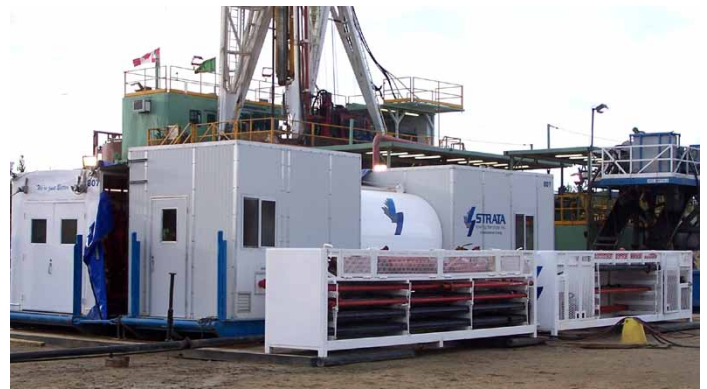
[www.strataenergy.net](http://www.strataenergy.net)



Faisal Al Shoaibi, Shoaibi Group Director said, **"With Strata Energy's reservoir optimization technologies and skills combined with Shoaibi Group's regional market expertise, I am confident that SESSAL will capture the fast growing demand for Enhanced Oil Recovery (EOR) technologies in KSA, and expand its business in due time across to Bahrain and Algeria."**

Ken Travis, Chief Executive Officer, Strata Energy Services Inc. said, **"We see the Shoaibi Group as exceptional partner for the region and recognize this partnership as being instrumental in establishing our service offering with the KSA. In addition to strong market knowledge and relationships, the Shoaibi Group brings a strong portfolio of companies with synergistic value that will help ensure success for all."**

Paul Cockerill, Oil & Gas Services Director Shoaibi Group, added, **"Strata Energy Services is an exceptional addition to Shoaibi Group's growing upstream portfolio. SESSAL perfectly complements existing technologies within the Group, which in turn facilitates a long term strategy of offering integrated services to our customers and allows Shoaibi Group and our Partners to compete with conventional service companies"**



## Shoaibi Group secures major POs from Saudi Aramco

The group's Trading Director Nidal Al Bargawi stated: **"These orders confirm the leading position achieved by Shoaibi Group at Saudi Aramco and maintains the successful long standing relationship of our Group with our various strategic principals".**



## Saudi Commercial Import Co. Limited

Saudi Commercial Import Company limited has been awarded by Saudi Aramco an important order for the supply of high pressure wellhead material to fulfill the new urgent drilling requirements of Saudi Aramco. The awarded order consist of 19 items including various sizes of Khuff Spools, Khuff Hangers, Khuff Bonnets and Lower Master valves, 10K Gate Valves, and wellhead accessories.



Tubular technologies. Innovative services.



## General Technology & Systems Co (GENTAS)

GENTAS has secured a massive P.O. from Saudi Aramco for the supply of 36,788 tons of OCTG items which includes 5 1/2 20lb TSH 3SB Casing , 9 5/8" 53.5lb TSH 3SB Casing, 13 3/8" 72lb TSH 3SB Casing and 13 3/8" 86lb TSH 3SB Casing. This is one of the largest P.Os Gentas has secured in its history of supply to Saudi Aramco. The group's Trading Director Nidal Al Bargawi stated: **"This is another definitive accomplishment for Gentas / Tenaris in Saudi market this year. This major P.O. demonstrates the success of Gentas to maintain its position as the leading supplier for high end OCTG items for Aramco".**



SCICL  
The Saudi Commercial Import Corporation

## Saudi Commercial Import Co Limited (SCICL)

has been awarded by Saudi Aramco a purchase order for the supply of Clamp Connectors for Manifa Gas Project.

## Saudi Commercial Import Co Limited (SCICL)

has been awarded by Saudi Aramco a purchase order for the supply of Physical Acoustics Valve Leak detection System for Southern Area.



## Saudi Commercial Import Co. Limited Corrosion - Roxar Flew Measurement

Saudi Commercial Import Company limited has been awarded by Saudi Aramco a purchase order for the supply of Corrosion Monitoring system for Manifa upstream pipeline project from Petrojet Saudi Arabia. The group's Trading Director Nidal Al Bargawi stated: **"We are excited to receive this first purchase order for the supply of Corrosion Srl products after the recent association of SCICL with Roxar in the Saudi Market"**

## Saud PetrolValves Co. Ltd.

Has been awarded three major POs by MARAFIQ for the supply of valve spare parts. The parts will be manufactured by its manufacturing facility in Italy. Saudi PetrolValves, a joint venture company owned by Shoaibi Group and PetrolValves S. r. l. – Italy located in Dammam Second Industrial City, is an ISO 9001: 2008 certified and Saudi ARAMCO approved Valve Hydrotesting & Repairing facility. Saudi PetrolValves also supplies spare parts for valves, supplied by PetrolValves Srl, Italy, to its various clients in the region.

## Saudi Arabia office new team members



**Martin Birch**

**Property Manager - Oil and Gas Services**

Martin joined the Oil and Gas Department in May as Property Manager, having successfully completed the construction of the Teco Middle East (TME) 32,000 sqm facility in 2nd Industrial City, Dammam, Martin brings with him 25 years of construction experience, from the UK, working on the full range of commercial construction projects, from Demolition, New build, Refurbishment and Structural alterations valued from \$500,000 to \$50 million. He holds IOSH and NEBOSH H&S management qualifications, and is registered as a Construction Design Management Co-ordinator (Cdm-c) with the Approved Project Safety Council (APS) in the UK.

### Ali Al- Wuhaib

**Field Expediter - Trading Operations**

### Stephane Walid

**Commercial Manager - Trading Operations**



**Christian George**

**Director - Corporate Development**

Christian joined the Group in April and is responsible for the Group's Planning, Commercial Negotiating and Operational Implementation of Mergers, Acquisitions, Joint Ventures and Private Equity Investments. Christian started his career in the United Kingdom, as a Chartered Accountant with KPMG specialising in the audit of FTSE companies within the Financial Services sector. Thereafter, he has held senior financial roles, primarily within the London Banking and Insurance markets, and was the Global Head of Strategic Cost Management at HSBC where he was responsible for all aspects of its US \$36 million cost base. Prior to joining the Shoaibi Group, he was Group Chief Financial Officer of the Al-Suwaidi Group of Companies in Saudi Arabia. Christian holds a BA (Hons) in Accounting & Finance from Kingston University, UK.



## Happy 60th!

### Van Randazzo

FMC Technologies, Country Manager Saudi Arabia and Bahrain celebrates his 60th birthday with the SG Trading Operations team

## Promotions

What do you think is the main factor contributing to your promotion?



**Mae Chami**

**Promoted to Corporate Communications Director**

Mae Chami said: **"Always be pro-active, trustworthy, professional, and deliver more than what is required".**



**Fahed Al Amer**

**Promoted to Account Manager, Oil and Gas Services**

Fahed Al Amer said: **"By working with a cooperative team and by focusing on your targets till they have been achieved."**



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SHOAIBI GROUP

## Your feedback is valuable to us!

Thank you to all markets, and partners for your input and valuable news that was contributed to this issue of our newsletter. We look forward to your comments suggestions and articles for the next issue.

Tell us what you think of this issue of the Newsletter.

All ideas, criticism and of course praise are welcomed.

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