



EIC Trade Delegation to Venezuela



24 Nov 2013 - 29 Nov 2013

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EIC Trade Delegation to Venezuela

DELEGATION STATEMENT

The aim of the delegation is to strengthen existing and establish new, business relationships between the United Kingdom and Venezuela.

The key objectives of the Overseas Delegation are:

- To understand the dynamics of the oil and gas industry of Venezuela.
- Gain further understanding of the potential business opportunities relating to the Venezuelan oil and gas industries.
- To foster and strengthen relationships between operators, contractors and suppliers operating in Venezuela.
- To meet local companies in order to gain an understanding of the local business culture and possibly seek business tie-ups.
- To seek out specific project opportunities and advice on pre-qualification procedures.

Withdrawn 17 May 2019



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Contact on the delegation

Clarisse Rocha, Regional Manager
– EIC South America

The EIC is the leading trade association for UK companies that supply capital goods and services to the Energy Industry worldwide.

Established in 1943, with offices in London, Billingham, Aberdeen, Houston, Rio de Janeiro, Singapore, Dubai and Beijing, the EIC works to provide member companies with the tools capable of identifying and seizing business opportunities worldwide. The EIC membership consists of operators, contractors and suppliers, across all areas of the energy sector and who make a significant contribution to the UK economy, employing in aggregate around 1 million and generating £100 billion in revenues from their UK operations. The sectors covered are Oil & Gas, Subsea, Petrochemical, Power Generation, Transmission and Distribution, Nuclear, Renewables, LNG, and Pipelines.

The EIC provides a range of products and services for its members which include:

EIC DataStream

Unparalleled business intelligence is available to members via our unique projects database. Extensive indepth information on approximately 9000 projects across the energy sector also includes contact names and telephone numbers of key personnel. The database is fully searchable and includes features such as: exporting, pdf reports, email alerts on members' favourite projects, graphical analysis and geographical analysis.

EIC Connect

Award winning EIC Connect is a unique programme of events with speakers from operators and contractors worldwide.

Two events annually in dedicated sectors of the industry provide an opportunity to engage with global players.



[TRANSLATION NEEDED]

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Contact on the delegation

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EIC es la asociación comercial líder de las empresas del Reino Unido que suministran bienes y servicios a la industria energética mundial.

Fundada en 1943, actualmente tiene oficinas en Londres, Billingham, Aberdeen, Houston, Rio de Janeiro, Singapur y Dubái. Su trabajo consiste en brindar a las empresas afiliadas la información que les permita identificar y maximizar las oportunidades de negocio en todo el mundo. El grupo de empresas afiliadas a EIC está compuesto por operadores, contratistas y proveedores de todas las áreas del sector energético, los cuales contribuyen significativamente a la economía del Reino Unido, empleando, en su conjunto, alrededor de un millón de personas y generando £120 millones en ingresos como resultado de las operaciones en el Reino Unido. EIC cubre los siguientes sectores: petróleo y gas, trabajos submarinos, sector petroquímico, generación, transmisión y distribución de energía nuclear, energías renovables, GNL y gasoductos.

EIC proporciona a sus afiliados una variedad de productos y servicios que incluyen:

EIC DataStream

A través de nuestra base de datos unificada de proyectos, nuestros afiliados tienen a su disposición una inteligencia empresarial inigualable. La base cuenta con información exhaustiva de aproximadamente 9.000 proyectos del sector energético, incluyendo los nombres y teléfonos de contacto de individuos clave. Esta base de datos permite realizar búsquedas sin restricciones e incluye funciones como: exportación de datos, informes en PDF, alertas por correo electrónico sobre los proyectos favoritos de los clientes, además de análisis gráfico y análisis geográfico.

EIC Connect

EIC Connect es un programa de eventos premiado y excepcional en el que participan ponentes de operadores y contratistas de todo el mundo. Se realizan dos eventos al año enfocados en sectores determinados de la industria, los cuales brindan la oportunidad a los asistentes de establecer contacto con agentes de la escena mundial.

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EIC Sector-Based Forums

Regular sector based meetings for EIC members to discuss developments in: Power; Renewables; Upstream (incorporating Subsea and Exploration & Production/Pipelines); Gas Treatment, Processing & Storage; Refining & Petrochemicals and Carbon Capture & Storage.

EIC Business Presentations

Each of our three UK regional and five overseas offices arranges a rolling programme of meetings to allow members to gain valuable information and contacts on: specific projects, working with operators and contractors (established and new), and global opportunities in international markets.

EIC Office Facilities

The EIC's 3 UK offices (London, Millingham, Aberdeen) have hot desk, wifi, printing and conference facilities available to members.

EIC Overseas Exhibitions

The EIC manages UK pavilions at key energy related exhibitions across the world, providing companies with a unique international platform to expand their business base.

EIC Overseas Delegations

Overseas delegations provide invaluable opportunities for companies to assess markets and secure vital contacts.

EIC Training

EIC Training consists of Technical Workshops, Industry Overviews, Business & Management Courses and Health, Safety and Environment Training all provided at highly competitive rates.

EIC Global

The EIC offers a network of overseas offices, providing regional intelligence and a range of services to members in Dubai, Singapore, Beijing, Houston and Rio de Janeiro.

EIC Publications

Members and key industry personnel are kept up to date via EICOnline (weekly), and the EIC Monthly News, not only keeping members informed but also providing them with a marketing platform. Energy Focus (bi-annual), is dedicated to actively promoting the views and addressing the interests of EIC members. Each of our UK and overseas offices also produce a monthly email Newsbrief containing industry news.

EIC Procurement Guide

Provides comprehensive contact information on the UK energy sector supply chain, available both in hard copy and online at www.the-ic.com/procurementguide



Foros de EIC por sector

Regularmente, se realizan reuniones con los afiliados de EIC por sector, con el fin de discutir los desarrollos en: energía, energías renovables, exploración y producción (abarcando la exploración y trabajos submarinos; producción y gaseoductos), tratamiento de gases, refinó y petroquímica, además de captura y almacenamiento de carbono.

Presentación de negocios de EIC

Cada una de nuestras tres oficinas regionales en el Reino Unido, al igual que cada una de las cinco oficinas en el extranjero, tiene la tarea de organizar un programa permanente de reuniones que permitan a los afiliados adquirir información valiosa y contactos relacionados a proyectos específicos, al trabajo con operadores y contratistas (nuevos y consolidados) y sobre oportunidades globales en los mercados internacionales.

Oficinas de EIC

Las tres oficinas de EIC en el Reino Unido (Londres, Billingham, Aberdeen) ofrecen a los afiliados escritorios de uso compartido, WiFi e instalaciones para reuniones y conferencias.

EIC presencia de EIC en exposiciones internacionales. EIC presenta los pabellones del Reino Unido en todas las exposiciones del área energética por todo el mundo. De esta forma, proporciona a las empresas una plataforma internacional excepcional para expandir su base comercial.

Visita a otros países de delegaciones de EIC

Este tipo de visitas proporciona a las empresas una oportunidad valiosa para analizar los mercados y afianzar contactos vitales.

Capacitación ofrecida por EIC

IEC ofrece, a precios competitivos, capacitación, talleres técnicos, panorámica de la industria, cursos de gestión empresarial, además de capacitación en salud, seguridad y medio ambiente.

EIC en el mundo

EIC ofrece una red de oficinas en el mundo, proporcionando inteligencia a nivel regional en una variedad de servicios, sedes en Dubái, Singapur, Houston y Río de Janeiro.

Publicaciones de EIC

Los afiliados y personas claves de la industria pueden mantenerse actualizados por medio de EIC Online (publicación semanal) y EIC Monthly News (publicación mensual). Estas publicaciones, además de informar proporcionan a los afiliados una plataforma de marketing. EIC también realiza la publicación semestral Energy Focus que está dedicada a promover activamente los puntos de vista de sus afiliados, además de abordar sus intereses. Cada una de nuestras oficinas, tanto nacionales como internacionales, produce un boletín electrónico mensual con las noticias de la industria.

Guías de EIC en materia de contratación pública

Estas guías contienen información de contacto amplia sobre la cadena de suministro del sector energético del Reino Unido. Está disponible tanto en formato impreso como online en la siguiente dirección: www.the-eic.com/procurementguide. EIC Connect es un programa de eventos premiado y excepcional en el que participan ponentes de operadores y contratistas de todo el mundo.

Se realizan dos eventos al año enfocados en sectores determinados de la industria, los cuales brindan la oportunidad a los asistentes de establecer contacto con agentes de la escena mundial.



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UK Trade & Investment is the UK government organisation that helps UK-based companies succeed in the global economy. We also help overseas companies bring their high quality investment to the UK's dynamic economy – acknowledged as Europe's best place from which to succeed in global business.

UK Trade & Investment offers expertise and connects through its extensive network of specialists in the UK, and in British embassies and other diplomatic offices around the world. We provide companies with the tools they require to be competitive on the world stage.

The UKTI team in Venezuela has 4 staff and specialises in helping UK companies

explore and develop opportunities in the oil & gas, power, healthcare, pharmaceutical, security and food and drink sectors. We also work closely with British companies invested in Venezuela to develop and support their business interests in market.

For further information please visit www.ukti.gov.uk or contact the Commercial team in Caracas.



**UK Trade & Investment
– Venezuela**

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UK Trade & Investment es la oficina de gobierno que ayuda a las empresas británicas a tener éxito en la economía global. También apoyamos a las empresas extranjeras a llevar inversiones de calidad al Reino Unido, que es considerado como el mejor lugar para tener éxito en los negocios globales.

UK Trade & Investment ofrece su experiencia y conocimientos a través de su extensa red de especialistas en el Reino Unido, en las Embajadas Británicas y en otras oficinas diplomáticas alrededor del mundo.

Proporcionamos a las empresas las herramientas que requieren para ser competitivas en el escenario mundial.

El equipo de UKTI en Venezuela cuenta con 4 miembros especializados en asistir a las empresas británicas a explorar el mercado y desarrollar oportunidades en los sectores de petróleo y gas, electricidad, salud, farmacéutico, seguridad, alimentos y bebidas. También, el equipo de UKTI, trabaja muy de cerca con las empresas británicas establecidas en Venezuela con el objeto de desarrollar y proteger sus intereses en el mercado.

Para mayor información, visite por favor www.ukti.gov.uk o contacte al equipo Comercial en Venezuela.

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Aggreko



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Delegate contact details:

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Mr Thomas Caldwell, Managing Director Americas Power Projects

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Aggreko is the global leader in the supply of temporary power solutions to companies in the Electric Utilities sectors Oil & Gas and Mining. With over 50 years of experience, more than 190 locations worldwide including 46 locations in South America and the largest generator rental fleet, Aggreko provides power solutions that are flexible, scalable, and highly reliable.

Aggreko offers full-scale multi-megawatt power applications that allow the installation of an interim power plant in a matter of weeks based on specific customer requirements. From the initial assessment, engineering and design to commissioning, operations and site maintenance, Aggreko provides complete

turnkey solutions to support power needs from start to finish.

Aggreko has the equipment, expertise and 24/7/365 service teams to offer a power solution that is cost-effective and tailored to keep operations moving anywhere in the world.

Local contact details:

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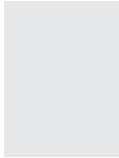
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Brush Electrical Machines Ltd



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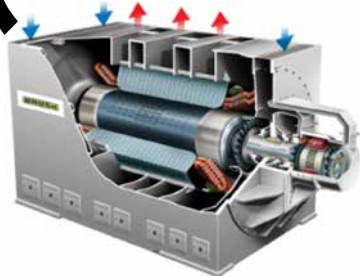
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BRUSH is the largest independent manufacturer of turbogenerators in the world, combining the resources of three major manufacturers of generators for gas turbine and steam turbine drive

With manufacturing plants in the UK, the Netherlands and the Czech Republic, and customers from across the world, BRUSH Turbogenerators is a truly global presence. Each of these three plants has been designated as a Centre of Excellence for the design and manufacture of high voltage generators, synchronous motors and power management systems.



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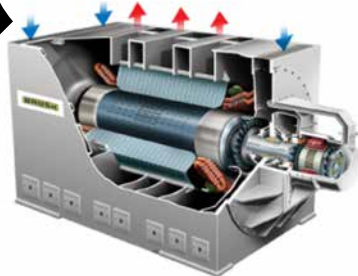
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Cummins



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Cummins Inc., a global power leader, is a corporation of complementary business units that design, manufacture, distribute and service engines and related technologies.

Cummins serves customers in approximately 190 countries with more than 600 distributor locations and approximately 3,000 dealer locations.

Among other manufacturing facilities around the World, Cummins has wholly owned manufacturing engine plants in Brazil (Guarulhos) and UK (Derby) where engines for Oil & Gas service equipment are manufactured.

Cummins earned \$1.66 billion on reported sales of \$17.3 billion in 2012, over approx. 1 million engines built.

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Cummins



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A Cummins Inc., líder mundial em energia, é uma corporação de unidades de negócios complementares que projeta, fabrica, distribui e presta serviços relacionados a motores e tecnologias acessórias.

A Cummins atende clientes em aproximadamente 190 países, com mais de 600 pontos de distribuição e aproximadamente 6.500 revendedores.

Entre muitas outras localidades pelo mundo, a Cummins possui e opera fábricas de motores 100% próprios no Brasil (Guarulhos) e no Reino Unido (Daventry), onde são fabricados motores para equipamentos de serviços de petróleo e gás.

A Cummins faturou 1,66 bilhões de dólares nas vendas de US\$17,3 bilhões reportadas em 2012 sobre aproximadamente 1 milhão de motores construídos.

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Derricks Services (UK) Limited – DSL



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Derrick Services (DSL) - supports the Upstream Sector of the Industry, Worldwide, for all services associated with offshore and onshore drilling structures. Including, but not limited to, design & manufacture, construction, upgrade, repair, re-certification, inspection, assembly and modification, most of which is delivered from in-house resources.

The success of DSL is based on a strong work ethic and our ability to retain and build on our relationships with our customers through Engineering Integrity, Quality of Product & Service, Supply of Positive and Productive Offshore Site Personnel, Safety of Our Operations, Speed of Response and Flexibility. In support of this philosophy we have a strong and experienced management team with a wealth of knowledge and experience that goes back over 30 years.

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DSL es un especialista en estructuras de perforación. Proporciona una variedad de productos y servicios para la industria del petróleo y el gas a nivel mundial. Estos productos y servicios van desde la fabricación general, la gestión de ingeniería de proyectos, servicios de construcción en tierra y mar, hasta el suministro de estructuras de perforación, remodelaciones de plataformas petroleras y servicios de inspección.

El éxito de DSL se basa en una ética de trabajo sólida y un sentido de prioridad para retener y construir relaciones con nuestros clientes por medio de la integridad en la ingeniería, calidad de los productos y servicios, suministro de personal positivo y productivo para las labores en tierra y alta mar, seguridad de nuestras operaciones, rapidez de respuesta y flexibilidad.

El sistema de administración de la empresa ha logrado una variedad de calificaciones y acreditaciones, las cuales reflejan la integridad de nuestro negocio y permiten que usted tenga la confianza de que está trabajando con una empresa de confianza que puede entregarle lo que sus especificaciones exijan.

Las acreditaciones incluyen API 4F y 8C, ISO 9001:2000, API Q1, IRATA y OPITO

Detalles de la oficina local:
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Established in 1969, Gardline Marine Sciences Ltd offers its clients technical expertise across a range of offshore survey services.

Gardline owns and operates one of the world's largest fleets of fully integrated and permanently mobilised survey vessels and is able to undertake a wide range of integrated survey tasks, globally. Gardline's personnel are well versed in the safe acquisition, processing and interpretation of survey data across the fields of hydrography, marine geophysics and geotechnics, and environmental science.

Gardline vessels provide the ideal platform to undertake site investigation and exploration seismic surveys. The typical vessel package is configured specifically to undertake integrated surveys from a single vessel mobilisation.

Typical applications include:

- Drilling hazard site surveys.
- Regional and field development surveys.
- Pipeline route surveys.
- 2D exploration.
- 3D(U)HR surveys.
- MBES, seabed piston coring and geochemical analysis surveys.
- Shallow soils geotechnical investigations (CPT, Vibrocore).
- Borehole investigation/heave compensated drilling.
- Environmental baseline surveys.
- Oceanographic services.

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[TRANSLATION NEEDED]

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Hydrobolt Group is a market leader in manufacturing and supplying special fasteners, studbolts, flanges, fittings and turned parts primarily to the oil & gas and power generation markets - all items are fully traceable.

The company specialises in working to customer drawings and specifications, in exotic materials such as inconel, duplex, super duplex and special alloys offering short lead times where required and ensuring delivery dates are met. Over 90% of the company's business is exported worldwide. Customers include EPC contractors and the OEMs/fabricators supplying the EPC energy projects. Hydrobolt Group is a PDVSA approved performance vendor.



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London Offshore Consultants (LOC) is a leading international marine and engineering consultancy and survey company that was founded in London in 1979. Headquartered in London, the company operates 30 offices located in Europe, Africa, Americas, Middle East, Asia and Australia; and employs around 300 people.

LOC has delivered specialised, multi-disciplinary marine and engineering consultancy and survey services to many of the world's shipping and offshore energy companies and has handled numerous high-profile marine casualties in all parts of the world.

Its core business is split into shipping and energy divisions. Shipping includes marine casualty work, accident investigation, claims, disputes, litigation and surveys. Energy work includes marine warranty surveys, loss prevention, inspections, audits as well as marine and transportation consultancy. In London, the LOC Group operates a subsidiary company (Longitude) that focuses on specialist engineering design and consultancy.

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Safehouse Habitats (Scotland) Limited



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The hot work habitat the SAFEHOUSE way. For further information visit www.safehouseltd.com

ATEX accredited, the SAFEHOUSE Habitat is a proven, cost-efficient barrier system that serves one core goal: the hydrocarbons can't get in and the sparks don't get out.

The SAFEHOUSE system eliminates the need for Plant shutdown where there is a requirement for Hot work. The Safehouse Habitat is EX Approved for use in hazardous Zones 1 & 2.

We support projects worldwide on all 5 continents through our network of locally based partners; SAFEHOUSE has many years experience of working with all of the world's largest E&P Companies.



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Severn Glocon Manufacture Control Valves for Severe Service applications with over 50 years' experience, the Severn Glocon Group plc provides world-class engineered valve products and services to process plants across the globe.

We provide leadership in design, manufacture and technical services for severe service control, choke valves and cryogenic valves, using reliability data from our unique performance evaluation systems.

Those services are complemented by our wide range of mechanical isolation valves and actuators, along with proven operational plant start.

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Severn Glocon fabrica válvulas de control para aplicaciones de servicio severo con más de 50 años de experiencia, el grupo Severn Glocon Group plc ofrece válvulas diseñadas de clase mundial y servicios para procesos de plantas en todo el mundo.

Ofrecemos liderazgo en el diseño, fabricación y servicios técnicos para control de servicio severo, válvulas de estrangulación y válvulas criogénicas, utilizando los datos de confiabilidad de nuestros exclusivos sistemas de evaluación de rendimiento.

Estos servicios se complementan con nuestra amplia gama de válvulas y actuadores mecánicos y de aislamiento, junto con el apoyo y el mantenimiento de la planta operativa.

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Special Metals Corporation is the world's leading innovator and manufacturer of nickel-based superalloys. With over 100 years of history and experience in the nickel industry, we have the processes and knowledge which allow us to offer the industry's widest range of nickel alloy products; our trade names include INCONEL®, INCOLOY®, NIMONIC®, MONEL® and others.

Our product portfolio contains over 100 alloy compositions, wrought products and welding consumables, over 85% of which were developed in our own laboratories. We supply nickel alloy products in the following forms: seamless tube / pipe, bar, sheet, plate, forgings, ingots, extruded section and more.



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The William Hare Group is a Global independent steel business providing engineered framework solutions to some of the world's most innovative and sustainable products.

The Group specialises in the supply and erection of structural steel projects. We operate in more than 20 countries and employ nearly 1,800 skilled staff. The Group has a solid financial base with an annual turnover of £180m. The company can undertake and finance projects up to £80m.

The UK offices of the Group are in Bury which houses the administrative, engineering and support functions for the two UK production facilities located in Bury and Scarborough. Our UK operations are mirrored by our facility in Abu Dhabi UAE.

Our diverse markets include the Gas and Petrochemical Industries, Power Generation and Nuclear Re-processing, Commercial Retail and Leisure Developments, Design and Building, PFI, Rail Bridges and Civil Engineering Projects. We also have offices in Singapore, Korea, India and the Middle East

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William Hare Group es una empresa global del Reino Unido se repiten en nuestra e independiente en la industria del acero instalación de Abu Dhabi, UAE. Proporciona soluciones de armazones ingenierizados para algunos de los proyectos más innovadores y sostenibles del mundo.

Nuestra empresa se especializa en diseño, suministro e instalación de proyectos de acero estructural. Operamos en más de 20 países y empleamos cerca de 1000 trabajadores calificados. La compañía tiene una base financiera sólida con un volumen de negocios anual de aproximadamente £180m. William Hare Group puede emprender y financiar proyectos de hasta £80m.

Nuestras oficinas principales en el Reino Unido están en Bury donde se encuentran las funciones de administración, ingeniería y apoyo para las dos instalaciones de producción ubicadas en Bury y Scarborough. Nuestras operaciones

Los diversos mercados que cubrimos incluyen las industrias el gas, petróleo y petroquímicos, la generación de energía y reelaboración nuclear, desarrollos comerciales, retail y entretenimiento, diseño y construcción, puentes ferroviarios y proyectos de ingeniería civil. También tenemos oficinas en Singapur, Corea, India y el Medio Oriente.

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