

Saudi Arabian Delegation



TO

THE 2018 OFFSHORE TECHNOLOGY CONFERENCE

**April 30 - May 3, 2018
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Dear Participants and Honored Guests:

I would like to extend a very warm welcome to the Saudi trade delegation to the 2018 Offshore Technology Conference (OTC), which will take place in Houston, TX, April 30-May 3, 2018.

With U.S. exports to Saudi Arabia reaching an historic high of \$19 billion last year, this mission signifies the continued strengthening of trade and commercial ties between two longstanding allies. As demonstrated by the strong showing of Saudi businesses in this trade mission, the private sector plays a critical role in forging an enduring economic partnership between the peoples of the United States and the Kingdom of Saudi Arabia. This trade mission is a platform designed to foster commercial dialogue on mutually beneficial business prospects, facilitate avenues for collaboration, and enhance existing relations.

The Kingdom's Vision 2030 and the National Transformation Plan (NTP), which were launched in 2016 and are aimed at transforming the Saudi Arabia's economy, offer tremendous opportunities for collaboration between U.S. and Saudi firms in energy and other sectors. The OTC conference is one mechanism that facilitates such collaboration, and I am very pleased by the high-level of interest among U.S. and Saudi companies to explore new relations and strengthen and expand existing ones. American businesses possess a great deal of proven expertise, technology, and solutions to address the energy needs of the world. The Kingdom of Saudi Arabia, with its vast energy resources and expertise, likewise plays a leading role in addressing the world's energy needs of today and tomorrow.

During the next three days, I encourage you to take full advantage of the tradeshow, where American ingenuity, expertise, and technology are assembled under one roof, to explore products, services, and solutions that will help you achieve your growth objectives.

Now is the time to build on past commercial successes and ensure our enduring partnership flourishes well into the future. It is our mission to be of services to you before, during and after the trade fair so that opportunities for mutual benefits are fully developed and realized. I look forward to our growing partnership.

Nasir Abbasi

*Counselor for Commercial Affairs
Embassy of the United States
Riyadh, the Kingdom of Saudi Arabia*

The Saudi Oil & Gas Industry:

The Kingdom of Saudi Arabia maintains its world-leading conventional crude oil reserves at 260.1 billion barrels. The Saudi Arabian Oil Company (Saudi Aramco) continues to identify new fields, expand production in existing fields, and enhance production capacity. Four new oil fields and a new gas field were discovered in 2016. Maximum sustainable crude production capacity was increased to 10.3 million barrels per day.

In 2017, Saudi Aramco produced 9.5 million barrels per day of crude oil and 12.4 billion standard cubic feet per day of natural gas. The company exported over 3.8 billion barrels of oil and 446.2 million barrels of natural gas liquids this year.

Saudi Aramco has completed several major projects in its capital improvement program that began in 2012. In 2013, Aramco put the finishing touches on major parts of its largest capital program, raising maximum sustainable oil production by 1.7 million bpd. Significant progress was made on the expansion to a production level of 900,000 bpd at Mainfa, an Arabian Heavy Crude oil field.

Presently, Saudi Aramco has twelve upstream and downstream investment projects valued at approximately \$80 billion to meet increasing global oil demand. By 2020, Saudi Aramco's daily production capacity of 12.5 million b/d is projected to grow to 15 million b/d. Unassociated gas is also a priority for Saudi Aramco because it presently accounts for 44% of the Kingdom's primary energy consumption.

Aramco is targeting a thirty percent increase in sales of gas output to 10 billion cubic feet per day (cf/d). The company has switched its focus to the offshore Karan field, discovered in 2006. Karan, 100 km north of the giant Ghawar oil field, is the Kingdom's first non-associated offshore gas field to be developed by Aramco. The field has reserves of over 9 trillion cubic feet of gas and the company produces 2.1 billion cf/d that began in 2016. Under the Wasit gas development program, Aramco discovered the Arabiyah and Hasbah fields in January 2009. The Wasit gas development program is expected to extract and process up to 2.5 billion cf/d of sour gas from the offshore Arabiyah and Hasbah fields.

Expanded offshore exploration is also under way. Aramco currently operates at least 16 offshore fields. In its capital investment program for 2012-18, Aramco allocated \$8 billion for the development of six offshore facilities out of a total operating budget of \$60 billion. With respect to oil and gas engineering, procurement and contracting (EPC) contracts, Aramco is the only game in town. To qualify to bid for Aramco's EPC contracts within Saudi Arabia, a company must be certified as an in-Kingdom contractor. This requires signing a joint

venture agreement with a local company and opening an office inside Saudi Arabia.

Saudi Aramco plans to invest at least US \$140 billion in oil, gas and petrochemical projects over the next five to six years. According to Saudi Arabia's Minister of Energy, Industry, and Natural Resources Eng. Khalid Al-Falih, investment will be directed towards new gas and oil plants to meet the growing energy demand as well as new facilities enabling the continued development of the petrochemical industry. To cope with rising demand, world oil production is likely to increase by a million barrels per day per annum between now and 2030, and Minister Al-Falih forecasts daily worldwide production to rise from today's 85 million barrels per day to 105 million by 2030. Saudi Aramco's planned billions of dollar expansion projects throughout Saudi Arabia will generate continued demand over the next five years for high quality oil and gas industry related products, supplies, services, and solutions. These include: oil and gas field drilling machinery and equipment; casing, pipes, pipe fitting, and valves; power generation equipment; drilling chemicals; pumps, heat exchangers, gas compressors, and tower coolers; instruments and controls; anti-corrosion systems; laboratory equipment; marine equipment and services; offshore platforms; filtration systems and pressure vessels; storage systems and treatment systems; injection equipment and services; production equipment and services; well control systems, packing, seals, gaskets, bearings, rope, and wire rope and chain; safety and environmental protection services; pollution and spill control services; tools, flexible pipe, valves and actuators; wellhead valves; and thousands of other items related to the oil and gas industry. Saudi Aramco and its various Saudi contractors are extremely receptive to U.S. products and services.

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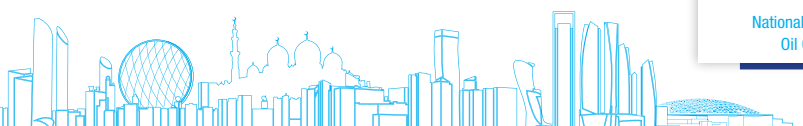
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Nasir Abbasi

Counselor for Commercial Affairs

U.S. Embassy

U.S. Commercial Service

PO Box 94309

Riyadh 11693, Saudi Arabia

Tel: 966-11-488-3800 X3159

Cell: 966-50 015 3216

Fax: 966-11-488-3237

E-mail: habeeb.saeed@Trade.gov

<http://www.export.gov/saudiarabia>

<http://riyadh.usembassy.gov>

Nasir Abbasi, a career member of the United States Senior Foreign Service, is currently the Counselor for Commercial Affairs at the U.S. Embassy in Riyadh, Saudi Arabia. He oversees an operation that includes a 20-member team in three offices across Saudi Arabia (Riyadh, Jeddah and Dhahran) and partnership post responsibilities with Manama, Bahrain and Sana, Yemen. Previously he served as the Commercial Attaché at the U.S. Consulate General in Dubai, United Arab Emirates, managing an active regional trade promotion agenda. From 2011 to 2014, Mr. Abbasi was assigned in Dhahran, the oil capital of Saudi Arabia. From 2008 to 2011 he was assigned to the U.S. Embassy in Kuala Lumpur, Malaysia, where he managed a 12-member team that was responsible for maintaining and increasing U.S. commercial interests and investments in Malaysia. From 2006-2008, Mr. Abbasi served at the U.S. Embassy in Riyadh, Saudi Arabia. From 2002 to 2006, Mr. Abbasi served in Melbourne, Australia, where he promoted U.S. commercial interests and relations in the States of Victoria, South Australia, Tasmania, Western Australia and the Northern Territory, nearly two-thirds of the Continent. He has extensive knowledge in industry sectors such as oil and gas, petrochemicals, telecommunications and automotive.

Mr. Abbasi began his tenure with the U.S. Commercial Service in Baltimore, Maryland, where he worked with U.S. Small and Medium Enterprises to export and also supported business delegations organized by the U.S. Commercial Service around the world. Before joining the U.S. Commercial Service, Mr. Abbasi had five years of experience working in the private sector.

A resident of Maryland, he received his MBA in International Business from the American Graduate School of International Management (Thunderbird) in Glendale, Arizona and his Bachelor's Degree in Management from Eckerd College in St. Petersburg, Florida.

**Habeeb Saeed**

Senior Commercial Specialist

U. S. Embassy

U.S. Commercial Service

PO Box 94309

Riyadh 11693, Saudi Arabia

Tel: 966-11-488-3800 X 4733

Cell: 966-50 410 8317

Fax: 966-11-488-3237

E-mail: habeeb.saeed@Trade.gov

<http://www.export.gov/saudiarabia>

<http://riyadh.usembassy.gov>

Mr. Saeed has served as a Commercial Specialist with the American Embassy in Saudi Arabia for the past forty years both in Jeddah and Riyadh.

Mr. Saeed counsels and assists Saudi businesses looking for American equipment and suppliers in the energy, water, construction, mining, and other sectors. He also helps visiting and resident American companies identify new opportunities and potential partners in Saudi Arabia. Over the years, Mr. Saeed has successfully recruited and led several Saudi Arabian trade missions to Power-Gen, DistribuTECH, AHR-ASHRAE, International Builders' Show, MINExpo, CONEXPO, SPI and OTC.

His areas of expertise include oil and gas, petrochemicals, chemicals, architectural and engineering services, operation and maintenance, construction materials, refrigeration and air-conditioning equipment, power and energy (including renewable energy), water, mining, plastics, pollution control, industrial process controls, metal working machinery and equipment.



Syed Ishtiaq Hussain

Sr. Commercial Specialist

American Consulate General

U. S. Commercial Service

PO Box 38955

Dhahran 31942, Saudi Arabia

Tel: 966-13-330-3200 X 3147

Cell: 966-50 569 3414

Fax: 966-13-330-2190

E-mail: ishtiaq.hussain@trade.gov

Website: www.export.gov/saudiarabia

Ishtiaq Hussain has been working with the Commercial Section of the U.S. Consulate General Dhahran since August 2002.

Mr. Hussain consults U.S. companies interested in working in the Saudi Arabian market on the key oil and gas, petrochemical, mining, architectural and engineering and construction sectors. He has extensive knowledge in these industry sectors. Since 2002, Mr. Hussain counselled several U.S. companies large and small on effective strategies for market entry, market expansion, and participation in major projects. He has been very successful in creating opportunities designed to facilitate exchanges between U.S. and Saudi business representatives. Mr. Hussain maintains an extensive range of mid- to senior-level contacts in both public and private sector businesses.

Prior to joining Commercial Service Mr. Hussain served for United Defense Systems for seven years as Business Development Analyst and for Synergy Integrated Communications for two years as Sales Coordinator.

Mr. Hussain holds a Bachelor's degree in Electronics.

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Youssef I. Serhan

General Manager

AET-Petroleum Services

PO Box 20754, Al-Khobar 31952, Saudi Arabia

Tel: 966-13-887-9270

Cell: 966-50-568-8998

Fax: 966-13-887-4479

E-mail: yserhan@aet-pas.com

Website: www.aet-ps.com

Profile:

Arabian Establishment for Trade and Shipping Limited is a 49-year-old company with diversified business activities. It is an approved vendor and contractor to Saudi Aramco, and other petrochemical companies. AET-Petroleum Services specializes in warehouse and service centers:

- Supply of drilling rigs, drilling equipment and spare parts
- Supply and service of PDC and rock bits
- Rental and services of drilling jars, shock subs and fishing tools
- Vibration technology and services, intervention services, through tubing services, fishing services, coiled tubing drilling services, engineering and technical support services, snubbing services
- Supply of drilling mud, chemicals, additives and drilling fluids
- H2S equipment supply & services
- Supply of sand screens, packers, gauges and flow meters; ESP downhole pumps, mud pumps, centrifugal pumps, canned motor pumps, metering pumps, reciprocating pumps and progressive cavity pumps; marine products: Buoys, lanterns, etc.
- Supply of heat tracing systems, explosion proof devices and equipment, carbon steel pipes and fittings, all types of valves for oil, gas, petrochemical power, and water desalination sectors.

AET- Petroleum Services is an agent and partner for number of US and international companies related to the oil, gas, and petroleum sectors. Other activities of the AET Group are:

- Shipping
- Petroleum Services
- Agent of Lloyds
- General sales agents for several major airlines
- Survey and inspection

Our Objectives:

AET-Petroleum Services seeks contacts with onshore/offshore drilling contractors, and US suppliers and manufacturers of liner hangers, rig tires, whip stocks, hole openers, reamers, well completion, offshore well equipment and services, pumps and accessories, valves and actuators, instrumentation, service ships, life raft services, diving personnel and equipment, mud logging systems, coring services, supply and service of marine and tug boats, drill pipe rentals, and sulfur recovery. The company is looking for representation or joint venture agreements.



Tariq A. Al-Qahtani
Chairman of the Board



Salah Al-Qahtani
Vice Chairman of the Board

Abdel Hadi A. Al-Qahtani & Sons (Group of Companies)

PO Box 20, Dammam 31411, Saudi Arabia

Tel: 966-13-826-1477

Fax: 966-13-826-9894

E-mail: info@ahqsons.com

Website: www.ahqsons.com

Profile:

Founded in 1940, with staff strength of over 13,000 employees and a footprint on four continents, the Al-Qahtani Group is one of the largest family owned conglomerates in Saudi Arabia. The main activities of the Group and subsidiaries are as follows:

Oil & Gas Infrastructure Manufacturing & Services: Steel pipe manufacturing (Spiral, LSAW and Seamless), corrosion control and weight coating, land drilling, oil / gas inspection services, valve repair and refurbishment, oil field and construction equipment sales, rental, leasing and maintenance/refurbishment.

Logistics: Commercial aviation (second national flag carrier), ground transportation for corporate customers, goods transportation (pipes, Sulphur, commercial goods)

Trading & Contracting: Oil and gas/petrochemical supplies, pipe and fittings, valves, electrical materials, electrical supplies, specialized projects, IT services, FMCG, and real estate investment.

Manufacturing: Nails and galvanized wire manufacturing, water treatment chemicals, water bottling, industrial and medical gases; bulk food packaging, (polypropylene bags and carton).

Services: General insurance, travel and tourism, transportation and custom clearance, Primary & Secondary schools.

Farming: Riyadh, Dammam, and Abha.

Overseas Services: The Al-Qahtani Group is committed to serving the petrochemical, power generation, and oil and gas industries in Saudi Arabia, and in other countries in the Middle East and North Africa. Its marketing team has qualified engineers, who work closely with end-users to provide them with the best possible service.

Our Objectives:

AHQ Group is interested in representations as well as joint ventures with U.S. companies in the oil and gas sectors including mechanical, power, EPC contractors in power and pipe line construction to meet upcoming energy and infrastructure demands in Saudi Arabia and other Middle East and North African countries.



عبدالله القحطاني وأولاده

Abdel Hadi A. Al-Qahtani

Tariq Al-Qahtani & Bros



Trading, Procurement
& Management



Al-Qahtani
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Group Five Saudi Arabia



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Machinery.



Pipe & Wells Operation &
Maintenance Serv



AlQahtani N
Galvanized Wire



Southern Gas
Company



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Group Head Office: P.O.Box 20, Dammam 31411 Saudi Arabia

Email: info@ahqsons.com

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& Sons Group of Companies

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ce
Co



Abdel Hadi A AlQahtani
& Sons Farms



Shams AlJazira School
"For Boys"



Shams AlJazira School
"For Girls"

Al- Qahtani Aviation Company



Vallourec Saudi Arabia Co.

Saudi Arabia Tel: +966 13 826 1477 Fax: +966-13-826 9894

Website: www.ahqsons.com



Chinniah Titus

Executive Vice President – Technical & Operations

Abdullah H. Al Shuwayer Sons Trading & Cont. Co.

PO Box 5115

Dammam 31422, Saudi Arabia

Tel: 966-13-848-9999

Cell: 966-50-536-5417

Fax: 966-13-848-1111

E-mail: c.titius@shuwayaer.com

Website: www.shuwayer.com

Profile:

Abdullah.H. Al-Shuwayer Trading and Contracting Company, is a professionally managed 100% Saudi company in the Kingdom of Saudi Arabia with 68 years of market presence. The company provides the following services:

1. Industrial services and maintenance
2. HVOF & thermal spray services
3. Heavy metal engineering, design, fabrication, supply, and erection services
4. Valves repair and refurbishments services
5. Equipment rental
6. Panel board and switchgear manufacturing
7. HVAC testing and balancing
8. Supply of safety and fire protection products
9. Supply of hydraulic hoses and fixtures
10. Supply of building materials
11. Steel galvanizing
12. Non-destruction and corrosion control

Al-Shuwayer company divisions are located at a single location and is accredited with ISO 9001:2008 certificates, API ISO/TS 29001, API Q1 certificates and ASME U, PP, S, National Board NB, R, VR, Stamps.

Major clients are Saudi Aramco, SABIC, Saudi Electricity Company (SEC) and other major EPC contractors like McDermott, Fluor, Bechtel, KBR, etc.

The corporate office and support facilities are in Dammam, Saudi Arabia. The company has an excellent in-house competent team and maintains adequate support services for operations including extensive land, full pledged fabrication and machine shop, housing, camp Facilities, storage and warehousing facilities with Branch offices in Abqaiq, Jeddah, Jubail, Rabigh, Rastanura, Riyadh, Uthmaniyah, Yanbu, and other locations throughout the Kingdom.



Khalid A. Abunayyan
President & CEO



Salah H. Al Abdullatif
CEO - Oil and Gas Sector

Abunayyan Holding

PO Box 1510, Al-Khobar 31952, Saudi Arabia

Tel: 966-13-859-4896

Fax: 966-13-859-4768

E-mail: salah-alabdullatif@abunayyanholding.com

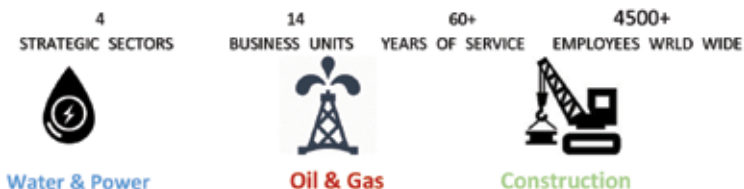
Website: www.abunayyanholding.com

Profile:

Headquartered in Riyadh, Saudi Arabia, Abunayyan Holding has been operating in the power and water industry for over more than 60 years.

With an impressive portfolio of strategic business units providing integrated solutions for water, power, oil and gas industries. Abunayyan Holding offers turnkey solutions through core activities in engineering, manufacturing, supply, construction and service.

Combining local knowledge and international expertise, Abunayyan Holding and its strategic business units are competitively positioned to serve Saudi Arabia and the Middle East and North Africa (MENA) region for all its water and power needs.



Our Objectives:

- Localize oil and gas technologies and services through strong, reliable, committed and long-term partnership in the kingdom of Saudi Arabia.
- Enhance business relation.

The company is interested in expanding its portfolio by seeking partners in the following areas:

- Oil and gas, water and waste water related technologies and services.
- Oil and gas flow meters.
- Oil and gas instrumentation and control.
- Drilling and production chemicals
- Shale gas water resources companies and services.
- Valves.
- Integrated logistics solutions for drilling.



Khalid Al Abdulkarim
CEO



K. Venkatesh
Sales Director, Industrial and Oil Field Division

Al-Abdulkarim Holding Co. (AKH)

PO Box 4

Dammam 31411, Saudi Arabia

Tel: 966-13-833-7110

Fax: 966-13-833-8242

E-mail: khalid@akh.com.sa

Website: www.akh.com.sa / www.naizak.com / www.isg.com.sa

Profile:

AKH is a technology, engineering, construction, projects, manufacturing conglomerate maintaining regional operations. The company is engaged in core, high-impact sectors of the economy – infrastructure, construction, hydrocarbon, heavy engineering, power, electrical and automation, mining and metallurgy. Its integrated capabilities span the entire spectrum of 'design-to-deliver', and it offers turnkey EPC solutions in its major business lines. Its track record covers products, projects and processes executed to international benchmarks.

AKH's Subsidiaries

- Naizak Global Engineering Systems
- Industrial Systems Group
- East West Trading International

Naizak Global Engineering Systems established in 1998, is a totally customer driven, local services organization, with a deliberate policy of heavy investment in staff of a very high caliber and specialization. Excellence through dedication is the Naizak's value proposition to the customer. Naizak is a subsidiary of Al AKH, the Gulf's largest supplier of in stock electrical, electromechanical, telecommunication, instrumentation, and oilfield components and equipment. Naizak services include in the fields of IT infrastructure, training and education, E-learning, enterprise applications, communication Infrastructure solutions, automation and system integration, power generation, lab equipment etc.

Industrial Systems Group (ISG) is dedicated in developing its own set of corporate performance competencies. ISG was established in 2008 and signed a license agreement during 2009. ISG is an authorized licensed manufacturer of explosion-proof electrical equipment (panel boards, junction boxes and enclosures, lighting fixtures, switch racks, Etc.). ISG is approved by Saudi Aramco and is CSA-DEKRA approved facility

East West Trading International (EWI) is the international arm of AKH with international services in Bahrain, UAE, Qatar, India, China and the USA.

Our Objectives:

Group looking for US Firms having interest in expanding their activities to Saudi Arabia and GCC countries either as manufacturer, supplier, contractor of electrical, power products, Telecommunication, equipment for Oil and Gas Projects and MRO, piping products, instrumentation and controls, marine equipment, pump/compressor, process equipment and laboratory equipment.



Samir M. Hourani

Commercial Manager

Al Osais International Holding Company

PO Box 1083

Al-Khobar 31431, Saudi Arabia

Tel: 966-13-819-6149

Fax: 966-13-811-3334

Cell: 966505810790

E-mail: cm@osais.com

Website: www.alosais.com

Profile:

Al Osais Group started its humble beginnings in 1972, trading in petroleum products, gas stations and diverse construction contracts in the Eastern Province of Saudi Arabia. Growing in strength, number of employees, and businesses over the last 40 years, Al Osais has developed into a multi-faceted business group with diverse activities as Al Osais International Holding Company.

A clientele spreading across Saudi Arabia in the private and public sectors, Al Osais Group still reserves a great emphasis on quality, commitment, progress and development providing services to Saudi Aramco, the Royal Commission, Ministries of Health, Higher Education, Defense and Aviation, Port, Water Authorities, Saudi Railways, National Grid, SABIC and to other government agencies.

Its vast work portfolio includes projects in construction, power substations, overhead transmission lines, road and earth works, land development, industrial services operating in the fields of industry and pipeline services. Additionally, the company is involved with commercial and office buildings/centers, hospitals, schools, marinas, resorts, and industrial services that bring latest technologies and techniques to support refining, petrochemical and other process industries, hospitality and catering Services. Diversifying into both medium and high voltage power station projects, asphalt plants, crushers, heavy lifting, transport, logistics, and scaffolding has tuned the business aspect of the company to a successful venture.

With a great emphasis on engineering, procurement and construction, the company has earned the reputation of a unique organization meeting its commitment to health and safety that delivers quality and professional results thus demonstrates our dedication towards continuous improvement and superior performance in all aspects of our business.

The company is involved in contracting, manufacturing, industrial services, trading, real estate, logistic, investment, food, catering and hospitality.

Our Objectives:

The company is expanding its portfolio by seeking partners keen to establish joint ventures, consortiums, commercial and regional representation in the Arabian Peninsula region in all fields of engineering and construction that desires to contribute significantly to region's further economic development and growth in the Kingdom's industrial diversification.



Bader S. Al-Reziza

Executive Manager – Oil & Gas Division

Al Reziza Trading & Contracting Co.

PO Box 297

Al-Khobar 31952, Saudi Arabia

Tel: 966-13-819-6430

Fax: 966-13-894-9620

E-mail: Bader@reziza.com

Website: www.reziza.com

Profile:

Al-Reziza Trading & Contracting Co. (ARTCCO) was founded in 1974 and is now one of the leading companies in Saudi Arabia. It holds major shares in leading Saudi companies. ARTCCO has branch offices in the cities of Riyadh and Jeddah. The company has three divisions:

Oil & Gas Equipment Division: Operates from the head office in Al-Khobar, and covers sales and marketing of tubular goods, line pipes, flanges, valves, OCTG & drilling equipment, lifting equipment, steel plates, angles, alloy metal sheets, chemicals, and electrical products.

The division is one of the major three suppliers of tubular goods to Saudi Aramco with long-term supply agreements. It is also an approved vendor to SABIC, Petro-Rabigh SWCC, and Saudi Electricity Co. (SEC).

Food Services Equipment Division: Operates also from Al-Khobar head office, and has branches in Riyadh and Jeddah. It maintains a large inventory of stocks of commercial kitchen equipment, and is a market leader for this segment in the Middle East.

Real Estate Division: Owns and operates property in Saudi Arabia as an investment in a diversified portfolio.

Our Objectives:

ARTCCO is interested in expanding its portfolio by seeking a partner willing to establish a local joint venture's in Saudi Arabia. ARTCCO is also interested in forming exclusive sales agreements with large diameter OCTG, drilling chemicals and valves.



Rasheed A. R. Al Rushaid

Vice Chairman & President

Al Rushaid Group

PO Box 31685, Al-Khobar 31952, Saudi Arabia

Tel: 966-13-893-3333

Fax: 966-13-898-3551

E-mail: rasheed@al-rushaid.com

Profile:

Al-Rushaid Group, headquartered in Al Khobar, is the eleventh largest company in Saudi Arabia, employing more than 35,000 persons worldwide. Significant expansion continues across all six sectors trading, industrial, engineering, investment, real estate and IT/ communications. Since its founding by Sheikh Abdullah Al-Rushaid in 1978, the Group has built its reputation on providing unrivalled expertise in oil and gas development, with its industrial and commercial services focused around this core sector. The Group has been instrumental in bringing many of the world's leading companies into the Kingdom, harnessing advanced technologies from many of the world's leading petroleum-engineering companies, creating job opportunities and providing a diverse range of manufacturing and service-related joint ventures. These 38 joint ventures include Cameron, GE, Flowserve, Schlumberger, Weatherford, Halliburton, and Dresser Rand.

Internationally, Al-Rushaid Group fully owns Cleveland Bridge, the engineering and structural steel Company. With its affiliate company Dorman Long, Cleveland Bridge has built the landmark Shaikh Khalifa Bridge in Bahrain and Shaikh Zayed Bridge in the UAE. The Group's strategic and successful investment, Oil Field Centre (OFC), is rapidly taking shape on a prime 300,000 sqm. site on the Abqaiq Road, a few kilometers away from Saudi Aramco and the Eastern Province's second industrial city. A new industrial city with its own rights, the OFC is the

first manufacturing and services facilities for some of the largest brands in the industry. The facilities are set to play key role in serving future energy projects including existing plants in the Kingdom.

The group of companies provides manufacturing, engineering, upgrades, repairs and field services facilities throughout the Kingdom.

Al Rushaid Trading Company continues to be the corner stone of Al Rushaid Group. The sophistication, reliability, and efficiency of its operations evolve to be an art form. This is made possible by proper experience and sufficient investment in the most important aspect of our business which is human resources and its' development. ARTC is one of the largest suppliers to Saudi Aramco, SABIC, SEC and SWCC.

While the Group is large; the company continues to focus on different businesses through autonomous management and streamline reporting. Thus, the Group is always seeking new opportunities in our domain that brings technology and employment to Saudi Arabia while generating value to our shareholders.

Our Objectives:

Al Rushaid Trading Company is looking for products used for upstream drilling exploration, downstream petrochemical refineries, power generation and all energy related equipment and services whether local manufacturing or trading.



Saleh A. Al-Mushekih

Owner & Board Member

Al-Wasail Industrial Co.

PO Box 21599

Riyadh 11485, Saudi Arabia

Tel: 966-11-450-8431

Cell: 966-50 545 6357

Fax: 966-11-450-8435/450-8166

E-mail: saleh@alwasail.com

Website: www.al-wassel.com

Profile:

Alwasail, specializes in production of HDPE pipes and fittings up to 1200 mm. The company maintains 25 branches in Saudi Arabia and operates throughout the Gulf States, Egypt and other Middle Eastern and East African countries. It has a subsidiary producing rubber ring products and foam pipe insulation; and another construction subsidiary for installation of pipes, fittings and related products.

The company is keen on expanding its product line to more specialized pipes that services the oil & gas industry and serving special applications and customers such as Aramco, Maaden and other corporate giants in the region. It is seeking international companies with knowhow to service these industries. The Company is also interested in representing shale gas extraction and production services companies and introducing their services to Aramco.

As a new initiative in Saudi Arabia, the governmental agencies, including Aramco afforde preference to locally produced goods and locally registered companies, which have a much better chance to be awarded or commissioned projects. Alwasail is keen on expanding its lines and alliances to fit this requirement. Alwasail is a medium sized joint stock company established in 1990 with 550 employees and four key production facilities. It is stringent about keeping its accreditations and certificates for its products as required by contractors and best practices, starting from being an ISO 9002 certified and accredited by European and American certificates for many of its product lines. The company is Aramco, NWC, SWCC, Maaden approved vendor for key products.

Our Objectives:

The company is interested in establishing joint venture relationships with specialized companies in the fields of engineering, procurement and construction (EPC) contractors, and project consultants working in the field of power and water, power transmission line, oil and gas, and petrochemicals.



Eng. Saad A. Al-Rayes

President/CEO

Alrayes Financial Advisors & Business Development

PO Box 3431

Riyadh 11471, Saudi Arabia

Cell: 966-50 421 1812

E-mail: Saad_rayes@yahoo.com

Profile:

Alrayes is a small company that has the local knowledge and network to make things happen in the Saudi Market. There is no question of the value added the company brings to foreign companies wanting to establish a local presence in Saudi...

Our Objectives:

The company seeks to partner with companies that desire to expand and setup in Saudi Arabia to better service the oil and gas industry and Aramco... New products that can be used effectively in serving the water, power or oil and gas industries.



Samer M. Arafa

Executive Vice President

Arafa Enterprises, Inc.

*Suite 321, 14271 Jeffrey Rd
Irvine, CA 92620*

Tel: 949-500 9969

E-mail: samer@arafaconsult.com

Website: arafaenterprises.com

Profile:

Arafa Enterprises, Inc. provides consultancy services to international and local corporations in the power sector, including in developing bid strategy, bid management, finding contracting and manufacturing partners, bid preparation and project implementation.

The company offers turnkey services and solutions in the civil infrastructural and electrical markets. Our services are intelligent and cost-effective and we operate in the niche civil infrastructure market. Arafa Enterprises also provides public procurement tendering management and bidding support services to international companies for power generation and infrastructural projects in Saudi Arabia and the Middle East.

Our Objectives:

The company is looking for business partners in consulting and contracting.



Mohammed Bin Dashnan Al-Omar

Chairman/CEO

Bin Dashnan Trading & Contracting

PO Box 859

Al-Khobar 31952, Saudi Arabia

Tel: 966-13-896-0020

Cell: 966-50 590 0776

Fax: 966-13-896-8070

E-mail: mohammed@bindashnan.com

Website: www.bindashnan.com/

Profile:

Bin Dashnan Trading & Contracting was established in 1984 to provide electrical installation, implementation, and operations and maintenance for all electrical equipment. The company provides engineering, material procurement, installation, test acceptance, and commissioning on a turnkey basis for electrical networks, such as inside and outside plant projects, and electrical distribution systems. Bin Dashnan is in collaboration with international companies to support in country services demand though building local facility and workshops.

Our Objectives:

Bin Dashnan Trading & Contracting seeks to expand its product lines within engineering, material procurement, installation, test acceptance, and commissioning on a turnkey basis for electrical networks.



Hamad Bin Quraya
CEO



Mike McKinzie
COO

Bin Quraya Holding Company

PO Box 32058

Al Khobar 31952, Saudi Arabia

Tel: 966-13-868-2050

Cell: 966-50 585 4272

E-mail: mike@binquraya.com

Website: www.binquraya.com

Profile:

Bin Quraya Business Group (BQ) is one of the largest diversified construction and heavy equipment rental group in Saudi Arabia. Bin Quraya is active across a multitude of business sectors. Servicing major clients such as Saudi Aramco, SABIC, SCECO, Royal Commission, SWCC and others since 1975; Bin Quraya subsequently extended its crane/heavy equipment rental activities and construction services to include international firms such as Shell, Halliburton, Schlumberger, Weatherford, Sinopec, and others. With the newest fleet of cranes in Saudi Arabia at +400, BQ is capable of virtually any life required in most any in sector to include offshore. BQ's construction business unit is active in a wide variety of sectors to include: pipelines, water, rehabilitation, electrical, civil, cement, oil and gas, petrochemical, manufacturing, O&M, real estate and others. BQ specializes in general contracting, shutdowns, project management, O/M services, project procurement, and T&I services. BQ's capabilities include structural, civil, electrical, mechanical, cathodic protection, erection services, plant piping, tank erection, painting, and instrumentation. With over 39 years of history, BQ is a recognized top tier construction and service provider in Saudi Arabia. BQ's newest business unit, "BQ Rig Moving Services" will be the largest rig moving company in Saudi.

Our Objectives:

Bin Quraya's primary objective at OTC 2018 is to identify companies that are interested in participating in current and future business opportunities in Saudi Arabia. Bin Quraya is actively searching for long term potential partners interested in the Saudi Market and seeking to perform above the standard in its search for performance excellence.



Muhammad Abdulsaud

Managing Director

Daaken Oilfield Services & Products Co. Ltd

PO Box 4655

Al-Khobar 31952, Saudi Arabia

Tel: 966-13-845-4234

Cell: 966-50 480 5651

Fax: 966-13-868-2050

E-mail: Muhammad.abualsaud@daaken.com

Website: www.daaken.com

Profile:

Daaken Oilfield Services specializes in the positioning, promotion and deployment of high-end technologies in the Saudi Arabian oilfield market. The firm's technology partners are emerging oilfield services and products companies from all over the globe who benefit from our rooted industry knowledge, successful and tenacious track record.

- Local third-party inspection & certification
- Worldwide vendor inspection & certification
- Lifting equipment inspection and training
- Scaffolding inspection and trainings
- Foundation grouting
- Inspection, repair and maintenance
- Subsea grout connections
- Strengthening, modification and repair
- Modular buildings
- Drilling, testing and production packaging solutions
- Well intervention deployment solutions
- Well intervention mechanical solutions
- Downhole instant shutin tool
- Electrical packer penetrators
- Electrical wellhead penetrators
- Electronic gauges
- Permanent downhole monitoring systems
- Wellhead data recorders
- Process equipment packages
- Distributed acoustic sensing
- Distributed temperature sensing

Our Objectives:

Identify high-end oilfield technology partners who can build on the Daaken's services platform to expand their reach into the Saudi Arabian market.



Othman Al Othman

Founder and CEO

othman@dynamicenergysa.com



Hatem Balghoneim

Vice President, Upstream

hatem@dynamicenergysa.com



Mosaab Haddad

Technical Sales Manager

mosaab@dynamicenergysa.com



Fahad Y. Al-Yami

Production Solution Specialist

f.alyami@dynamicenergysa.com

Dynamic Energy

PO Box 30879, Al-Khobar 31952, Saudi Arabia

Tel: 966-13-806-5080 X 5023

Cell: 966-50 050 4183

Fax: 966-13-887-8821

Website: www.dynamicenergysa.com

Profile:

Dynamic Energy is a Saudi Arabian service provider and material supplier to the local and regional oil and gas industry through multiple international alliances with reputable oil and gas service providers, and manufacturers. Dynamic Energy is established to support upstream, downstream, and engineering services. The vision is not only to provide high-level products to all our clients, but also to support IKTVA and Saudi Vision 2030. Dynamic Energy has several subsidiaries and JVs for both upstream & downstream businesses to align ourselves with current market needs and future requirements.

Attending Offshore Technology Conference (OTC) will help Dynamic Energy to better identify more international companies to further expand in the Middle East region quicker and more efficient, especially with manufacturing facilities such as Dynamic Oil Tools (DOT) with high end machines to increase local content that would result more market share. More information about Dynamic Energy could be found at the below links:

<http://www.dynamicenergysa.com/>

<http://www.dynamicoiltools.com/>

Our Objectives:

Dynamic Energy is extremely interested in new technologies that can add value to the region by means of saving time and money in the same time increasing efficiency. The company seeks to cover the whole production cycle of oil and gas to include the following:

- Alternative power
- Snap units for ESP replacements.
- Well head compressors.
- Alternative ESP deployments.
- Well testing
- Slim ESP with PPMs
- Flow monitoring such as multi-phase flow meters (MPFM)
- Multiphase pumps
- Custody metering
- ESP accessories Others



Majid Al Ghaslan

Chief Executive Officer

Front End Limited Company (FELCO)

5316 Prince Faisal Ibn Fand Road

Unit No. 35, 14th Floor

Subaeie Tower

Al-Khobar, Saudi Arabia

Tel: 966-13-887-7118

Cell: 966-54-832-4313

Fax: 966-13-887-0904

E-mail: info@frontend.sa

Website: www.frontend.sa

Profile:

Powered by the passion and expertise of our employees, FELCO is a leading investment and development company headquartered in Saudi Arabia. Its subsidiaries and joint venture companies are focused on oil field services and renewable energy, information and communication technology, cyber security, building materials, infrastructure, industrial, maritime services, manpower, and real estate sectors in Saudi Arabia and neighboring Arab countries.

FELCO's strategy is to achieve long term sustainable growth as a leading investment and development company by adding tangible value to clients' operations with global leading, highly differentiated products and services.

FELCO aim to be true partners with our clients, helping them achieve greater success through our innovation and creative solutions to any challenge.

FELCO's value creation is derived from the following four core strengths:

- 1- Strong knowledge and relationships in the business environment of the Middle East
- 2- Leadership in client service, support, and satisfaction
- 3- Relentless commitment towards excellence & drive for results
- 4- Advancement of innovative technology

FELCO is committed to providing its clients with the utmost in safe, reliable project delivery. The goal is to always go above and beyond, exceeding expectations and delivering tangible value to our clients' operations at every touch point.

FELCO's focus is on large customers both in the Government, Semi-Government, and Enterprises.

Our Objectives:

FELCO is interested in partnering with technology companies in the oil and gas, power, construction sectors.



Mohammed Alnaimi
Chief Executive Officer



Abdulaziz Alothman
Managing Director



Mohammed Arakzeh
General Manager

Gas & Oil Technologies (GOTECH)

PO Box 402

Al-Khobar 31952, Saudi Arabia

Tel: 966-13-853-3444

Cell: 966-55 589 6000

Fax: 966-13-853-3443

E-mail: Info@gotech.com.sa

Website: www.gotech.com.sa

Profile:

Gas & Oil Technologies (Go Tech) is a specialized Saudi company providing solutions to the oil and gas industry. Go Tech is a joint venture between Al-Othman Group and Al Naimi Group, and is a rapidly growing company in Kingdom of Saudi Arabia. GO Tech has strategic alliance with many international companies serving, to provide Services and supply products to oil and gas industry.

Go Tech is a service provider and supplier for drilling and workover, production, pipeline, marine oil and gas industry.

To learn more about the company, please visit the website www.gotech.com.sa

Our Objectives:

Go Tech is interested in forming alliances with reputable international companies in the oil and gas sector, who are seeking partners in the Middle East. The company's goal is to introduce technologies in the region and provide complete solution under one umbrella. The services and products Go Tech is looking for are as follows:

- Offshore rig contractors
- Directional drilling contractors
- Drilling and completion fluids and systems
- Interesting and unique technologies in drilling
- Pipeline contractors – offshore and onshore
- Multiphase flow meter
- EPC – refinery construction
- Refinery – shutdown and maintenance

Thamer Al Hathal

CEO

Global Energy Trading Co.

PO Box 76907

Al-Khobar 31952, Saudi Arabia

Tel: 966-13-896-9319

Cell: 966-50 772 2224

Fax: 966-13-896-0319

E-mail: thamer.hathal@globalenergy.com.sa

Website: www.globalenergy.com

Profile:

Global Energy Trading Co. is one of the leading companies in Saudi Arabia maintaining a diversified field of interests and a wide range of activities. The company was incorporated in 2003 in Al-Khobar, Eastern Province with the objective to provide industrial products for major projects. The company represents several leading international manufacturers from the USA, Europe, China and India to supply the needs and provide support for commercial and industrial projects, oil and gas companies, petrochemical plants, power plants, EPC contractors, sub-contractors, consultants, OEM manufacturers and end-users. Its main products include the following items:

- HVAC products
- Building management system
- Thermal insulation
- Industrial valves

Our Objectives:

The company is interested in exploring the possibilities of representation in the following areas:

- Industrial valves
- Drilling products



Ahmed AlKhayyal
CEO



Ed K. Bhaskaran
Director Sales & Business Development

Gulf Desert Chemical Company (GDC)

PO Box 4935

Al-Khobar 31952, Saudi Arabia

Tel: 966-13-865-0077

Fax: 966-13-865-0088

Cell: 966-55-979-2228

E-mail: edbhaskaran@gdcc.com.sa

aalkhayyal@gdcc.com.sa

Website: www.gdcc.com.sa

Profile:

Gulf Desert Chemical (GDC), a subsidiary of Al-Othman Holding, is an integrated chemical company with a passion to supply high quality chemical and petrochemical products and services.

GDC business started from stocking and supplying of various grades of raw materials. Today, GDC's integration covers the cycle from sourcing and procuring, formulation and manufacturing, packaging and refilling, warehousing and logistics, as well as technical support.

The company aims to satisfy local needs by participating in enhancing local content with expertise from across the globe.

Products:

- Upstream chemicals
- Downstream chemicals
- Process chemicals
- Water treatment chemicals
- Food and beverage chemicals
- Fine chemicals
- Laboratory chemicals

Services:

- Chemical formulation and blending
- Supply chain support
- Packaging and refilling

Our Objectives:

Drilling admixtures, oil & gas field chemicals, specialty chemicals (additive, performance etc.)



Yasser Elagouz

Managing Director

Gulf Mirad Holding Company

Makkah St. Aqrabiah North Olaya Center

Al-Khobar 31952, Saudi Arabia

Tel: 966-13-893-2326

Cell: 966-56-054-2069

Fax: 966-13-893-3385

E-mail: mirad@mirad-gulf.com

Website: www.mirad-fulf.com

Profile:

Gulf Mirad Holding Company is currently operating within the following services and training business sectors:

- Wellhead maintenance service for both offshore and onshore
- Rental of equipment for the oil field and construction Industry
- Authorized supplier of materials for Saudi Aramco/KJO such as:
- Lubricant, sealant and cleaner/flush for the oil/gas Industry
- Valves (diverse types/sizes)
- Valve fittings
- Miscellaneous, etc.

Our Objectives:

Interested in the following product / services

- Pumps
- All types of drilling tools
- Storage tanks
- Valves
- Service companies for the construction and oil & gas industry
- Stimulation company for coiled tubing and N2
- Slick line, wire Line and well logging companies
- Well testing companies

Dr. Ashraf Moghie

CEO

Innovative Science Company (ISC)

PO Box 246671

Riyadh 11312, Saudi Arabia

Tel: 966-11-490-3857

Cell: 966-55 907 1900

Fax: 966-11-490-3850

E-mail: ashraf@iscarabia.com

ashrafmoghirb2012@gmail.com

Website: www.iscarabia.com

Profile:

The company is involved primarily in environmental services, renewable solutions in power and water, water management and water treatment solution, medical equipment, health care services, mining equipment, and coal trading.

Each activity would be assigned a working team from management, finances, marketing, production, safety and quality control whose main job is to make every effort possible to meet with the client's satisfaction and to utilize the full potential of this modern and developed company.

Our Objectives:

To meet with US mining companies interested in doing business in Saudi Arabia in following fields:

- Environmental protection solutions
- Coal mining traders
- Minerals business



David A. Cantrell

General Manager

Khalifa Algosaibi Trading Company/Algosaibi Oilfield Services Co.

PO Box:222, Dammam 31411, Saudi Arabia

Tel: 966-13-847-4444 Ext. 114

Fax: 966-13-847-1854

E-mail: dcantrell@algosaibi.com.sa

Website: www.algosaibi-trading.com

Profile:

Khalifa A. Algosaibi Trading Co. (KAT) provides sales, marketing, and distribution services to international manufacturers in Saudi Arabia and Bahrain. KAT's clients in Saudi Arabia include Saudi Aramco, subsidiaries of Saudi Arabian Basic Industries Corp. (SABIC), Saudi Electricity Co. (SEC), Saline Water Conversion Corp. (SWCC), Marafiq, Ma'aden (Mining & Aluminum production sectors) private petrochemical manufacturers, paint and coating manufacturers, tourism and recreation companies, as well as individuals. KAT also provides broad support to the contracting and construction industry in all sectors.

KAT provides sales services and after-sales support throughout the Middle East to its principals, through both direct sales and through a network of long-standing trading relationships established by the Algosaibi family's history as one of the leading trading families in the Arabian Gulf. KAT is wholly owned by Khalifa Abdulrahman Algosaibi Holding Co. (KAH), and is proud to be affiliated with our 20+ sister companies that operate under the umbrella of KAH.

KAT maintains offices and warehouses throughout Saudi Arabia. It works with a multi-national group of principal companies in several diverse industries. Details of those principal companies are included on our website www.algosaibi-trading.com

KAT can assist your company in Saudi Arabia and throughout the Middle East. Please provide us with information about your company and your products by e-mail at kat@algosaibi.com.sa.

Algosaibi Oilfield Services Co (AOS): AOS is the contracting entity of KAT and was established to provide contracted specialist support services to the companies with whom KAT has relationships. AOS has or has completed contracts with Saudi Aramco, SABIC, SEC, Ma'aden and Marafiq which have included in-situ pipeline rehabilitation; club car maintenance and repair; installation and commissioning of electro-chlorination plants; geological services; emergency revamp of process heaters; inspection services for pipelines, and vehicle leasing.

Our Objectives of KAT & AOS:

KAT is interested in companies who either manufacture oil field equipment or provide services to either upstream or downstream oil & gas / petrochemicals. KAT is also interested in manufacturers of personal protective equipment (PPE), industrial equipment and technologies, and petrochemical plant equipment and parts.



Monther Al Mutlaq
Managing Director



Louis Y. Shakarji
Middle East Area Manager

M.A. Al-Mutlaq Sons Co.

PO Box 995

Dammam 31421, Saudi Arabia

Tel: 966-13-857-1945

Cell: 966-50 016 2457

Fax: 966-13-857-4006

E-mail: louis@almutlaqest.com

Website: www.almutlaqest.com

Profile:

M.A. Al-Mutlaq Sons Co. provides services to the petroleum industry in the Middle East in the following activities:

General NDT and specialized OCTG inspection services,

Representation of American based industrial tools and equipment manufacturers,

Representation of American based pipeline inspection companies,

Special NDT inspection services providers through a JV with "Sonic Systems International",

Representation of a UK based industrial manufacturer "Swindens Patents Ltd.",

Our Objectives:

Interested in representing oil service provider companies in Saudi Arabia in areas such as:

- New NDT technologies,
- HP pumps manufacturers for hydro-blasting and de-scaling of pipes,
- Phased array/TOFD inspection equipment,
- Paint removal and painting technologies.

The company seeks to become a pioneer in the development of new inspection processes and NDE techniques as a means to enhance its serviceability and maintain its place as a top NDE service supplier in the marketplace.



John Prescott

Senior Vice President

Midad Holding Co., Ltd.

PO Box 1592

Al Khobar 31952, Saudi Arabia

Tel: 966-13-849-0222

Fax: 966-13-887-4171

E-mail: jeprescott@midadholdings.com

Website: www.midadholdings.com

Profile:

Midad Holding (MH) is the energy arm of Al Fozan Group, one of the most preeminent business Groups in KSA and the MENA region with a competent and experienced management team. Al Fozan Group has more than a century of proven business experience and a successful track record with multibillion USD in annual revenues and profitability, and more than ten thousand employees in over 50 operating companies.

MH is headquartered in Al-Khobar with offices and operations in many other cities throughout the Kingdom. MH is focused on structuring sustainable business models and making the necessary actions to take advantage of new opportunities and technologies in servicing the energy cycle of the region, from upstream, midstream and downstream oil, gas and petrochemicals industries to power, water and infrastructure projects.

MH business lines include manufacturing, trading, oil field services & drilling, specialty maintenance, industrial contracting, supply, distribution and investments. MH operations are conducted through wholly owned subsidiaries, joint ventures, representations and sales agreements.

Our Objectives:

MH is continuously seeking to meet new companies with world class products and services that are looking to expand their operation and take advantage of new opportunities. We are currently looking for partners and suppliers in the following products and services:

Offshore drilling, land drilling, directional drilling, cementing, coiled tubing, fracturing, Nitrogen, specialty tools, well servicing, completion equipment and services, compression services, completion and drilling fluids, specialty chemicals, downhole drilling tools, logging while drilling, perforating, production testing, surface data logging, wireline logging, surface and subsea equipment, fishing and milling, , tubular running, well testing, artificial lift , OCTG, drill bits, upstream technologies, petroleum aviation, offshore construction, geophysical equipment and services, supply vessels, refinery maintenance and catalyst services, inspection and coating, range of oil and gas and power and water pumps, range of oil and gas and power and water valves, compressors, turbines, and motors.



Talal M AlArji
Vice President



Abdullah M Al Arjji
Managing Director

Mohammad M. Alarji Trading & Cont. Est.

PO Box 1716

Dammam 31441, Saudi Arabia

Tel: 966-13-817-3333

Fax: 966-13-817-4474

E-mail: abdullah@alarji.com

Website: www.alarji.com

Profile:

Over 40 years, ALARJI Trading & Contracting has proudly executed and managed special engineering services, consultancy and construction projects throughout the Kingdom of Saudi Arabia.

During 1977-2005, the company provided surveying services using technical and professional manpower and all type of fully equipped surveying crew.

Over 25 years' experience in cathodic protection services, construction of overhead power lines, cable laying, fencing, project management support, drilling, safety, and sand removal, involved ALARJI to provide high technical services which has resulted a strong business relationship with major companies.

AlArji Trading & Cont., success is driven by its employees and commitment, by taking responsibility, executing with excellence, applying innovative solutions and capturing new opportunities for profitable growth.

The company would like to diversify into several new business lines expanding services in the industry to provide the best in class services and continue towards achieving the goals.

Our Objectives:

Mohammed M. Alarji Est. is looking to partner with U.S. companies that has experience and wants to expand its operations to Saudi Arabia in the following fields:

Well logging services, reservoir technology and special studies, core services, drilling and well services, geophysical consultancies, geophysical seismic acquisition geophysical inspection, seismic survey, aerial survey, hydrographic survey, geological testing and inspections, certification services, pipeline/flow line construction, cathodic protection services, power transmission and distribution services.



Mohammed Ejaz

Technical Consultant

Nagaha Trading and Contracting Est.

PO Box 79127

AlKhobar 31952, Saudi Arabia

Tel: 966-13-897-4277

Fax: 966-13-895-4613

E-mail: m-ejaz@naqaha.net

Profile:

Al Naqaha Trading & Contracting was established in 1999 as an electro-mechanical contracting and trading company in Saudi Arabia. Since its founding, Al Naqaha experienced various phases of expansion, diversification and restructuring and developed into a multi-national, diversified and successful business enterprise. It has diversified in the field of oil and gas, HVAC plumbing, firefighting and security, electrical system, and building automation. For Al Naqaha to have longevity, a commitment to excellence and quality by every member of the organization must be present. It has established this pattern not only from habit, but from a desire to build its business on the satisfaction of our customers. It has adopted a divisional organization structure, with each division specializing into own business segments for better customer focus and providing best possible service to achieve customer satisfaction.

Our Objectives:

Al Naqaha is looking for the related manufacturer to be our partners in the MENA region.



Mohammed Babu

President

National Oil Solutions Trading Est.

PO Box 4626

Dammam 31481, Saudi Arabia

Tel: 966-13-832-1929

Cell: 966-50 423 4-1505

Fax: 966-13-832-1418

E-mail: mohamedbabu@nosksa.com

Profile:

National Oil Solutions is involved in the supply of various equipment, spares, HSE products to oil and gas companies in Saudi Arabia, Bahrain & Kuwait, with offices in GCC countries and Houston.

Our Objectives:

National Oil Solutions is looking for representing American companies and American oil and gas related products in Saudi Arabia.

**Hashim Hilal**

*Sr. Engineer I, Projects Procurement
Project Execution*

National Industrialization Company – TASNEE Petrochemical Complex

Road 183, Jubail Industrial City,

Jubail 31961, Saudi Arabia

Tel: 966-13-359-9324

Cell: 966-55-202-7774

E-mail: h.hilal@tasnee.com`

Website: www.tasnee.com

Profile:

The National Industrialization Company (TASNEE) is a Saudi Arabian joint stock company with an invested capital of USD 1.7 billion. The Company's major activities include manufacturing and processing of petrochemicals and chemicals, engineering and mechanical industries, management and possession of industrial projects and marketing its products. TASNEE Petrochemicals includes the production of ethylene, polyethylene, propylene and polypropylene. Chemicals industry includes the production and marketing of titanium dioxide. The industrial activity includes the production of dry and liquid vehicle batteries, lead, plastic products and acrylic sheets. Other activities include marketing plastic products and batteries, providing technical services, conducting technical testing to equipment, and industrial, chemical, petrochemical and metallurgical plants and water desalination and power generation plants.

TASNEE Petrochemical Complex in Jubail is host to the following plants

- Saudi Polyolefins Company
- Saudi Ethylene and Polyethylene Company
- Saudi Butanol Company
- Saudi Acrylic Monomers Company
- Saudi Acrylic Polymers Company
- Saudi Acrylic Acid Company

Our Objectives:

To meet with the manufacturers of following:

- Rotating equipment manufacturers
- Process equipment manufacturers
- Electrical drives and MV motors
- Gas turbines and compressors
- Turbine controllers and variable frequency drives
- MV switchgear and motor control centers
- Piping material



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Fabrication

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Dubai,
Sales and Execution Support

KINGDOM OF SAUDI ARABIA
Dammam,
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+971 52 888 8491
Dubai, UAE

www.ifssolutions.com





Salah A. Al Otaibi

Managing Director

Pan Gulf Industrial Investment Company

PO Box 2473

Al Khobar 31952, Saudi Arabia

Tel: 966-13-867-0444

Cell: 966-50-617-7409

Fax: 966-13-896-2497

E-mail: salah.otaibi@pghco.com

Website: www.pgiic.com

Profile:

PGII is a conglomerate comprised of eight industrial leading companies that manufacture engineered products, valves in addition to steel fabrication of process equipment, steel structures and custom-made gratings, specialized steel products. Moreover, PGII is a major supplier for piping products, fire safety and security products and services and welding solutions services. PGII 's various products and services are focused on serving the needs of the oil and gas, refining, petrochemical, power, mining, desalination in addition to other industrial and commercial projects.

PGII's business philosophy is firmly rooted in combining local knowledge and best practices across the globe to deliver the best products and services to our clients. Our strategy is to create value for all stakeholders by way of providing innovative and full range of complete engineering, manufacturing and services activities for projects in the oil and gas, petrochemical, power, desalination and related infrastructure fields across the MENA region.

Our Objectives:

1. **Reach** a new clients and suppliers.
2. **Increase** the number of our clients and inform them what we do.
3. **Publicity** for our services and new identity.
4. **Exchange** experience with other people in exhibition.
5. **Inform** audience about our projects.
6. **Connect** with audience and other companies.



Jamal Al Moaibed

President

Petroleum Services & Contracting Est.

PO Box 1040

Dammam 31431, Saudi Arabia

Tel: 966-13-847-1996

Fax: 966-13-847-3231

E-mail: hussain.almansour@petrosrv.com

Petrosrv@sahara.com.sa

Website: www.petrosrv.com

Profile:

Al Moaibed Group is a major shareholder of National Paper Products NAPCO, and it was founded in 1956. The Group is one of the largest in the Kingdom of Saudi Arabia, and owns the five star-rated Carlton Al Moaibed Hotel in Dammam, Saudi Arabia. A well reputable luxury kitchen in Europe, SNAIDERO Kitchens is being represented by Al Moaibed Group as the sole agent/distributor in the Eastern Province, and the Kingdom of Bahrain. As all big groups with very large and complicated operations and client commitments, Al Moaibed Group is having MATCO Company provide all needed logistics to the group and major industries through its over 1,300 fleet of vehicles.

Petroleum Services & Contracting EST. (PSCE) is a member of Al Moaibed Group Co. Ltd. PSCE was found in 1972 and is the energy unit of Al Moaibed Group. PSCE is a leading supplier of gears as the sole agent of Philadelphia Gear Corporation, USA. PSCE provides industrial services, mechanical repairs and installation services.

Our Objectives:

Petroleum Services & Contracting EST. has now attended the OTC for the 15th time. The company is looking for partnership opportunities with quality and advanced technology partners from the United States in the fields of hydro milling, chemical cleaning, nitrogen services, catalyst loading and



Eng. A. Hadi Al Juwaiser
General Manager



Abdullah Bin Abdulwahab
Industrial Business Development Manager

Rezayat Group of Companies

PO Box 90

Al Khobar 31952, Saudi Arabia

Tel: 966-13-887-2883

Cell: 966-50-481-8762

Fax: 966-13-882-7398

E-mail: hadi@ncc.com.sa

Abdullah.abdulwahab@rezayat.net

Website: www.rezayat.com.sa

Profile:

Rezayat Group is a major and diversified Middle East-based business group that consists of 26 companies with 16,000 employees. The group operates in all GCC Countries, Middle East and Africa. Its major activities include power contracting (generation, transmission & distribution and electro-mechanical construction), civil construction, engineering, trading, industrial services, catering and hospitality, life support services, marine services, logistics and transportation, information technology and communications, and real estate.

Integrity in relationships with major international companies, often as joint venture partners has made the group an important business partner, wherever it operates.

Our Objectives:

The company seeks joint venture opportunities in the oil and gas sectors such as in drilling, refining, petroleum services, petrochemical, engineering services and manufacturing.



Gopinath L. Pai
General Manager

Saudi Arabian Fabricated Metals Industry Co. Ltd (SAFAMI)

PO Box 328

Al-Khobar 31952, Saudi Arabia

Tel: 966-13-882-8012

Cell: 966-50 586 0806

Fax: 966-13-882-5193

E-mail: Gopinath.pai@safami.com.sa

Website: www.safami.com

Profile:

SAFAMI is a wholly-owned Saudi Arabian company that offers a wide variety of steel design, fabrication, welding, machining, blast cleaning and painting solutions. It maintains an extensive range of modern equipment with a dedicated workforce that is committed to provide the highest levels of service. As a member of the Rezayat Group, SAFAMI can readily call upon the immediate resources of its sister companies when the need arises, e.g.: transportation, shipping, lifting problems and insurance, among others. Our field of expertise include:

- Pipe fabrication, pipe racks, pipe supports, cement lined fittings, spectacle plates, & orifice plates
- Structural steel fabrication to AISC and BS standards
- Knock-down storage tanks, shop fabricated horizontal or vertical tanks (flat or dished heads) to API 650 or clients' specifications
- Pressure vessels to ASME VIII, Division I.
- Ladders, platforms, stairs, stairways, and handrailing
- Chimneys, power stacks, ducting, and flare tips
- Modular skids

Our Objectives:

- Sourcing of materials for the fabrication of pressure vessels, skids, and flares.
- Exploring the latest technologies available in the metal fabrication industry catering to the oil and gas sector.
- Strategic tie-ups with technology suppliers to achieve competitive advantage in the oil and gas equipment markets of the Middle East.
- Exploring the feasibility of adopting automation in the activities of our company.
- Exploring business development tie-ups with US companies to enable U.S. firms to compete in Saudi Arabia.



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www.sherbiny.com



Mohammed Sherbiny

Chairman & CEO



Majed Sherbiny

Chief Commercial and Operations Officer



Mohammed Al Naimi

Deputy Chief Commercial and Operations Officer



Stuart Winwood

CFO & Chief Consultant

Sherbiny Holdings

PO Box 3082

Al-Khobar 31952, Saudi Arabia

Tel: 966-13-801-0231

Fax: 966-13-801-0213

E-mail: majed@sherbiny.com

Website: www.sherbiny.com

Profile:

Sherbiny Holdings is a family owned group of companies established in 1986 dedicated to serve the oil and gas market of Saudi Arabia and the neighboring countries "GCC" (Kuwait, Bahrain, Qatar, UAE and Oman). Sherbiny Holding has four subsidiaries to offer end-to-end solutions to its customers. Furthermore, it provides supply of industrial equipment all the way to after sales services. Furthermore, they offer additional added value services such as Engineering and System integration. They consider themselves as a "Total Solution Provider" for the oil and gas, petrochemical, chemical, power and water industries. All operating units are registered vendors and certified contractors with all the major customers in Saudi Arabia and the GCC countries. The company headquarters and main facilities are in Al Khobar, which is in the heart of the oil industry in Saudi Arabia, and its branch office is in Yanbu. Internationally, the firm has subsidiaries in Dubai and Abu Dhabi, UAE to cater to the GCC market. It also has an office in the Kingdom of Bahrain fully dedicated to developing business for the group in various sectors. Sherbiny Holding is a multinational company with more than 120 of high caliber professional staff coming from 16 different nationalities bringing different expertise and skills to the team and the company. Sherbiny Holding continuously invest in its Human Resources talents as a result they have been awarded numerous awards and recognitions by their principals and customers.

Our Objectives:

The company is looking for leading US companies in the following activities:

- Oil and gas: engineering, supply, construction
- Renewable energy: consulting, engineering and solutions providers, manufacturers of solar modules and panels, wind turbines manufacturers

Interested in expanding their business in Saudi Arabia and the GCC region through the following business Models:

- Agency/Distributorship
- Joint venture or any other suitable business models



Eng. Sulaiman Al-Rumaih

CEO

srumaih@al-tamimi.com



Adel Al Shouraim

VP Manufacturing Power & Industrial Group

adel@s3c.com.sa



Ahmed Alhammad

General Manager

Clariant-Tamimi Saudi JV

ahammad@al-tamimi.com



Daoud Sliat

VP Trading, Power & Industrial Group

daoud.sliat@sesco-me.com

Tamimi Group of Companies

PO Box 172

Dammam 31411, Saudi Arabia

Tel: 966-13-807-5700

Cell: 966-54-088-8884

Fax: 966-13-847-1592

Website: www.al-tamimi.com

Profile:

For over five decades, the Ali A. Tamimi Company has worked successfully with both foreign and local partners in many areas of business. We have worked with more than two dozen companies to supply products and services to the region's major institutions.

Ali A. Tamimi Company takes pride in its long-term partnerships with General Electric. The oldest of these was first established in 1960 with GE Power Systems. Today, these partnerships include Ali A. Tamimi Company, Trading Division, which distributes GE, GE Oil and Gas and Turbine Blading Ltd., power generation renewal parts and equipment. In addition, the Trading Division represents Braden Manufacturing and Chesterton ARC Products in Saudi Arabia. Middle East Engineering Limited SA provides repair and overhaul of power generation equipment for GE Water & Process Technologies Company, WAPTCO, GE Fanuc, and GE Sensing.

The Company is equally proud of its other power related businesses including: Saudi Electric Supply Company, which has provided electrical, mechanical and industrial products to the Saudi market for almost thirty years; the Saudi Conduit Coating Company which provides coatings for industrial petrochemical products; and the Energy Equipment Rental Company, Ltd., which provides cost effective solutions for remote power needs.

Our Objectives:

The company is interested in introducing new products and services into the Kingdom that will provide quality and value to its customers while complimenting its present product offering.



Mohammed Al Naimi

President/CEO

Tanajib for Oil and Gas Services Co. Ltd.

PO Box 30415

Al-Khobar 31952, Saudi Arabia

Tel: 966-13-864-4567

Fax: 966-13-869-1355

E-mail: alanimi@tanajib.com

Website: www.tanajib.com

Profile:

Tanajib is a leading Saudi vendor established in 1990, catering to Saudi ARAMCO and providing materials and services to local oil and gas drilling and production operators. Tanajib drilling services are aimed at fine tuning the drilling operations to optimize rig time, improve well integrity, improve well trajectory, and cut drilling cost. Maintenance, reliability and process optimization Solutions for Rotating Equipment, Static Equipment and Production Processes. The company's goal is to increase performance, safety and reliability of all industrial facilities in the region through smart technologies and services.

Our Objectives:

Tanajib for oil and gas services is looking to partners with new and smart U.S. technology companies.

Ali Abdulla Kanoo

Director



Niaz Ahmed

Marketing Manager

Kanoo Industrial & Energy

Fergus Burke

Executive General Manager

Kanoo Industrial & Energy

Yusuf Bin Ahmed Kanoo LLC, Commercial Group

PO Box 37, Dammam 31411, Saudi Arabia

Tel: 966-13-857-1265

Cell: 971-56 200 2443

Fax: 966-13-857-4407

E-mail: Niaz.ahmed@kanoo.com

Website: www.ybakanoo.com

Profile:

Yusuf Bin Ahmed Kanoo (YBA Kanoo) is one of the largest, independent multinational businesses in the Middle East with a workforce of 4000 employees and an extensive portfolio of complementary business units and strategic partnerships across a range of industry sectors. The business activities include shipping, travel, logistics, property, technology and retail.

Industrial & Energy is a division of Kanoo comprising of 5 strategic business units. These operating units include small to medium EPC, fabrication and construction, operations and maintenance, plant and machinery, drilling, and chemicals. The industrial and energy business is transforming from a sector focused business to a business with the above 5 mentioned units.

Our Objectives:

Sourcing new partnerships for joint ventures in manufacturing locally and to meet existing partners. Also, the company is looking for the following products.

- Drilling Equipment
- Low control products
- Tank cleaning solutions
- Process equipment
- Oilfield equipment suppliers
- HVAC
- Chemical and chemical products
- Tools
- Rotating equipment
- Instrumentation
- Waste water equipment
- Safety equipment and clothing (PPE)
- Corrosion Protection



Osama Salah

General Manager

Zamil Group Holding Co., Commercial Division

PO Box 13793

Dammam 31414, Saudi Arabia

Tel: 966-13-892-4900

Cell: 966-50-381 6383

Fax: 966-13-847-3131

E-mail: osamas@zamilts.com

Website: www.zamilts.com

Profile:

The Commercial Division of Zamil Group Holding Co. is the trading arm of the large and diversified Zamil Group, which was founded in 1930. Zamil Group represents many well-known international companies in the Arab States of the Gulf Cooperation Council (GCC). Zamil Commercial Division provides industrial products such as chemicals, electrical items, instrumentation, mechanical equipment, and non-metallic materials, and services to all major operating industries.

Through Zamil's diversified trading activities, services and joint-ventures – the Commercial Division will continue to play a key role in the energy and power sectors and meet the future demand with foresight, and careful planning, which have established the Group's well-maintained reputation.

Our Objectives:

Zamil Group is keen to develop business partnerships with major US manufacturers of industrial products for the entire GCC States. The Group is interested also in joint ventures with oilfield international drilling and service companies, and in technical collaboration with offshore maintenance contractors.



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E-mail: riyadh.officebox@trade.gov

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Tel: 966 13 330 3200 Fax: 966 13 330 2190

PO Box 38955 Dhahran 31942 Saudi Arabia

E-mail: dhahran.officebox@trade.gov

JEDDAH

Tel: 966 12 667 0080 Fax: 966 12 664 4148

PO Box 149 Jeddah 21411 Saudi Arabia

E-mail: jeddah.officebox@trade.gov



U.S. Department of Commerce

1401 Constitution Ave., NW
Washington, DC 20230

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