

Petrotec

MAGAZINE

THE NEWS THAT MATTERS

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FROM OUR MANAGING DIRECTOR

With the closure of an unprecedented year, we have been forced to reflect and restructure. Despite the challenges that our industry faced, Petrotec managed to make 2020 a successful year. As a resilient company, Petrotec has sustained through the industry downturns and 2020 was no exception.

Our sales, logistics and operations teams were tasked to quickly assess the situation from the first week of the virus outbreak in Qatar. Since the safety of our clients and employees is a top priority, many measures were implemented in order to ensure a smooth-running of our operations without compromising the safety of our personnel. Our teams continued to provide clients with high quality services throughout this on-going crisis, as we continue to adjust to what has become our new norm.

Our team based in Kuwait continue to serve the Kuwaiti market through Al-Mahhar Alkuwaitiyya with light and heavy construction equipment and have been providing the Kuwaiti construction market with heavy machinery on schedule, despite the recurrent lockdowns within the country. Ocean Team Qatar and Solarca Qatar continue extending their support in the lube oil flushing and chemical cleaning services throughout the different packages of the giant new refinery project in Al Zour in Kuwait.

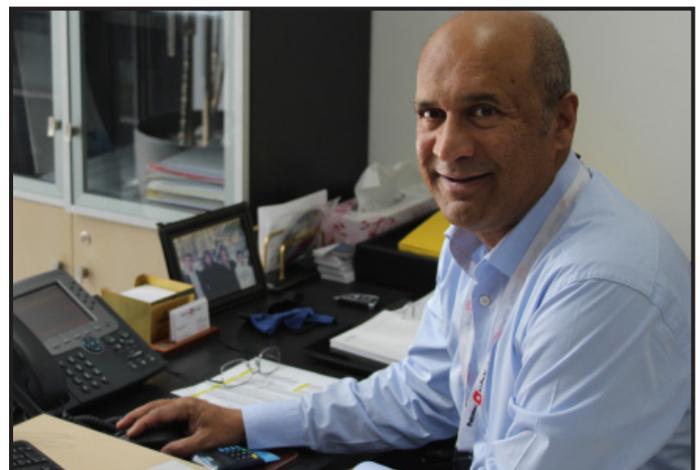
During the year 2020, we have been able to achieve growth in some new areas as we continue to localize new products and services in Qatar. Petrotec has always been keen to identify gaps in services available to the local oil and gas market and has been relentlessly working with strategic technical partners to offer these services. These new ventures are backed with the facilities that we established, the latest one being the new service centre in Manateq-Al Wakrah with a total area of 25,000m² including a 6,000m² workshop. I would like to take this opportunity to announce the official inauguration of this facility by mid April 2021. The facility will be the new hub of our Q-Fab division which supplies construction equipment and services to the road and construction industry in Qatar and Kuwait. I would invite you to read the feature article of this edition to learn more about our “In-Country Value” and the investments that we made in Qatar during the last few years.

I hope you share my optimism that 2021 will be a better year. 2020 was unprecedented and forced us to learn a new way of doing business. At Petrotec, we are fully equipped to keep our employees and customers safe as we invest in digital communication and social media tools.

I would like to thank our customers for their flexibility as we continue to extend our technical support through online meetings and webinars. Also, I would like to take this opportunity to invite everyone to follow our social media platforms (on LinkedIn, Instagram, Facebook and Twitter) in order to remain updated about our products and services. I would like to thank all our employees for their compliance to the obligatory measures to ensure the safety of their colleagues and our clients and look forward to another successful year for Petrotec group in 2021. Keep safe.

Clifford W. Lasrado

Managing Director



Fire Protection in our facilities

Working facilities can be challenging environments when it comes to specifying life safety systems. The presence of hazardous and potentially volatile materials requires a close focus on safety considerations. Additionally, higher than usual levels of smoke, dust and other particulates in the atmosphere can pose a challenge for accurate fire detection - resulting in a need for intelligent detection devices.

It is essential that any products installed as part of the fire detection system should allow the facility managers to quickly identify hazards in order to help them take appropriate action to protect the site, its workers and the surrounding area.

At Petrotec, both photoelectric sensors and weather-proof manual call points are installed at our facilities, which are compatible with intelligent fire and life safety systems. In any hazardous environment, there is a whole raft of fire safety considerations that need to be taken into account. To match the increased risks faced by occupants in hazardous locations, we use products of high quality and enhanced performance. All our system meet QCD guidelines approvals.



Petrotec's 10 life saving rules

Safety and quality are a top priority at Petrotec - Our employees often work in demanding environment and extreme working conditions. In order to ensure that everyone goes home safely, we have introduced 10 Life Saving Rules that are mandatory for every employee and stakeholder of the group. Lifesaving rules are key actions to prevent major injuries during higher risk activities. The lifesaving rules incorporated by our QHSE department revolve around the following topics:

- Driving Safety
- Fire Safety
- Falling Objects
- Energy Insulation
- Working at Heights
- Hazardous Substance
- Machinery /Equipment Safety
- Confined Space and Deep Excavation Safety
- Industrial /Heavy Equipment
- Manual Handling

All employees at Petrotec group are authorized to intervene or stop work if they are in doubt about the safety of an activity or if a lifesaving rule is not being followed.



The nomination of our Engineer by "Pumps & Systems Magazine"



Our pump engineer Subodh Khobragade, has been nominated as one of the top 10 pumps professionals in the by Pumps & Systems Magazine. Subodh, 31, has now spent over 10 years in the pump industry. His journey began with industrial trade training in machining. He then worked as an apprentice in the L&T tool room in Mumbai, India. *"My major breakthrough came after I applied for a vacancy in Flowserve, India"* Khobragade noted.

He worked at Flowserve Pumps in the United Arab Emirates as a precision assembler for five years, then as a pump mechanic for Hydro Inc. in the United States, Subodh joined Petrotec and Flowserve's Certified Repair Center (CRC) for pumps in Qatar as a pump specialist. Subodh has assisted set up a pump repair workshop, leads operations, handles aftermarket services, and works as a field service specialist. His love of problem-solving combined with his *"unassailable passion and fascination for machines"* eventually led him to become a specialist in API pumps.

Khobragade's manager, Nathan Venter, wrote, *"He can be trusted to give clear answers and a way forward when there are pump difficulties on-site. What is noteworthy is that he often deals with rotating equipment engineers who are 10 to 20 years his senior and earns their respect."*

In his nomination, Venter wrote how Khobragade is often sent into high-stress situations on-site where there are many unknowns. *"Our clients are oil and gas giants that are demanding and who expect performance at the highest levels."* Venter said.

LEWA offshore commissioning job

Petrotec service division offers a best in class maintenance and repair service for LEWA installations in Qatar which is done by our experienced in-house employees. We check our clients' pumps on a regular basis as part of preventive maintenance program, thus ensuring a longer life, lower operational costs and enhancing operational safety. Service centre based refurbishment and overhauls on motor driven pumps has been our on-going strength over the last 15 years in Qatar. In 2020, Petrotec's service division initiated the onsite FAT/SAT services package and recently completed installation and commissioning of customized chemical injection packages and biocide injection package with the online service support from the LEWA team.

The service team has been fully trained by LEWA to perform the upcoming field SAT and commissioning services on LEWA's Odorizing system package in Qatar.

We are equipped with LEWA trained service personnel for field services overhauls and refurbishment and PLC Engineers for controller/systems support. Reach out to Process & Chemicals Team for further details or support.

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Petrotec Total Purity Solutions/OTQ wins a 5 year contract for oil analysis

Petrotec Total Purity Solutions/OTQ recently won a 5 year contract for oil analysis of lube oil and transformer oil systems for both onshore and offshore locations of a major oil and gas operator company in Qatar. Petrotec along with our JV partner Intertek is setting up a state of the art Oil Condition Monitoring lab in RLIC as part of the service localization initiatives. This lab will cater to all customers in Qatar and will help them get speedier test results and also save on logistical costs.



Petrotec-Purity Solutions/OTQ commences Moisture Filtration Services using Vacuum Dehydration Unit in Qatar.

Petrotec Total Purity Solutions/OTQ being one of the leading providers of oil care services in Qatar is proud to announce moisture filtration services using Ex- Zone 1 classified Vacuum Dehydration Unit (VDU) as a part of the filtration services in Qatar. Water being one of the most “stubborn” contaminants in oil, this specialized service using the vacuum dehydration technology is one of the most efficient and reliable way to remove all three phases of water (dissolved, free and emulsified) contamination in oil.

When water contaminates a system, it can cause serious problems such as corrosion by etching metal, fluid breakdown, reduction of lubricating properties, additive precipitation, oil oxidation, reduced dielectric strength, abrasive wear in hydraulic components and many more.

The VDU Unit is highly efficient for moisture contamination, designed for continuous operation with a safe and easy to operate PLC system and supersedes older technologies of moisture filtration. Applications include filtering hydraulic oil systems, steam and gas turbo machinery lube oil Systems, gear oil and transformer oil systems.



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Petrotec Total Purity Solution

OTQ is a leading provider of oil / hot oil flushing / high velocity flushing for turbo machinery, both as a pre-commissioning cleaning activity or as part of reliability improvement requirements. OTQ has a large fleet of specialist flushing equipment and a highly trained flushing team. OTQ is also a leading provider of specialist chemical cleaning services for the offshore oil and gas industry, heat exchanger cleaning, acid injection in water producer wells etc. Over the years, OTQ has become the leading company for confined space entry for vessel cleaning.



Q-Fab completed the erection of seven tower cranes in GEWAN Island

Q-Fab successfully completed the erection of seven tower cranes model J300, 12ton with 75m jib length on stationary base at GEWAN Island project. The cranes are rented to the main contractor of this project for a period of 24 months. All drawings and method statements were done by our inhouse sales/application engineer.

Gewan Island is a new mixed-use entertainment and residential island located 350 metres offshore of Doha's West Bay coast. The island is designed as an extension of The Pearl-Qatar to cater for resident accommodation and entertainment facilities. The development has a site of 67 ha and a gross floor area of 360,000 m² and boasts residential units ranging from serviced apartments to beachfront, waterfront, and exclusive island villas; two hotels; and an entertainment hub which features an outdoor air-conditioned crystal walk way.

The island will also be home to a 9-hole golf course, a clubhouse, and a mosque on a total built up area of 360,000 m².

Q-Fab is a Qatar based company which supplies engineering products and services to all the major industries in Qatar.

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Al-Mahhar signed partnership agreement with JASO

Al-Mahhar have recently signed with spanish company JASO as their authorized dealer for the sale and service of JASO Cranes and spare parts supply in the State of Kuwait.

Since its creation in 1975 and with the presence in 70 countries and 5 continents, JASO Tower Cranes has supplied thousands of customers with all types of cranes like city cranes, top line cranes, luffing cranes, gantry cranes and straddle cranes.



With a reach up to 85 meters and a lifting capacity of up to 64 Ton, JASO tower cranes have many options of assembly whether stationary, mobile or on-rail. JASO follows the highest safety standards in manufacturing tower cranes and material quality control, thus makes JASO one of the most reliable and heavy duty tower crane manufacturers in the world. AlMahhar also offers the JASO tower crane on rental as well with available stock of 12 & 16 ton capacities.

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Q-Cal Successfully Completes ONETHOUSAND Electrical Energy Meter (3-Phase) Calibrations-

In power purchase agreements between Kahramaa and the bulk customers, both parties need to know exactly how much energy (active and reactive) has been delivered within a specified billing period. Meter calibration is key to attaining that certainty.

In 2015, Q-Cal identified a requirement in the electrical transmission sector (Kahramaa) for periodic calibration of 3 Phase energy meters. Local capability was developed to cater this by investing in a high accuracy reference master equipment and training in house engineers. After a series of successful demonstrations, Kahramaa accepted Q-Cal as the approved agency to certify bulk tariff meters. Q-Cal reached a milestone of one thousand calibrations during december 2020, when their specialist engineers mobilized to a major power company in Qatar.



"We are glad that Q-Cal could realize Kahramaa's vision of providing a local calibration solution to their bulk customers by 2016." – Neil Dey, General Manager expressed his satisfaction during the occasion. All energy meters compliant to IEC 62052-11, IEC 62053-22/23, IEC 62056-52 and belong to Class 0.2s and Class 0.5s can be calibrated in situ or at our Ras Laffan facility. Active energy, reactive energy, phase angle, pulse output, impulse ratio, power factor etc will be verified, as a minimum. Power companies in the region and Bulk Electricity customers aspect such high precision calibration activity.

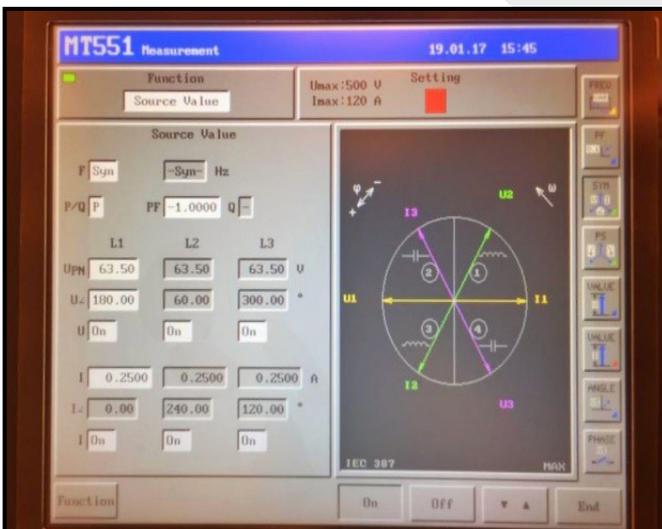
Earlier, every bulk customer had to depend on the Dutch specialist "KEMA" laboratory in the Netherlands who was the only approved agency.¹

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About Q-Cal

Q-Cal was established in Qatar in 1998 to provide process equipment calibration, repair, rental and management services. Q-Cal is a joint venture company between Petrotec and intertek. The company has grown and developed and now offers a full Inventory management service and also equipment rental.

Q-Cal holds ISO 17025 accreditation through the International Accreditation Service (IAS) and ISO 9001:2015, ISO 14001:2015, ISO 45001:2018 from LRQA. Q-Cal can ensure your products meet quality, health, environmental, safety, and social accountability standards.



Successful completion of major Oxygen piping cleaning contract

Solarca Qatar has successfully completed a major project for the world's largest GTL producer. The project involved cleaning of critical 99.9% purity liquid Oxygen import lines. The cleaning of the lines were divided into two stages with phase 1 being completed in Solarca workshop. Solarca erected a highly specialised clean room which met the highly stringent criteria required for performing inspections of liquid oxygen elements, in a climate controlled environment with positive internal pressure in order to prevent the ingress of dust molecules.

Phase 2 commenced cleaning on-site using dedicated pumps and hoses capable of achieving the cleanliness criteria. Solarca had successfully cleaned the piping achieving all the criteria for oxygen service standards. This highlights the speciality of Solarca-Qatar in order to provide cleaning requirements to the highest standard in the industry.



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About Solarca Qatar

Solarca Qatar was formed in 2009, a joint venture between Petrotec and Grupo Solarca. Solarca has its roots deeply embedded in the field of chemical cleaning and air and steam blowing, and possesses the expertise of Grupo Solarca in terms of chemical cleaning and air and steam blowing.



KOOP ME successfully completes dewatering of 10 buildings and 76 manholes

With the demanding needs of infrastructure in the State of Qatar to prepare the country for the FIFA 2022 world cup, KOOP has been very active this year working with contractors on prestigious projects spread throughout Qatar.

Projects such as Hamad International Airport (HIA) extension, beautification of Corniche and infrastructure works for A ring road, at Kharityat and Meshaf have kept Koop on the it's toes during the last 6 months. Keeping downtime of equipment along with efficient equipment utilization were the main focus of the year.

Currently onsite on 16 projects, Koop has been able to deliver trenches with depths to 6m alongwith shafts whose depth ranges up to 21m below ground level. The shafts are usually used in construction manholes which will serve as the storm and drainage network.



The shafts in HIA where we are currently dewatering is utilized for the transportation of fuel to the airport as well as allowing storage of more fuel on the premises. On the Corniche the trenches stretching up to 8.8 km and anticipated flows of 50m³/hr we completed in a year. Addition shafts and over pumping started in November and is expected to be completed in 8 months' time.

We are looking forward to a full schedule of project year ahead in 2021, with new anticipated large scale projects and a lot of challenges to overcome! with new and old clients alike, we are kicking of the new year starting with the infrastructure works on a new island in the Pearl and huge upcoming development works in Mubaireek.

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IN-COUNTRY

Since its inception in 1989, Petrotec group has been committed to increasing its In-Country Value (ICV) by localizing products and services in the oil and gas market in Qatar. Through the strategic partnerships and the large investments that the company made, Petrotec has managed to establish itself as the leading provider of engineered products and specialist services to the energy sector in Qatar. Furthermore, the group diversified its service offering by establishing Q-Fab in 1996, a subsidiary supplying heavy equipment to the evolving construction sectors in Qatar and Kuwait.

During the 2000's, the oil and gas sector grew exponentially in Qatar and the need for specialized service companies that cater to this sector was high. From very humble beginnings with an instrumentation and electrical products showroom in Salwa road, Petrotec hoped to fill some gaps in this market. However, the company has promptly adapted to the growing market by establishing a small service facility in street 33 – Salwa Industrial Area. That facility was only the beginning of Petrotec's journey in investing in full-fledged facilities that are currently serving the energy, construction and industrial sectors in Qatar.



Street 35 Facility

In 2004, the service workshop in Street 33 could not accommodate the increasing demand for drilling service choke valve, gas lift, and liner hanger services in addition to servicing Rotork actuators, welding equipment, HEK platforms, Ingersoll Rand tools and hoists.

In 2005, with Petrotec becoming the approved service centre for Masoneilan control valves and Consolidated safety relief valves (currently Baker Hughes), the company built a new workshop in street 35 – Salwa Industrial Area.



The new facility had also housed Q-Cal's calibration labo in addition to Q-Fab's showroom. Later on, this facility served as the hub for Q-Fab's activities before moving recently to the state-of-the-art new facility in Manateq-Al Wakra. Currently, with the increasing demand of the LV switchboards being the life blood of any project, the 3,400m² facility is exclusively utilized by our switchgear manufacturing division. Audited and approved by KEMA, Petrotec is a franchised panel manufacturing partner for design, assembly, testing and commissioning of Eaton Type-tested Switchboards, MCCs, Distribution Boards and control panels.

Street 39 Service Centre

In 2007, with the Street 35 facility being fully dedicated to Q-Fab subsidiary, Petrotec inaugurated another facility in street 39 – Salwa Industrial Area. With the creation of Gulf Turbo Services (GTS), the group needed more space to establish a rotating equipment workshop.

The 10,000m² facility also housed the Ocean Team Qatar and Solarca Qatar joint ventures in addition to the other services offered by the Service and Technology Centre (STC). Besides the GTS rotating equipment workshop, the facility currently houses, the only CompEx training and validation centre in Qatar, in addition to a Flowserve approved mechanical seal workshop which was enhanced, in 2019, by adding a dry gas seal repair facility.

VALUE



This was the first time Flowserve has ever partnered with a distribution channel for a dry gas seal repair facility in the world.

A large portion of the workshop is dedicated to our drilling services like redressing, calibration and testing of drilling, completion and intervention tools.



Ras Laffan Service and Technology Centre

Strategically located in the Ras Laffan west support area, the facility was established primarily to support the Ras Laffan Industrial City (RLIC) based customers. Neil Andrew Dey, General Manager – Petrotec Operations said: “We have invested in a state-of-the-art service centre right next to RLIC.

With increasing preference of our customers on localization, better turnaround time and cost optimization, Petrotec’s ‘close-to-the customer strategy’ is offering great value to the Qatar oil & gas market.” The phase 1 of this facility was inaugurated in 2013 with the relocation of our valve services size division and Ocean Team Qatar from Street 39 facility.

Within 12 months of occupying the facility, due to a sizable increase in workload and successful receipt of new contracts across all of our service areas, it became very apparent that an expansion of the facility was needed. Phase 2 was inaugurated in 2016 and it consisted of an additional 6,000m² of workshop space, 1,400m² warehouse area, additional offices and a sand blasting and painting shop. Petrotec was the first service company in Qatar to have an ISO certified cleanroom. Currently, the facility includes a Masoneilan MARC and (consolidated Green Tag centre workshop (QRC), a Flowserve approved pump workshop, a Hydraulic workshop, Q-Cal’s calibration laboratories in addition to a large storage yard for cargo carrying units (CCUs). Planning of phase 3 has already begun as Petrotec looks to further strengthen its position in the market, with the addition of innovative in-house service capabilities, whilst also further strengthening associations with our international service partners today size. Petrotec today has one of the largest facilities with 48,000 sq mtr of land.

Q-Fab’s Manateq-Al Wakra Service Centre

Due to Q-Fab’s significant service portfolio expansion, Petrotec group has recently invested in a 25,000m² facility to integrate the sales, services, warehousing and yard for Q-Fab and KOOP Middle east Watermanagement subsidiaries in one location. This will provide a complete one-point solution to our customers bringing in synergy and efficiency in all of our operations. Unique to its location in Manateq-Al Wakra, the state-of-the-art facility has a covered area of 6,250m² including a fully equipped workshop and showroom to display a huge array of construction equipment. The facilities comprise a dedicated heavy and light equipment workshop with work pits, a dedicated hydraulic service room, a tire foam-fill workshop, a paint booth, rental workshop, reception area and training room. The facility also has 1450m² of covered area as warehouse which will be dedicated to our parts operations. It is fully equipped with high racking, VNA forklifts and modern inventory management methods and practices. With the official inauguration of this facility on expected as soon as COVID restrictions are lifted, it will be another step in Q-Fab’s continuous endeavor in providing one stop shop for all industrial needs of our customers.

Flowserve pumps for District Cooling Plant applications

District cooling plant- Overview

A district cooling system distributes chilled water from a central source to multiple buildings through a network of underground pipes for use in cooling system. Individual user purchases chilled water for their building from the district cooling system operator and do not need to install their own chiller plants. For this system, a central chiller plant, a pump house and a distribution pipeline network are required. The district cooling system is an energy-efficient air-conditioning system as it consumes up to 35% electricity as compared with traditional air-cooled air-conditioning systems and individual water-cooled air-conditioning systems using cooling towers respectively. In some countries that have substantial heating demand, the plant can also be designed to supply hot water to form a District Heating and Cooling System (DHCS).



SINGLE CASE PUMPS - AXIALLY SPLIT - LNN

BRAND: Flowserve-Worthington

The LNN series of pumps is the outcome of many years of experience in the design and manufacture of axially split casing pumps. State-of-the-art pump design technology from Flowserve has resulted in superior pump designs which offer broad hydraulic coverage, quiet operation, low NPSH requirements, high operating efficiency and low total cost of ownership.

SINGLE CASE PUMPS - AXIALLY SPLIT - LR

BRAND: Flowserve-Worthington

The LR family of pumps provides a broad range of hydraulic coverage and low total cost of ownership. With thousands of units installed over the years, these pumps provide reliable and efficient performance in applications ranging from water supply to circulation duties to petroleum distribution.

INDUSTRIAL PROCESS PUMPS - MEN AND MEN-BLOC

BRAND: Flowserve

The MEN Series of single-stage, end suction water pumps provides broad hydraulic coverage with low total cost of ownership. MEN Series pumps feature optimized hydraulics and rugged construction to deliver long, reliable and efficient performance.

WET PIT PUMPS - VTP BRAND: Flowserve

The Flowserve vertical turbine pump (VTP) is a diffuser-type, single or multistage design for continuous service in wet pit and deep well applications. With more than 250 models available, Flowserve VTP pumps are one of the world's most comprehensive lines of mixed-flow, vertical turbine pumps. Multiple design configurations and broad hydraulic coverage ensure you get a cost-effective solution that precisely meets your application requirements.

Legacy brands include: Worthington, IDP, Byron Jackson.

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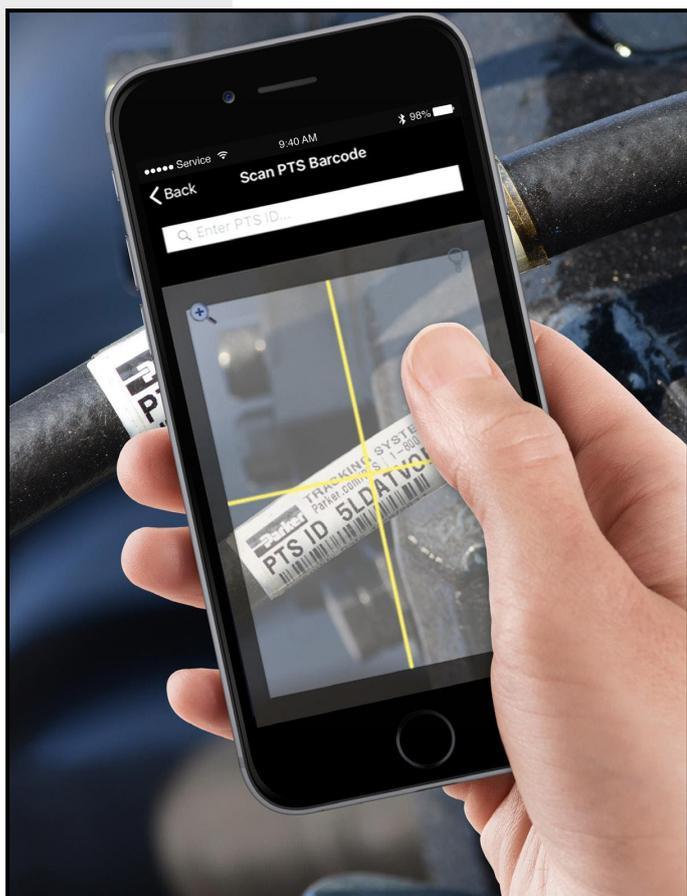
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Petrotec's Hose Management Services

Petrotec Service & Technology Centre (STC) houses a full-fledged hydraulic workshop in Ras Laffan. The facility is adequately equipped to carry out a wide range of hose fabrication with pressure testing up to 52,000 psi and crimping up to 8 inches. The workshop was recently certified by Parker Polyflex for manufacturing of ultra-high pressure thermoplastic hose assemblies. In addition to maintaining extensive stock of Parker hydraulic hoses, we do represent and maintain a stock of Alfagomma and Amnitech hoses to cater to the Industrial and Metallic hose market requirements.

Our team comprises of experienced hose technicians and engineers who are exceedingly capable of conducting on-site hose surveys including data collection for records, condition monitoring, troubleshooting and providing recommendation for repair/replacement.



As the authorized distributor of Parker-Hannifin in Qatar, Petrotec positions itself as a one-stop shop solution for all fluid conveyance product requirements. Parker Tracking System (PTS) is an innovative component-tagging and asset management solution that we offer to customers.

A unique, logical and simple to use web service that speeds up the process of hose assembly identification and replacement. This value-added service includes tracking records of all hose components, ensuring no mismatch and preventing downtime and related costs. PTS also enables users to establish inspection and/or replacement dates to drive proactive maintenance planning.

The purpose of PTS is to provide customers with the very best service experience possible. PTS was designed to make your next purchase or service event "Fast. Easy. Exact."

Fast – Identify and replace hose assemblies faster.

Easy – Clear markings and local service team delivering a seamless experience.

Exact – PTS can eliminate hose identification guesswork that can lead to poor performance or delays. We aim to increase the speed, timing and accuracy of your next replacement. With PTS, you can:

- **Asset Location:** Establish detailed asset location data for fast, and easy replacement.
- **Scheduled Events:** Easily schedule and manage future inspection and replacement.
- **Asset Inspection:** Collecting and storing customizable asset inspection data for easy retrieval.
- **Asset Genealogy:** Capture and analyze asset replacement and service history for continuous improvement.
- **Transfer Records:** Seamlessly transfer record visibility between multiple PTS accounts.
- **Export Details:** Quickly export customizable asset reports into Microsoft Excel.
- **Data-books:** Create professional PDF reports containing asset details, service history and attached files.
- **Email Notifications:** Receive personal Maintenance, Repair and Operations (MRO) email notifications.
- **PTS Mobile:** Manage assets on the go with PTS Mobile.

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"The Sniffers" Award winning Methane Accounting Program

To reduce carbon emission and respond to an increased energy demand, global energy players are investing aggressively in gas production and supply. Every player in the gas value chain, is confronted with methane emissions across the value chain. These companies are looking for a reliable partner to identify methane leaks, quantify these emissions or losses and reduce them – all in a cost effective and planned manner.

"The Sniffers" has launched its Methane accounting program to help their clients with minimizing their methane emissions and to contribute strongly with the goal to keep global warming under 1.5°C. Simultaneously, this program will help clients to manage their facilities with credible, auditable figures and demonstratable progress.



The Sniffers' Methane accounting program is a unique service for companies in gas value chain (upstream, midstream, downstream or integrated) to ensure a complete, transparent, and reliable picture of its methane emissions from an operating facility. This service provides a complete emission picture covering the complete gas value chain from well to market, and includes unintended emissions (eg. fugitive emissions) as well as intended emissions coming from gas driven pumps and valves, flaring and venting (or cold flaring), from safety infrastructure and any other emission scenarios. This transparent picture enables strong emission reduction and drives continuous improvement year after year.



Realizing your Environmental and Sustainability Ambition

The program consists of three main steps. First of all, a credible baseline is created by making an detailed inventory of all potential methane emitting sources. After the baseline is set up, the next step is to identify and quantify the emissions with fit-for-purpose technologies using the appropriate measuring equipment and calculation protocol applicable to client's situation. Techniques include methane laser measurements, FID/PID devices, Optical Gas Imaging cameras, High Flow Samplers to quantify the loss of the leak in kg/year, drone (UAV) measurements, and more. The retrieved data from these onsite measurements is then collected in The Sniffers' in-house developed software application SFEMP that is capable of calculating the emission in tons/year per source compliant to country or customer-specific protocols (EPA M21, QP, etc.) or in aggregated form for the total value chain.

The end result is a detailed report of the calculated emission results that is audited on a regular basis by third parties since The Sniffers is an ISO 17025 Laboratory accredited company.

Sniffers' Methane Accounting Program was recently awarded the Energy Institute's Environment Award 2020. Gas companies can thus rely on an accredited service provider to ensure the correct methane emission message to their management and stakeholders.

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Petrotec wins long term supply agreement for Adsorbent Removing Chloride in a downstream petrochemical plant



BASF
We create chemistry

Petrotec alongwith its longtime partner BASF will supply Adsorbent removing Chloride from process gas stream meeting stringent specifications for a client operating downstream petrochemical plant. Due to the critical nature of process, the client trusted Petrotec and BASF in providing the apt adsorbent for hassle free process operation.

BASF offers advanced specially formulated adsorbents to control impurities like chlorides emissions from process streams. Superior adsorption capacity and high surface inertness ensure exceptional performance characteristics while minimizing formation of undesirable polymeric species. High stability towards liquid water and high mechanical strength make BASF's chloride and fluoride adsorbents a robust and reliable solution for most challenging process environments. We also offer a broad range of technical solutions based on the relevant adsorbent for various other applications in gas treatment, petrochemical and refinery industries. Please contact Petrotec process and chemicals team for more details.

Success story of Saeed Hassanzadeh

Saeed who has a Masters degree in Petroleum Technology joined Petrotec in 2018 as a Graduate Trainee Engineer at the drilling department. Highly motivated with an interest to learn and grow quickly, he captured the essence of the knowledge required to transform himself into a service engineer for Scanwell,



a Norwegian company which is involved with well integrity and gas lift surveillance services. Saeed who is now the service engineer for Scanwell has been appreciated by operators in Qatar for the successful service jobs he has done.

We wish him all the best and a bright future.

Success story of Scanwell



Success story of Scanwell is a Norwegian company which provides niche services to monitor, evaluate and optimize well integrity, well barriers, gaslift and production performance of oil and gas producing wells without loss of production and intervention in the well. We have been very successful and have bagged a five year contract from a major oil and gas operator in Qatar. Additionally, we have executed various jobs for other operators in Qatar.

We have set up a workshop for Scanwell at our drilling base in our Street 39 facility.

ScanWell

New Partnerships

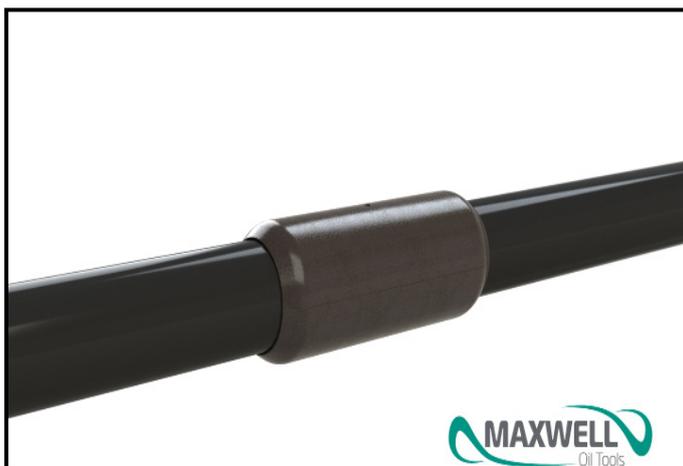
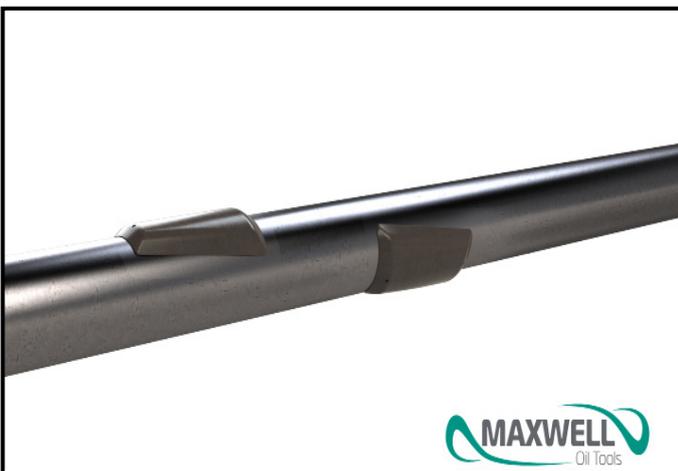
Petrotec drilling department signs up with Maxwell Oil Tools – U.S.A.

Maxwell Oil Tools from U.S.A. are pioneers in manufacturing composite centralizers and tubular placement tools to enhance well integrity.

Maxwell's revolutionary multilayer composite component technology combines high wear resistance with extremely low friction factors.

Superior fluid bypass technology addresses many centralization and casing run challenges associated with today's increased well complexity.

Maxwell products complement well with the range of products marketed at the drilling department of Petrotec and is now being introduced into the Qatar Market.



For more details about this product, please contact:

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Petrotec Drilling Department partners with OFI – India.

Oilfield Instrumentation (India) Pvt Ltd a leading technology provider for mudlogging services has partnered with Petrotec for marketing their services in Qatar.

OFI has a team of professionals comprising of well geologist, data engineers, mud Loggers, service engineers, computer experts, software professionals and instrumentation engineers. OFI provides its own manufactured mudlogging unit and crew customized to mud logging solutions for exploration, development, deepwater, CBM wells. WITSML compliant software, globally accessible online real time data, advanced features like high speed chromatographs, fast data acquisition and early kick detection system are part of the service provided.

Well established and having contracts in the region, OFI and Petrotec have already started their marketing activities and looking forward to a success in Qatar.



For more details about this service, please contact drilling department service:

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Petrotec and Koch Separation Solutions sign new Distributor Agreement

Koch Separation Solutions (KSS) specializes in separation technology such as membrane filtration, ion exchange, gas contactors, evaporators, dryers, and more, and is one of the newest partners of Petrotec. KSS is a Koch Engineered Solutions (KES) company along with Koch Glitsch, Koch Heat Transfer, and John Zink Hamworthy – companies with which Petrotec has a long history of successful partnerships within the region.

Through this partnership agreement, Petrotec will represent KSS in Qatar as the demand for innovative ion exchange-based solutions grows, particularly in oil refining, gas processing, and fertilizer production. KSS' Eco-Tec ion exchange systems feature their patented Recoflo® Ion Exchange Technology which includes a fine-mesh resin bead about 25% the size of a conventional resin bead and reduced column size. Eco-Tec AmiPur® Ion Exchange Systems are employed in refineries and plants around the world to purify amine by continuously removing heat stable salts through selective separation, ultimately reducing amine purchasing costs, operating and capital expenses and energy requirements while maintaining steady operation, extending equipment lifetime with attractive return on investment periods.

To learn more about KSS technology, including Eco-Tec ion exchange systems, please visit: www.kochseparation.com

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KOCHTM
SEPARATION SOLUTIONS

eco-Tec

Petrotec is now the local partner for LOKRING

Petrotec has recently signed a Memorandum of Understanding (MOU) with Pipework Northern (UK) Ltd. (Trading as LOKRING Middle East). LOKRING designs patented, weld equivalent pipe and tube fittings such as couplings, flanges, elbows, adapters, and more. The unique technology of the patented LOKRING fittings utilize Elastic Strain Preload (ESP), and possesses a metal to metal leak-free seal providing a connection equivalent to a butt weld in only 15 minutes.

LOKRING qualifies to ASME B31 Piping codes as an 'Unlisted Component'. The technology is recognized and used by worldwide leading operators such as ExxonMobil, Shell, BP, ConocoPhillips, Total etc.



Under this MOU, Petrotec shall hold a range of fitting and tooling along with a team of trained technicians capable of installing the LOKRING fittings in customer sites. LOKRING and Petrotec hope to better serve the oil and gas operators in Qatar by offering a product that achieves the same integrity as welding but removes many of the challenges and long-term costs of hot work.

For more details about this technology, please contact:

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Petrotec Awards Ceremony 2020

2020 has been a challenging year forcing people to adapt to new realities. With the COVID 19 pandemic, we did not let go of our tradition of an annual gathering to recognize and reward our long term and star employees. Instead we held the award ceremony in 3 different locations following strict health and safety guidance.

The event was very successful and awards were presented to the following long service employees who have completed 10, 15, 20 and 25 years of service.



25 Years of Service:

- Yolanda Cenas
- Moses Gerald

20 Years of Service:

- Thattil Davis Biju

15 years of Service:

- Sultan Ahmad Khan
- Mathew Koshy
- Gaspar Yabut
- Sujata Vijay Nair
- Lakshmi Venugopal
- Abdul Saleem

10 years of Service:

- Maharroof Keloth
- Hemalatha Raja
- Siraj Beerali
- Vellari Kuniyil Kasim
- Neil Andrew Dey
- Sathasivam Rajalingam
- Josie Campo

- Ronald Baldeviso
- Shinoj Rahman
- Pradeepkumar
- Loreta Mendoza Borja
- Kunhabdulla Kuniyil
- Juan Baluyot Dacillo
- Samar Pal Bais
- Mohammed Shoab
- Noli Deguzman
- Ahmed Sami Hamed
- Jafar Thazhe Othayoth
- Hemavathi Lakkappa
- Asharaf Thaze
- Jessie Mesa Jimenez
- Hari Kishore Kotagiri
- Cherian Scaria
- Rafeeq Kollandavida
- Jamal Unichanta
- Henry Whyte Opoku
- Gnanappan Kannan

It was also an opportunity to honor the stars of the year 2020 from different divisions across the group:

- Abijith Chittilappilly Antony – Petrotec Bondcoat
- Abrar Saied Mohamed - Petrotec Sales & Operations - Electrical
- Saket Javeri - Petrotec Sales & Operations - Chemical
- Lakshmi Venugopal Venkata - Petrotec Sales & Operations - General
- Sujata Vijay Nair – Finance
- Mohamed Shakir Kamil John - Petrotec Sales & Operations - General
- Vathsala Santosh Acharya - Petrotec Sales & Operations - HPWJ
- Shine Shanmughan Pillai Geetha - Petrotec Sales & Operations - SS
- Shamreena Saaduddeen - Petrotec Sales & Operations - Swire
- Jijo George Vellikunnel George - Petrotec Sales & Operations - Valves shop
- Babu Selvaraj - Petrotec Sales & Operations - Hydraulics
- Odei Kwarteng - Petrotec Sales & Operations OTQ
- Jishin Aboobacker – Q-Cal
- Felix Gila Petalla – Petrotec Sales & Operations – Flowserve seals - Operations
- Emiliano Jr. Mateo Silverio – Solorca Qatar
- Lalith Pushpakumara Humpita Pathirannehelage – Q-Fab
- Toufic Al-Zoghbi – Q-Fab
- Naveen Mathews – Q- Fab
- Mohammed Shoab – Q-Fab (Al-Mahhar)
- Mohamed Almrayat – Q-Fab (Al-Mahhar)
- Nidhal Sahmim – Q-Fab (Al-Mahhar)
- Waleed Said Arafat Abdel Rahman Mimi – Koop
- Vinay Shanker – Koop
- Aash Kumar Choudhary – Koop
- Gyanendra Oli – Koop
- Chetan Vijay Nair - Finance
- Don Wasantha Ranawaka Dharmasiri Wijayawardana - Finance
- Devi Prasad K S - HR
- Sarah Hassanein - HR

The Managerial Excellence awards went to Thattil Davis Biju – Manager Operations – Calibration & Measurement and Hari Kishore Kotagiri –Manager – Service (Q-Fab).





Nisha Ananthanarayanan
Specialist - Finance, Finance

My journey with Petrotec started in 2006, under the guidance of my Senior Manager - Yolanda Cenas and General Manager – Sunil Kumar. With baby steps, I completed 14 years in this company, and not only have I grown as a professional but also as an individual. In the past years I have made good friends and also come across charismatic leaders who has helped me get the spark back and motivated me to do my best.

I started with Petrotec Finance department as an accountant in 2006 and currently is holding the position of Specialist – Finance.

I consider myself fortunate enough to have encountered such talented, inspiring and enthusiastic leaders who are always committed to delivering excellence.

Our managers are excessively considerate and empathetic towards the employees, which helps us build a healthy work environment.

Working at Petrotec is about making work fun, having a good work-life balance, as well as good synergy between work culture and productivity.

I feel proud and happy to be part of an organization where we can see female representation – starting from the entry level up to the managerial level.

I believe the key to success in a corporate workplace lies on self-motivation and a focused approach towards an individual goal. In the past few years, the driving factor in my career has been the passion for my work and a very positive work culture.

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About Petrotec

Established in 1989, Petrotec is one of the largest providers of products and services to the energy industry in Qatar. With approximately 600 employees representing 31 nationalities, the company maximises every opportunity to promote its activities in the fastest-growing energy sector in the Middle East.

Petrotec represents a key selection of world leading manufacturers and service companies. Our clients in Qatar are provided with comprehensive specialised engineering support from our local team to supplement and enhance the links with our suppliers. This close support keeps both our partners and Petrotec ahead of the competition.

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