

SERVING THE ENERGY INDUSTRY ACROSS THE MIDDLE EAST

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DPI signs MOUs with Abu Dhabi and Fujairah

Dubai Ports International recently signed Memoranda of Understanding (MOUs) with the Port Authorities of Abu Dhabi and Fujairah.

These agreements, which could later lead to possible management contracts or concessions for port operations at these two key UAE ports, will also complement DPI's growing international network which is founded on its operations in Dubai.

DPI has in recent years embarked on a significant expansion programme. Over the last three years, DPA's annual growth in throughput has averaged 23 per cent. In December last, DPA reported 24 per cent growth in its handling operations and set a cargo traffic record of 6.4 million TEUS for the year.

In 2004, DPI in its four international port operations – Jeddah, Djibouti, Vizag and Constantza – achieved 26.5 per cent growth year on year in 2004. Subsequently, in December last, it acquired CSX World Terminals, a leading international terminal developer and operator. Following this transaction, Dubai Ports will rank as a top 6 global ports operator.

Sultan Ahmed Bin Sulayem, Executive Chairman Dubai Ports, said, "This is excellent news for DPI, the UAE and our customers. These MoU reflect the pooling of core strengths of the leading port authorities in the region, giving strategic direction to the capabilities of ports in the UAE."

"We will now begin to develop joint strategies for both ports which could later result in a management contracts for port operation and development. We expect the negotiations and formulation of joint strategies to be completed in months.

These announcements are all about retaining a focus on our customers and seeking new ways to provide them with the enhanced service options that they need, so that we can provide unified and cohesive levels of service to our customers across the UAE," added Mohammed Sharaf, Managing Director DPI ■

DDS INVESTS IN SHIPBUILDING FACILITY

Dubai Drydocks will invest US\$45m in a new shipbuilding facility to construct small to large vessels. The new Safina project will be built next to Dubai Maritime City and is part of a US\$200m expansion.

DryDocks is building four 6,200 dwt tankers for Emirates National Oil Company (ENOC), valued at US\$40m and is holding talks with two Iranian shipping companies for possible orders.

Dubai Drydocks is in the process of expanding its existing facilities, including extending its dock life to 40 years, constructing an offshore floating dock, and expanding its accommodation facilities.

It is investing nearly \$200 million (Dh734 million) in all these projects, including Safina. UK-based Royal Haskoning has been appointed consulting engineers. Prequalification documents were released recently for the tendering process, which will begin this month.

"Tender documents for the construction of the project will be released in February after the prequalification process and evaluation will be completed by May. The construction will begin in June this year," said Geoff Taylor, Chief Executive, Dubai Drydocks ■

Rust busters hope to crack local markets

Environmentally friendly anti-corrosion paints that can replace red lead were introduced late last year by Swedish corrosion management company, Introteknik. The Isotrol rust protection system has been used for over thirty years internationally, and has been tested by various International bodies. Pipeline Magazine found out from Lars Kjellberg, CEO, of what exactly Introteknik has to offer to the marine industry.

What products relating to the shipping/offshore industry have you launched in the Middle East?

Our business concept consists of developing rust protection systems, which even in limited surface preparation will give a durable, economic and environmentally friendly rust protection. Therefore, our products are very well adjusted to the environment in the shipping and offshore industry.

Our main products launched in the Middle East are our two component system – 'Isomastic and Isodur'.

Those products can be applied on our third launch 'Isotrol Primer' and is an excellent solution, to be used in tough environments such as the shipping and offshore industry. Alongside, we also launched our complete three coat system built up of an oil based lacquer with superior wetting properties, a pigmented intermediate coat and top coating in any colour.

What do you think is the unique selling proposition of your products?

Our unique advantages - Isotrol simplifies the cleaning process before painting. (i.e. no sand blasting is needed) Upgrading of existing paint-prolongs the time until full



repainting.

Environmentally friendly, since chromate and all other dangerous chemicals are excluded.

Outstanding penetration ability – penetrates the pores in fixed rust and removes moisture.

Preventing corrosion in crevices – Isotrol reaches down to the very bottom of crevices and narrow cavities and finally, Isotrol system is also very economic.

Could you explain your Isotrol System and tell us, if it is a new technology to the Middle East Market?

Isotrol is based on among other things, linseed oil alkyd. This gives it an exceptionally good penetration capability into narrow spaces (crevices), which is of vital importance, when performing maintenance work on constructions or tanks that contains crevices. Many companies have tried to provide solutions, but have failed. When we started this thirty years back, no one believed it to be possible and that is why we had to have so many tests done. It has taken us a long time for us to make people believe in this technology.

About providing the technology, not only in the Middle East, but across the world, we are the only certified providers of the Isotrol System ■