

OIL & GAS NEWSFLASH

September 2009



PON POWER OIL & GAS | Generating Powerful Solutions



FOREWORD

Welcome to the latest edition of our Newsflash!

Although the market for our FPSO, hydraulic power pack and onshore fire-fighting products is still strong, we are facing a weaker than normal drilling market, as well as delays in some of our high-spec markets, such as LNG and gas field development. This development has had some positive effects, however: we're now able to offer our customers shorter delivery times for many of our power systems.

On the home front, cooperation between the various Pon Holding companies continues to intensify, which means we can offer customers an even greater range of products and services – including hydraulic power packs, onshore and offshore fire-fighting systems, hydraulic and electric pump systems and switch gear. In addition, because we've won the distribution licence for the new Petroleum Offshore (G)CM engines, we've been able to extend the power range of our portfolio.

But we haven't just been focusing on hardware: we've been busy improving our installation, commissioning and life-time maintenance services. As a result, we've been able to further enhance the reliability of our products – and to drive down their total cost of ownership. These days, that's more important than ever.

You can read more about these developments – and how they will benefit you – in this Newsflash

Jan van Nieuwenhuijzen
General Manager



THE BEST OF BOTH WORLDS

PON POWER OIL & GAS AND FISCHCON FORM STRONG PARTNERSHIP



Since January 2009, Fischcon and Pon Power Oil & Gas have been working ever more closely together (even getting joint ISO 9001 certification) to ensure they can offer customers the very best expertise and resources. Pon Power Oil & Gas General Manager Jan van Nieuwenhuijzen tells us more about the integration process – and why he needs your help.

Exploiting synergies

"The first step in the integration process was to establish a single management team for both companies," says Jan. "Now this has been completed, we're in an excellent position to share resources, learn from each other's best practices and offer customers an even broader portfolio of products and services." In addition, Jan explains, Fischcon and Pon Power Oil & Gas engineers are now able to get involved with projects at either company – a development which means that both companies are better able to meet customers' challenges or respond rapidly to capacity demands. "This is especially useful since the market for emergency power generation and fire-fighting equipment for FPSOs – Fischcon's core business – is at an all-time high."

Meeting high standards

The next step in the integration process will be to establish a single back-office (ERP) system for both companies that will make the engineering, procurement and construction processes even more customer-focused. "And this is just the beginning," says Jan. "As we continue down the integration path, we're committed to further enhancing the reliability of our processes wherever possible: so please get in touch with any suggestions for improvements!"



Emile Vleggeert, Manager Operations



TAKING THE 360° APPROACH WELCOMING FISCHCON TO THE FAMILY

On January 1 2009, Pon Power Oil & Gas staff weren't just welcoming in the New Year – they were also celebrating the arrival of a new member to the Pon Power family: packager of rotating equipment Fischcon. Here's more on Fischcon – and on how its close collaboration with Pon Power Oil & Gas is enabling both companies to meet even more of their customers' requirements.

Everything you need

Fischcon's main area of expertise is in creating custom-built units that contain rotating equipment, such as generators, hydraulic powerpacks and fire-fighting pump sets, for clients in the oil and gas business. Great – but what makes Fischcon's offering better than that of the competition? "Unlike many of our competitors," says Emile Vleggeert, Manager Operations, "we've got all the relevant skills in-house. You name it – sales, consultancy, engineering, project management, commissioning – we have it." In addition, Emile explains, Fischcon has its own 4,500m² workshop and test facilities in Vianen, the Netherlands. This enables the company not only to carry out all the mechanical and electrical engineering for every project itself, but also to build solutions that need to be particularly large or heavy. "At our test facilities, we can also put generators, hydraulic powerpacks and waterpumps through their paces at full load and in ambient conditions."

Exciting projects

So what's currently on the Fischcon project list? Quite a few interesting and exciting projects, says Emile. For example, the company has just finalised the delivery of one of the largest mobile booster-pump sets in the world to the Rotterdam Fire Brigade. Fischcon has also just started work on a diesel-driven powerpack for an enormous hammer that will be used to drive piles in deep-water environments for wind turbines. "Our solution will include four engines that will collectively provide a massive 2088KW in hydraulic power, and supply the hammer with 2300 litres of oil every minute. That's pretty impressive – and so it should be when you consider that this will be one of the world's biggest hammers! Working on such a prestigious

project is a real thrill for everyone at Fischcon. But we wouldn't have been able to take it on if we hadn't had so much experience in delivering solutions that meet all the stringent standards set by industry classification and risk-management associations, such as DNV."

Total solution

According to Emile, Fischcon's offering has been given a further boost since the company joined the Pon Power family in January 2009: "Working so closely with Pon Power Oil & Gas has really enhanced our – and their – ability to offer customers

a total solution." For example, until recently, Pon Power Oil & Gas did not have a workshop of its own – something that's now been remedied by the new partnership. "Similarly, we can immediately bring in our Pon Power Oil & Gas partners if we take on a challenge that can be met with the help of their expertise. In this way, we ensure our customers always experience the highest levels of service possible." Fischcon is currently working on a project to supply a large FPSO with diesel-driven fire-water pumps and electrical power generators. "This is actually a Pon Power Oil & Gas project, which makes it an excellent proofpoint of our 360° total solution approach."

'Men at work' at the Fischcon workshop



PON POWER OIL & GAS WINS NEW DISTRIBUTION LICENCE

Pon Power Oil & Gas has just won the rights to distribute the Petroleum Offshore (G)CM engines series to customers in Northern Europe. This series consists of two types of engine: the diesel-driven CM32/CM43 models, and the GCM34 gas engines. Manager Sales & Marketing Nico van den Biggelaar tells us more about these powerful engines, produced jointly by CAT and MaK, and explains how customers will be able to put them to work.

Superior performance

The (G)CM series offers economical, clean and reliable performance in the 2,880 to 16,000 kW output range. These engines are also extremely tough and can be used for up to 90,000 hours before the first major overhaul is required. "But they don't just offer brute force," says Nico. "All the gas engines in the series, for example, include an intelligent ADEM A3 electronic control system that monitors and protects the engine, making sure it's operating at maximum efficiency. And the diesel engines are compliant with all relevant emissions standards and can be operated using the Heavy Fuel Oil (HFO) option, which is very economical."

Reaching new markets

As Nico explains, until Pon Power Oil & Gas won the distribution licence for the (G)CM series, these engines were only available to customers in the marine or EPG markets. "Now, for the first time, we'll be able to give customers in the offshore petroleum market the chance to benefit from these world-class products, too." So what can the engines be used for? "The gas engines in the series can be used to drive onshore gas compressors or power plants, while the diesel-driven engines can be used to provide diesel-electric propulsion for drilling platforms or drive onshore pipeline-pumps. Whatever the application, though, they are flexible enough to ensure efficient, effective performance under almost any conditions." The engines in the (G)CM series are available now - please visit our website for more information.



GCM34 gas engine

From left to right: Igor de Liefde, Project Manager and Jos Nijenhuis, Sales Engineer



BATTLING THE INFERNO

FISCHCON SUPPLIES BOOSTER PUMPS FOR HELLBEATERS



Testing the Fischcon booster pump at the Port of Rotterdam



Covering a massive 105 square kilometres, the Port of Rotterdam is the largest port in Europe – and one of the continent’s most important oil and gas transit points. And with so much flammable material on site, the port authorities need to be able to combat some pretty intense blazes. However, up until a few years ago, the port did not have the capacity to put out large tank fires.

Time for change

This worrying gap in the port’s fire-fighting capabilities became clear following a report carried out in 2002, which showed that the Rotterdam Fire Authority could only put out fires in oil storage tanks measuring 45 metres wide. “But the tanks used in the harbour are often much bigger than this,” says Project Manager Igor de Liefde. So with safety at stake, the companies operating at the port agreed to work with the Dutch government to finance the development of a fire-fighting system that could handle a fire in a tank as large as 89m wide and 22m high. “Given the sheer physical extent of the harbour, the solution also needed to be mobile and to be able to extinguish fires over large areas.”

Selection

After reviewing all the tenders and proposals, the Rotterdam Fire Authority chose Fischcon to take the project forward because, says Sales Engineer Jos Nijenhuis, we are the only supplier really able to offer a truly tailor-made solution – the Hellbeater Fire Fighting system. “Our Hellbeater solution combines a pump and a large-capacity water-foam monitor mounted on a portable unit. It can extinguish a fire with either water or a water-foam mixture, depending on the type of blaze.” The Hellbeaters can also throw water an incredible 160 metres away, and up to 100 metres high.

Booster pumps

To make the Hellbeaters’ task even harder, the Rotterdam Port Authority recently extended one of the quays in order to house an LNG (Liquefied Natural Gas) storage facility, explains Jos. “And to still fight fires effectively in this area, they needed a booster unit that could ramp up the pressure of the water being delivered through the hoses to the two monitor units. Without this, the pressure would have been too low for the Hellbeaters to operate effectively.” To meet this need, Fischcon supplied a custom-built booster unit, the largest mobile fire pump ever built for land-based fire fighting. This booster extends the maximum hose length of the Hellbeaters by more than a kilometre. “This makes it possible to fight large tank fires more than two kilometres away from the water supply – a capability that ensures the Port of Rotterdam can continue to transport oil and gas safely and securely” says Igor.

Fischcon’s self-contained fire-fighting system, the Hellbeater, has won many battles – and not just from positions onshore. Due to its versatile design, the Hellbeater can be used in a wide range of situations, including:

- At ports, tank terminals or jetties
- On vessels located near the shore, thanks to the Hellbeater’s excellent throwing distance
- On board sea-going vessels
- As a booster pump for other pump sets

Specifications

Fischcon Hellbeater 600

600 m³ @ 12 bar, 1 x roof mounted monitor 10,000 ltr/min, or manifold

Fischcon Hellbeater 1200

1200m³ @ 12 bar, monitor 20,000 ltr/min, SVM monitor 18,000 ltr/min, or manifold

Both models include a protection frame with integrated fuel tank and duplex fuel/water separator

SPOTLIGHT ON THE HELLBEATER

Hellbeater 600



SUCCESSFULLY DELIVERED

NAM L2-FA1 COMPRESSION PROJECT

Customer: Nederlandse Aardolie Maatschappij B.V. (NAM)

Application: Compressor Drive

Year: 2008

Location: Northsea, Netherlands

Delivery: 1 x Caterpillar G3606 gas engine for compression drive

Power: 1 x 1324 BkW; 1000 rpm

Remarks: A Thomassen Compression Systems CHS-4 type compressor is driven from the engine damper side. This compression package is designed to maximise reserves recovery and therefore lower suction pressure as much as is economically possible.



Pon Power Oil & Gas

Pon Power Oil & Gas BV
Ketelweg 20
3356 LE Papendrecht
Netherlands
Tel.: +31 (0)78 6 420 420

Fischcon Trading & Engineering B.V.
Lorentzweg 3
4131 PH VIANEN
Netherlands
Tel.: +31 (0)347 329 020

I: www.ponpoweroilandgas.com
www.fischcon.com

E: info@ponpoweroilandgas.com

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Customer: Seafox 7 B.V.

Application: Self-elevating accommodation, construction, maintenance and well services platform

Year: 2009

Location: Worldwide (in water depths up to 40 metres)

Delivery: 2 x Caterpillar C32 Diesel Generator sets, including distribution switchboard and generator controlpanels.

Power: 2 x 630 EkW, 400 V, 50 Hz

Remarks: Delivery in full compliance with ABS rules and regulations

