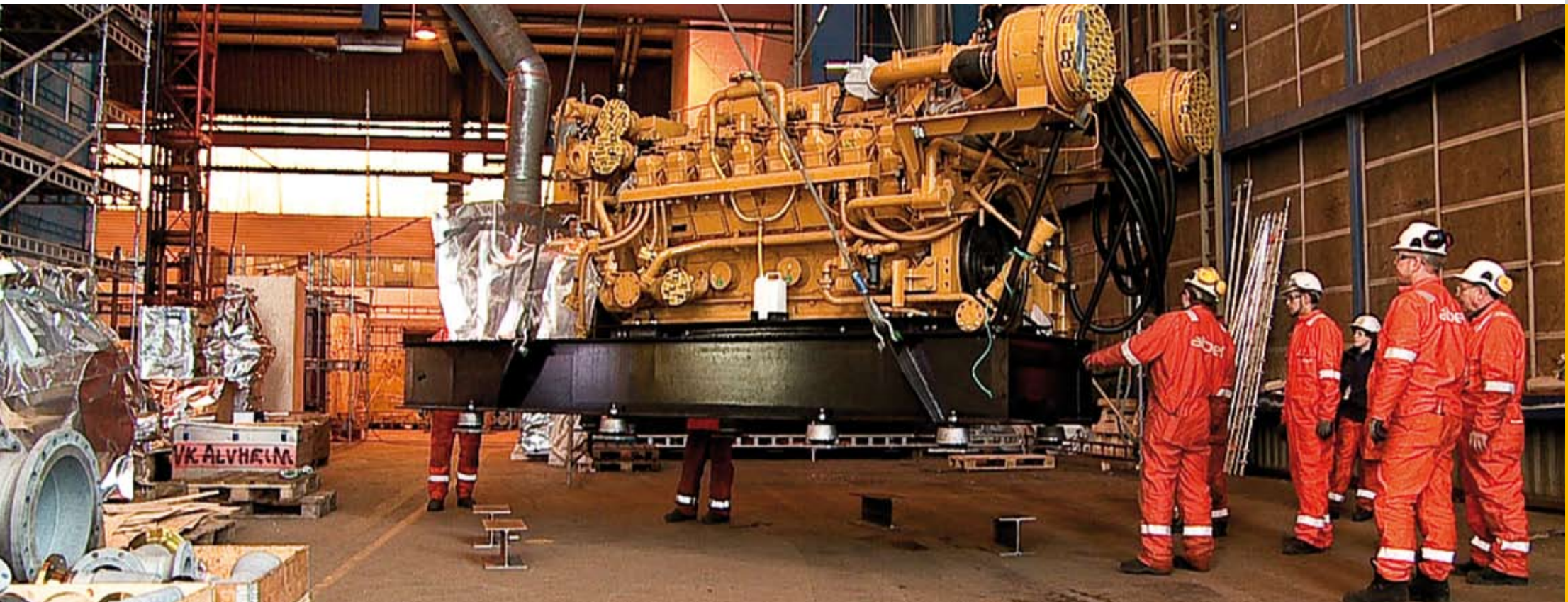




# OIL & GAS NEWSFLASH



Lifting the Remora Hi-Loader® package

## FOREWORD

### Northern highlights

Pon Power Oil & Gas has been active in Scandinavia since 2001, when we noticed that companies providing the region's oil and gas industry with marine and Engineering, Procurement and Construction (EPC) services weren't able to deal with some of the more demanding projects that their customers needed them to undertake. We knew that, thanks to the experience we had acquired in the Netherlands with customers like Shell, we could fill that gap.

We like complex challenges, but what we like even more is to build great relationships with customers – using our expertise, capacity and drive to understand their unique needs. Customers need to be able to trust us, and know that we'll deliver technically perfect projects, on time, within budget and compliant with all requirements.

In this issue, you can read about how we've been developing this special bond of trust with our customers and partners in Norway and Denmark. You'll also meet our local sales and project management teams, and be able to take a look at some of the projects we've completed in Scandinavia. In addition, we'll be giving you an overview of the ONS 2008 exhibition in Stavanger, Norway. Here, we showed that we are not only able to supply Caterpillar-driven packages, but also that, by working with our Pon sister companies, we can provide MaK-driven packages, excellent product support, rental engines, used engines and fire-fighting equipment.



Our Scandinavian sales team, from left to right: Nico van den Biggelaar, Vidar Rasmussen, Verner Andersen and Henrik Høegh.



Jan van Nieuwenhuijzen  
General Manager

## MAKING THE MOST OF A PROMISING MARKET

### THE SCANDINAVIAN SALES TEAM

**For Manager Sales Nico van den Biggelaar, Scandinavia is one of Pon Power Oil & Gas's most promising markets. Here he tells us more about this exciting market – and what Pon Power is doing to take full advantage of the opportunities it presents.**

#### A thriving market

According to Nico, the Scandinavian oil and gas market is still extremely buoyant, despite recent turmoil in the markets. "In the long term," says Nico, "the price of crucial oil and gas energy resources will almost certainly continue to rise. This means that companies will want to continue investing in the sector – which, of course, offers us a lot of business opportunities."

#### Developing opportunities

Nico's Scandinavian sales team is made up of Verner Andersen, Vidar Rasmussen and Henrik Høegh. "The team is currently working on a number of exciting projects as it works to further develop the Scandinavian market, particularly in Norway. However, it's also active further afield: for example, right now the team is busy with a follow-up project in Singapore. This is a good example of how we're aiming to meet your power needs, wherever in the world you are."



Anniken Keil,  
Marketing Coordinator,  
Pon Power Scandinavia

## ONS EVENT 2008

### PROVIDING A 360° VIEW

ONS 2008 was one of the biggest oil and gas industry events of 2008. Held in August in Stavanger, Norway, the conference drew some 40,000 attendees and offered them the latest insights and innovations from some of the industry's biggest European players. Pon companies were also on hand with their "360° total solution" stand. Pon Power Scandinavia's Anniken Keil, who organized our presence there, tells us more. >>

#### Standing out from the crowd

"The event is getting bigger and bigger every year," says Anniken. "This year, more than 1,300 companies had a stand in the exhibition area." The fact that so many companies were exhibiting made for a dynamic and professional event. However, Anniken says it also made it challenging to make a strong impression and stand out from the crowd.

#### Joint expertise – and creativity!

"Because this was a joint venture between Pon Power Oil & Gas, Pon Power Scandinavia, Fischcon, Diesel Power Holland and Energyst Rental Power, we decided on a stand theme that united us all: 360° total solution," she explains. "This approach emphasized that, together, we can serve all of our customers' oil and gas needs. Our stand also showed the power of our network to provide great expertise – whatever kind of solution you're looking for." But before you can explain a powerful theme, you first have to draw the crowds. "Getting people to take a look around always requires a bit of creativity!" laughs Anniken. "So along with the information about our offering, we also had a bar to entice attendees."



The "360° total solution" stand

## ENSURING HIGH PERFORMANCE IN HARSH ENVIRONMENTS

### NEW EMERGENCY POWER SOLUTION FOR MAERSK

In 2007, Maersk asked Pon Power Oil & Gas and Pon Power Scandinavia to develop a solution that would ensure the safe operation of one of its newest FPSOs, Maersk Alvheim. Area Service Manager Hans Jepsen tells us more about how the solution – a combination of state-of-the-art CAT engines and a comprehensive maintenance package – is helping to guarantee safety and 100% up-time onboard the vessel.



An engineer in action on a CAT 3512 engine

#### A powerful combination

The new Alvheim FPSO, which is located off the coast of Stavanger, Norway, is being equipped with a total of four CAT engines: three CAT 3512 fire pumps and a CAT 3512 emergency-power generator. "This is a powerful combination," says Hans, "that will ensure the new FPSO can deal effectively with any emergency situation."

#### Experts always on hand

Ongoing engine maintenance is also being handled by the Pon Power team. "In addition to the Caterpillar engines, we're also responsible for maintaining a Cummins fire pump that has been installed on the vessel," explains Hans. "At present, however, all the engines are running with 100% up-time, so we don't have to do that much corrective maintenance! Nevertheless, we do have a team of world-class experts in place who can be onboard within 24 hours if anything does go wrong. We also put the engines through rigorous annual tests just to make certain that everything will continue to run smoothly in the future."

Svein B. Hellesmark,  
Technology Manager  
at Remora Inc.



## PON POWER OIL & GAS AT THE HEART OF HILOAD® DP BUILDING A POWERFUL RELATIONSHIP

In 2005, Pon Power Oil & Gas was chosen to provide the power solution for a new kind of oil-loading vessel – HiLoad® DP from Norwegian-based Remora ASA. Remora's Technology Manager Svein Hellesmark tells us more about his experience of working with Pon Power Oil & Gas.

### HiLoad® DP – the background

"We first approached Pon Power Oil & Gas back in 2005," says Svein, "when we decided to provide HiLoad® DP with its own power source. We were really impressed by Pon Power Oil & Gas's compact and efficient diesel engines, so we chose them to be our partner." Pon Power Oil & Gas is providing HiLoad® DP with four CAT engines: three CAT 3516C diesel engines and one CAT 3406 diesel generator. "We haven't been disappointed. Everything – from the products to the commissioning and the finance package – has met all our requirements."

### Great customer service

The first HiLoad® DP vessel will take to the seas at the end of this year – but where will the partnership go from here? "Because we're so pleased with the way the relationship has progressed so far," says Svein, "we've already ordered the engines for the next HiLoad® DP vessel and agreed on the financing package. This was handled extremely smoothly by the Area Account Manager, Verner Andersen, and the rest of the Pon Power team."



HiLoad® DP under construction

## USING THE BEST FOR THE BEST INTRODUCING THE SCANDINAVIAN PROJECT MANAGEMENT TEAM

In the oil and gas industry, getting projects completed on time, on budget and in accordance with client specifications, requires people with some pretty high-level project management skills. Here, Newsflash talks to the new manager of our Scandinavian projects, Gertjan Boer, about his team and his future plans.

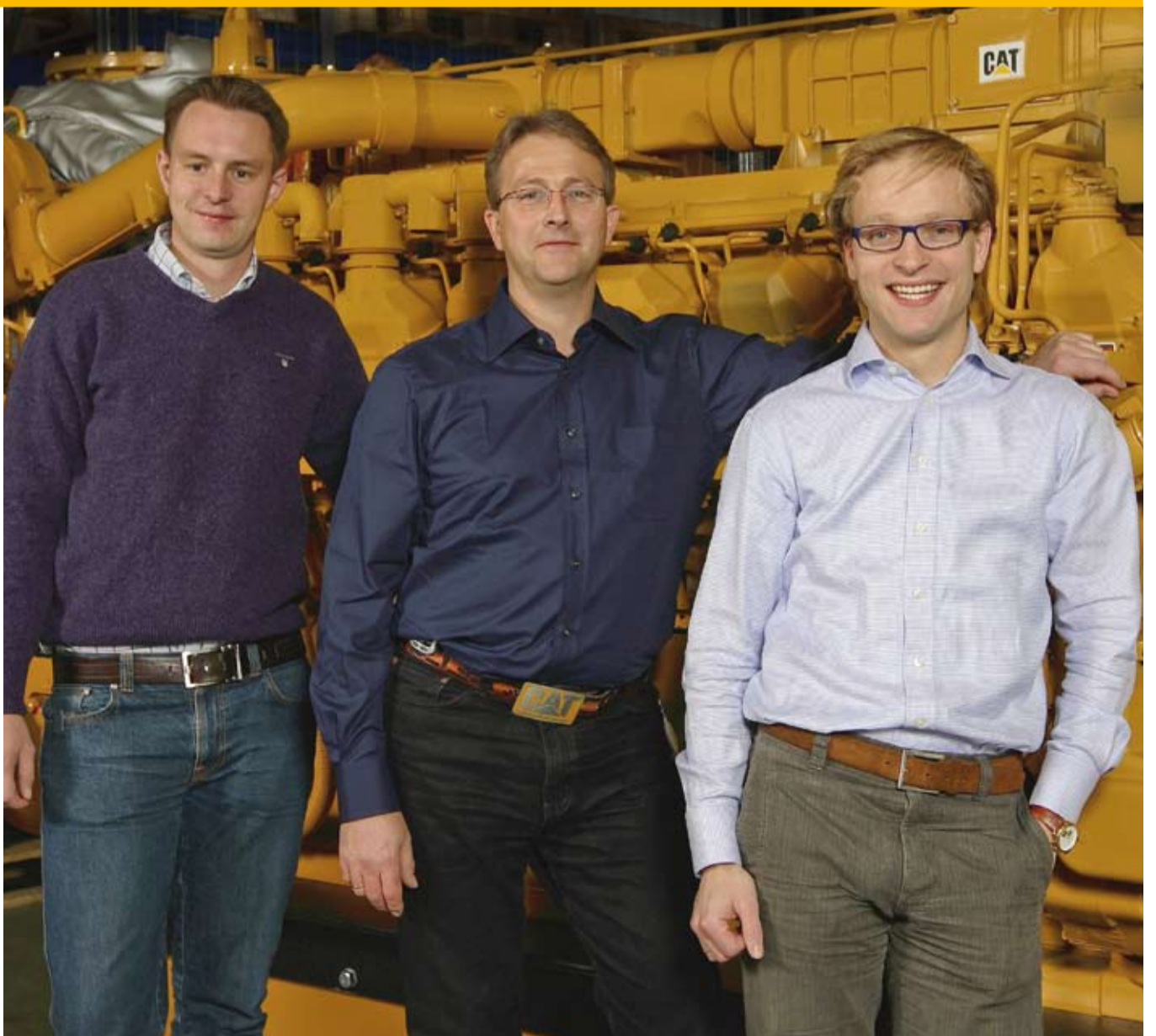
### Talking your language

The Scandinavian team now consists of two dedicated project managers. Together, they have defined three key pillars that set the team apart from the competition. "Firstly, we believe in open customer contact: we're located in the region, so we can always meet our customers face-to-face and speak the local languages. This makes it very easy to understand our client's specific – and sometimes complex – needs. Second, by being established in Norway, we're at the centre of the European oil and gas business. This enables us to see the trends and our customers to benefit from our knowledge – not only in terms of projects, but also with regard to sales." Gertjan also emphasises the team's ability to "use the best for the best":

"As part of Pon Power Oil & Gas, we're expert in engine packaging and engineering. And because we're also in-house at Pon Power Scandinavia, we've got access to all of its engine expertise as well."

### Using the best for the best

The team is currently working on a variety of high-profile projects. These include the HiLoad DP project for Remora ASA and a self-propelled jack-up unit project for Seajacks. And what about the future? "We're going to continue enhancing our expertise and increasing our ability to handle more stand-alone projects, including projects for our partner organisation Fischcon."



The Scandinavian project management team, from left to right: Martin Myhre, Svein Johansen and Gertjan Boer

# SUCCESSFULLY DELIVERED



## NATIONAL OILWELL VARCO

<b>Customer:</b>	National Oilwell Varco, Molde, Norway – Oseberg A&B, Statfjord B&C, Embla, Ekofisk 2/4k, HOD
<b>Location:</b>	Norway
<b>Application:</b>	Hydraulic crane drive on offshore platform
<b>Year:</b>	2008
<b>Delivery:</b>	7 x Caterpillar (C9, C15, C18) marine auxiliary, packaged on frame with customer supplied gearbox
<b>Power:</b>	269 - 601 BkW on 1800 rpm

Cranes delivered by National Oilwell Varco, Molde

## SEAJACKS I AND SEAJACKS II

<b>Customer:</b>	Scandinavian Electrics Systems AS – Seajacks Ltd.
<b>Application:</b>	Main and emergency gensets on self-propelled (DP) jack-up
<b>Year:</b>	2008
<b>Location:</b>	Dubai, UAE
<b>Delivery:</b>	4x CAT 3516 B main power genset, provided with titanium seawater heat exchanger cooling system. 1x CAT 3412 emergency genset.
<b>Power:</b>	1600 EkW/ 1717 BkW, 50 Hz
<b>Remarks:</b>	Designed and built in full compliance with ABS requirements



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