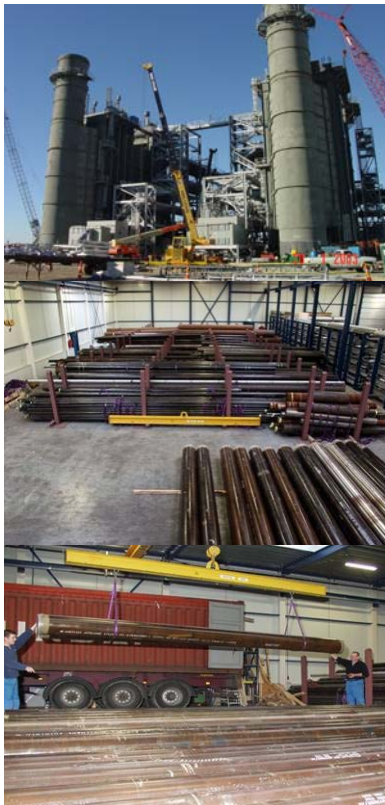




# PROFILE

# COMPANY - PRODUCTS - SERVICES

## POWERGEN



## ON-OFFSHORE



## PETRO-CHEMICAL



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## **APPENDICES**

- A. REFERENCE LIST PETROCHEMICAL AND REFINERY HEATERS
- B. REFERENCE LIST – OFFSHORE PROJECTS

## 1. THE COMPANY

For over 25 years, the Dutch company Stainalloy has been and continues to be a service company that manages the procurement cycle of high quality materials for companies in various market segments around the globe.

Our aim is to deliver our clients highly customized service with a one-stop purchase philosophy.

Stainalloy distributes its piping products worldwide to the offshore, (petro)-chemical, oil (refinery), gas and power plant industry.

Our Scope of Supply: project management, stockholding and distribution of titanium, (super)-duplex, stainless, low and high nickel alloy steel pipes, fittings, flanges and forgings.

We focus on providing high quality products and reliable services by maintaining a close and professional relationship with our clients. Our clients' satisfaction has always been and will remain our first priority.



## 2. GENERAL INFORMATION

Company Name : Stainalloy Nederland B.V.

Address : Sportlaan 151  
3364 DK Sliedrecht  
The Netherlands

Telephone : +31 184 410199

Telefax : +31 184 412072

Email : sales@stainalloy.com

Website : www.stainalloy.com

Date established : 1984

Location : Stainalloy is located on the  
industrial estate  
"Noord-Oost Kwadrant" in  
Sliedrecht , parallel to the  
motorway A15  
(Rotterdam - Gorinchem)

Nearest Sea ports : Rotterdam : 30 km  
: Antwerp : 80 km

Nearest Airports : Rotterdam : 25 km  
: Amsterdam: 80 km

Facilities : Offices : 900 square meters  
: Warehouse: 5000 square meters

### 3. PRODUCTS & MATERIALS

PRODUCTS                    -Pipes seamless and welded  
                                  -Fittings seamless and welded  
                                  -Flanges/Forged Fittings

#### Titanium

ASTM B265/B861-2/B862-2/B363-WPT2

ASTM B265/B861-7/B862-7/B363-WPT7

#### (Super) Duplex Ferritic-Austenitic

ASTM A182/A790/A815/A928 Gr. F51-UNS S31803

ASTM A182/A790/A815/A928 Gr. F53-UNS S32750

ASTM A182/A790/A815            Gr. F55-UNS S32760-Zeron 100®

#### Coppernickel Alloy CuNi 90/10

Eemua 144/145/146                    UNS C70600/7060X

#### Nickel Alloys

ASTM B127/B164/B165/ B366/B564            Alloy 400

ASTM B166/B167/B168/B366/B564            Alloy 600

ASTM B366/B443/B444/B446/B564/B705    Alloy 625

ASTM B366/B407/B409/B408/B564            Alloy 800 H-HT

ASTM B366/B423/B424/B425/B564/B705    Alloy 825

ASTM B333/B335/B366/B564/B619/B622    Alloy C276-Alloy B2

ASTM B366/B462/B463/B468/B729            Alloy 8020

#### Austenitic Steel

ASTM A182/A312/A358/A403 - 304 (L-H)

ASTM A182/A312/A358/A403 - 310 (S)

ASTM A182/A312/A358/A403 - 316 (L-Ti)

ASTM A182/A312/A358/A403 - 317 (L)

ASTM A182/A312/A358/A403 - 321 (H)

ASTM A182/A312/A358/A403 - 347 (H)

ASTM A182/A312/A358/A403 - F44-UNS 31254

#### Low Alloys

ASTM A182/A234/A335/A691 P(F)1

ASTM A182/A234/A335/A691 P(F)5

ASTM A182/A234/A335/A691 P(F)9

ASTM A182/A234/A335/A691 P(F)11

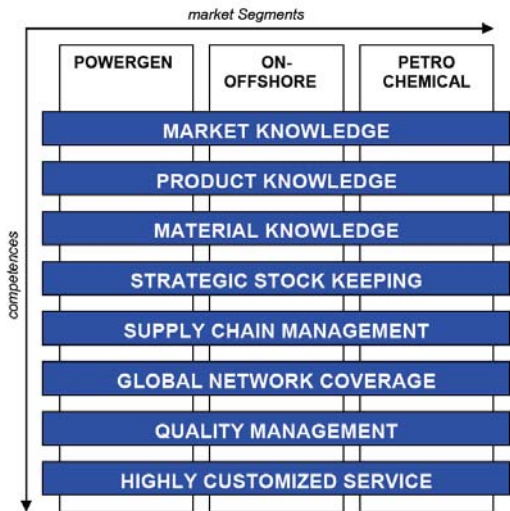
ASTM A182/A234/A335/A691 P(F)22

ASTM A182/A234/A335/A691 P(F)23

ASTM A182/A234/A335/A691 P(F)91

## 4. PROJECT BASED PROCUREMENT MANAGEMENT

Operating worldwide, Stainalloy is a service company that manages the procurement cycle of high quality materials for companies in various market segments. Our focus is to deliver our clients highly customized service with a one-stop purchase philosophy. Our clients benefit from reducing their transaction costs significantly, the security of highly competitive prices due to combined purchasing power, and a constant level of service.



Transactions costs are all costs that occur within a company related to the procurement cycle. Time and costs needed to maintain a global network and constant investment in updating required product and material knowledge in your organization are both factors that increase transaction costs. Transaction costs in a broader sense arise from information asymmetry between two actors regarding the rules of the game in their market. In other words, the bigger the information gap between two market

players the greater the costs to establish a solid and paying contract. Our clients need to focus on their core business. They are therefore unable to reduce their transaction costs because they neither have sufficient purchasing power, the apparatus to constantly update their market knowledge, nor do they benefit from strategic stock keeping. That exactly is our core business.

In markets people interact. Our people are the strength of our organization. Because of this philosophy, we attract employees that are able to communicate and manage cross-culturally. Additionally, we train our people to be specialized in our market, product and material knowledge in order to optimize our services to our clients. By forming special project teams we can assure highly customized service to our customers that is transparent, accurate and timely.

Competitiveness and professionalism are keywords in our organization. We are able to offer our clients an increased service level and minimize overall purchasing costs by establishing and maintaining long term cooperation instead of short term sub-optimization. We therefore consider ourselves to be specialists in our market.

# Stock



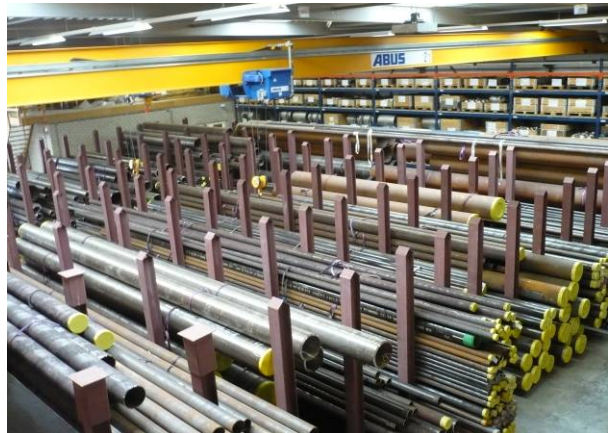
Pipe



Pipe



Overview Stainless, (Super)Duplex, Ni-alloys



Overview Low-alloys



Flanges



Fittings



Plates



Pipe

# Services



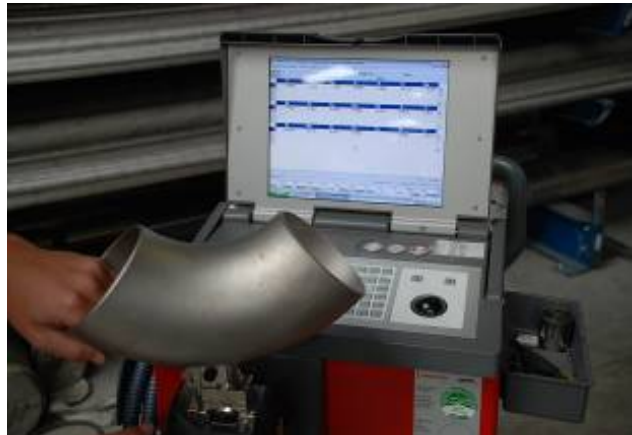
In-house PMI Measurements



In-house Ferrite Measurements



In-house US analysis



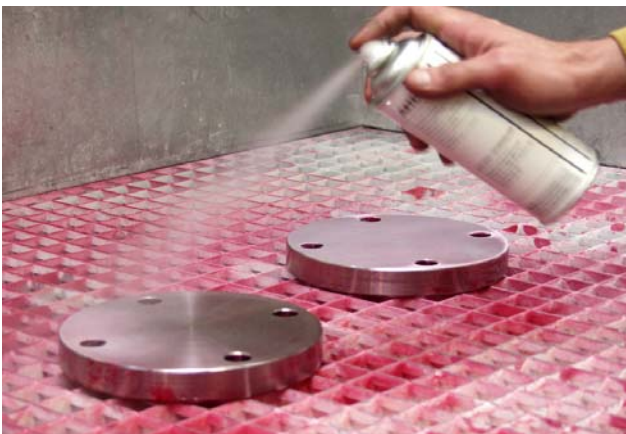
In-house Spectro analysis



Cutting up to 24"



Inspection



In-house LDP Facilities – Level 2



Container Handling



## **5. STOCK**

Stainalloy holds strategic stocks in the majority of the products and steel grades, as set out in paragraph 3, with original test certificates according to EN 10204-3.1 or 3.2 (DIN 50049/3.1.B or 3.1.C).

## **6. INSPECTION/EXPEDITING**

On our client's request, Stainalloy can carry out additional tests in order to meet the client's specification and/or to upgrade the material to EN 10204-3.2, witnessed by any third party inspection authority. For complete projects, a task force team will be formed. Our staff is well-experienced in technical matters and progress control.

## **7. DRAWINGS/STRENGTH CALCULATIONS**

Stainalloy has fully computerized in-house facilities to produce dimensional drawings and related strength calculations for pipes, fittings and branch fittings.

The calculations are subject to the client's design conditions such as temperature, pressure and corrosion allowance.

## **8. QUALITY ASSURANCE**

Stainalloy is ISO 9001 : 2008 approved by Bureau Veritas and the quality program is continually subject to review and audit by this independent authority. The qualified Q.A. manager assures the highest level of contract management and product control in compliance with the requirements of Stainalloy's quality manual.

As certification is essential for our products, each item is supplied with complete mill test certificates. As far as required, dimensional drawings plus associated calculations are subject to inspection and will be attached to the applicable certificate. Stainalloy also has in-house qualified personnel to carry out LDP/level II surface examinations in accordance with the applicable standard.

## 9. ISO 9001:2008 CERTIFICATION



**BUREAU VERITAS**

**Certification**  
Awarded to  
**Stainalloy Nederland B.V.**  
Sportlaan 151, 3364 DK SLIEDRECHT, The Netherlands

Bureau Veritas Certification Nederland B.V. certify that the Management System of the above organisation has been audited and found to be in accordance with the requirements of the management system standards detailed below

STANDARD

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**ISO 9001:2008**

SCOPE OF SUPPLY

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Project management, stock holding, fabrication and distributor of titanium, (super) duplex, stainless, low and high nickel alloy steel, pipes, flanges, forgings and valves and other related steel products, machining, cutting and remarking of materials.

*Original Approval Date:* **19 December 1994**

*Subject to the continued satisfactory operation of the organisation's Management System, this certificate is valid until:* **28 February 2013**

*To check the validity of this certificate please call +31 (0)88 450 5500.  
Further clarification regarding the scope of this certificate and the applicability of the management system requirements may be obtained by consulting the organisation*

*Certificate Number:* NL10000356      *Date:* 2 March 2010



Managing office: Bureau Veritas Certification Nederland B.V.,  
Computersweg 2, 3821 AB Amersfoort  
Issuing office: Bureau Veritas Certification Nederland B.V.,  
Computersweg 2, 3821 AB Amersfoort

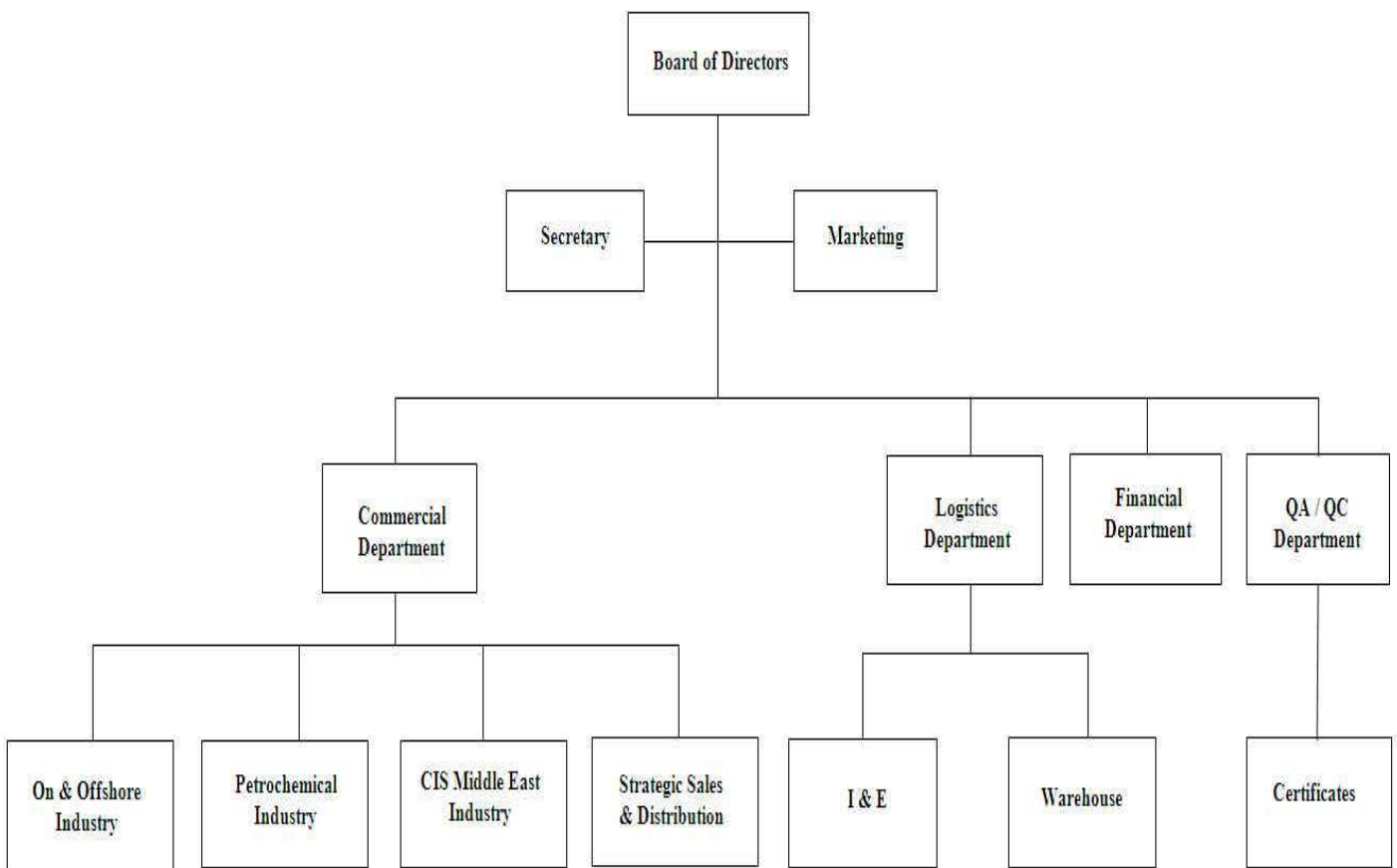
MGMT. SYS.  
RvA C 248



## 10. ORGANISATION

Managing director	Mr. P.J. Harteveld General Management and Responsibility for projects worldwide. Founder of Stainalloy Nederland B.V.	<a href="mailto:JanHarteveld@stainalloy.com">JanHarteveld@stainalloy.com</a>
Commercial director	Mr. A.J. Nobel General management and Responsibility for Projects and business development in the On-Off shore industry.	<a href="mailto:AlfredNobel@stainalloy.com">AlfredNobel@stainalloy.com</a>
Sales manager Middle East/CIS	Mr. S.K. Harteveld Business development in the Middle East.	<a href="mailto:SjoerdHarteveld@stainalloy.com">SjoerdHarteveld@stainalloy.com</a>
Front desk manager	Mr. G.C. Donk Project and stock management in the On-Off Shore industry.	<a href="mailto:GuidoDonk@stainalloy.com">GuidoDonk@stainalloy.com</a>
Controller	Mr. J. Krijnen Financial matters including commercial documents, certificates of origin, export/shipping documents and guarantees.	<a href="mailto:JurrianKrijnen@stainalloy.com">JurrianKrijnen@stainalloy.com</a>
Manager Q.A.	Mrs. N. de Groot Quality control and Logistical matters. Welding processes, procedures and metallurgical aspects.	<a href="mailto:NellydeGroot@stainalloy.com">NellydeGroot@stainalloy.com</a>
Manager Logistics	Mr. P. Nederlof Expediting and forwarding	<a href="mailto:PeterNederlof@stainalloy.com">PeterNederlof@stainalloy.com</a>
Certificates and strength calculations	Mrs. C. Jansen- Lebensorger	<a href="mailto:ChristianeLebensorger@stainalloy.com">ChristianeLebensorger@stainalloy.com</a>

## 11. ORGANISATION CHART



## **12. BANKERS**

Fortis Bank NV  
Coolsingel 93  
3012 AE ROTTERDAM  
The Netherlands

## **13. AUDITORS**



























Commercial  
De Roo Van der Veen R.A.  
Trapezium 150 – P.O. Box 5  
3360 AA Sliedrecht  
The Netherlands

Fiscal  
Meyburg & Co.  
Burg. Rijnderslaan 10  
1185 MC Amsterdam  
The Netherlands




























## **14. LAWYERS**

De Bok Roijers Gasseling Advocaten  
Hofplein 33  
3011 AJ Rotterdam  
The Netherlands

Petrochemical and Refinery heaters

	Owner	Client	Project	Location
	ABB Lummus NL	DSM	Melamine	Geleen/Holland
	Technip Benelux	DOW Chemical Iberica S.L.	LHC cracking heater Tarragona - two heaters	Tarragona/Spain
	Jacobs	Shell Netherlands B.V	EFQD-2: HCU E1110 (washwater injection project)	Pernis/Holland
	Technip Benelux	Total France SA	RN DHC project Gonfreville	La Havre/France
	Technip USA	Sasol	Six ethylene furnaces	Westlake/Louisiana
	Technip USA	The Dow Chemical Co.	Fourteen ethylene furnaces	Kuwait
	ABB Lummus NL	Fortum	Hydro cracking plant	Porvoo/Finland
	Technip USA	GS Caltex	Hydrogen furnace	Korea
	ABB Lummus NL	Shell Houdini (ECC)	Nine ethylene crackers	Singapore
	Technip Benelux	Shell Pétrochemie S.A.	Ethylene Plant Berre - one heater	France
	ABB Lummus NL	Nizhenekamskneftekhim	One cracking heater	Nizhenekamsk/Tatarstan
	ABB Lummus USA	Petroquimica Uniao S.A.	Two cracking heaters	Capuava/Brazil
	Fluor Daniel	Exxon Mobil Chemical	RAPID project ISOFORMER, Aromatics plant	Rotterdam, Holland
	ABB Lummus NL	Dong Energy	Two crude oil heaters and piping	Mongstad/Norway
	Mitsubishi Heavy Industries	MHI Brunei/Venezuela	Two methanol reformers	Brunei/Venezuela
	Technip Benelux	Sabic UK Petrochemicals	One revamp furnace	Teesside/UK
	Technip USA	Suncor Energy Voyager	Hydrogen plant	Fort McMurray/Canada
	Technip Benelux	Total France S.A.	Project Gonfreville (expansion of existing refinery)	Le Havre, France
	Lummus Technology Heat Transfer	Shell ORCA	Naphta cracking heater	Moerdijk/Holland
	KTI	Tianjin Dagu Chem Ind Comp	Ethylbenzene/stirene plant	Tianjin/China
	Samsung C&T	STC Jet A-1	NCC Revamping	Korea
	Technip USA	BAPCO	Transferline replacement of Outlet Pigtails	Bahrein
	ABB Lummus NL	Haldia Petrochemicals Ltd.	Ethylene plant	India
	ABB Lummus NL	Shell Nederland	Raffinaderij: Charge heater HDS-6	Pernis/Netherlands
	Technip Benelux B.V.	Total Petrochemicals	Convection coils and cross-over piping	Carling/France
	GS E&C	Egyptian Refinery Company S.A.E.	13 heaters	Egypt

## Offshore Projects

	Owner	Client	Project	Location
	AGIPKCO	Saipem/Keppel	Kashagan Development EP	Kazachstan
	ConocoPhillips	Alliance Engineering	Magnolia project GB Blocks 783-784	US Gulf of Mexico
	AIOC/BP	Mercon	Azeri Platform West/East/Phase III	Azerbaijan
	Petrobras	Maua Jurong	P54	Brazil
	Petronas/Murphy Sabah Oil	Misc/SBM Offshore	FPSO Kikeh	Malaysia
	Exxonmobil	SBM Offshore	FPSO Mondo & Saxi/Batuque	Angola
	Exxonmobil/Saipem	SMOE/Sembawang	FPSO Erha	Nigeria
	Petrobras	Quip S.A.	FPU Platform P-53	Brazil
	GDF Production	GDF Production Netherlands	E17a-A platform	Netherlands/North Sea
	Petronas Carigali-PTT Exploration	SMOE/Sembawang	CPOC JDA block B-17 FSO-vessel	Thailand/Malaysia
	Exxonmobil	Hamon Research-Cottrell	Joliet Refinery Wet Gas Scrubber	USA
	Chevron/Petrobras	SBM-Imodco	FPSO Frade	Brazil
	Total Eqp Angola	Veolia Water	SRP Package Pazflor FPSO	Angola
	Sonangol (NOC)	Veolia Water	SRP Package FPSO Gimboa	Angola
	GDF Production	GDF Production Netherlands	K26-A Compression Project	Netherlands/North Sea
	Valero Energy	Hamon Research-Cottrell	Memphis Refinery Wet Gas Scrubber	USA
	Medco Eqp	IKPT	Singa Gas Development Project	Indonesia
	BHP Billiton	FMC-Sofec	FPSO the Pyrenees	Australia
	Maersk Oil & Gas	SMOE	Halfdan phase IV project	Denmark
	Petrobras	Veolia Water	SRP Package Semisub Platform/P56	Brasil
	Adma Opco	MEPI (consortium Technip & NPCC)	GPF Project	Abu Dhabi
	BHP Billiton	Technip	Angostura Gas Project	Trinidad & Tobago
	Modec	BP Angola	FPSO PSVM block 31 - External Turret	Angola
	Sofec	BP Angola	FPSO PSVM block 31 - Process Modules	Angola
	Petrobras	SBM Atlantia	FPSO Capixaba Relocation Cachalote field	Brasil
	Woodside Australian Energy	SBM Monaco	CWLH Redevelopment project, conversion FPSO Okha	Australia
	Talisman Energy	Gusto MSC	Mopustor Yme field	Norway



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