

GROWING DEMAND FOR SEALING TECHNOLOGY

EagleBurgmann has a long history in the region and Rabiha AbdulQader director of sales and service for Middle East talks about the massive growth potential in the region's oil and gas industry, which the firm hopes to take advantage of



How long has your business provided services / solutions for the oil and gas sector?

EagleBurgmann had been involved in the oil and gas business since the 1900s. We are a pioneer in the manufacture and service industry of seals, mostly related to oil and gas applications.

EagleBurgmann Middle East was established in 1996 in Jebel Ali. Over the past 15 years, a motivated team of professionals has been gaining customers' trust through high quality products, flexible warehousing facilities and outstanding service with a growing headcount of 55 dedicated employees. EagleBurgmann Middle East delivers safe and reliable performance in many applications: oil and gas, petrochemicals and refineries.

How important is this part of the world to your overall business?

Our main industries globally are oil, gas and petrochemicals. With that said, the world's

largest oil producing region is the Middle East. Though Saudi Arabia continues to be the region's largest oil producer, Iraq displays one of the biggest growth rates in production. The oil and natural gas sector in the Middle East will require a total of US\$1.6 trillion of new investment over the next two and a half decades; while the value of projects under execution and planned in the MENA region is worth more than \$700 billion and represents one of the most investment-heavy hydrocarbons markets in the world. At EagleBurgmann, we truly see massive growth potential in this region. The expectation is to outpace the industry growth.

Are there any standout regional projects where your company has worked, preferably within the last 6-12 months?

- ADCOP Habshan-Fujairah Pipeline Project. (UAE)
- Ruwais Refinery Expansion Project. (UAE)
- KNPC Mina Abdallah Refinery (Kuwait)
- QAFCO 5&6 (Qatar)

What is the competitive advantage your business has over others providing similar services / solutions to the oil and gas industry?

At EagleBurgmann we value on-time response for all requests. We are the only seal manufacturer that has service centres in each of the GCC countries and are all fully equipped to handle all our installations in these respective countries.

We also have an edge in terms of technology, specifically in relation to the latest DiamondFace design that has been considered a breakthrough in the sealing technology.

What has been the highlight of the last 12 months for your company?

At the global level, the company has seen a solid growth of an average of 10 per cent in turnover. At EagleBurgmann Middle East, our growth has been constantly double that figure. Our year on year growth is on average 20 per cent and the forecast for 2014, is once again at the same level.

What are you most excited about for the coming year, in terms of your business outlook?

We expect to see a bunch of projects awarded this year. We see this in Kuwait, Oman and Abu Dhabi. Many of these are megaprojects and the outlook is very promising for us. In addition, markets such as Qatar have shown constant demand and have always been very attractive for us.

Are there any new facility openings planned for this region in the next 1-2 years?

We have a plan to open a new service centre in Mussaffah Abu Dhabi and have also started an expansion plan of our service centre in Kuwait. We are also studying other potential expansions in Oman, Qatar and Bahrain. 