



The Group's development into its current position as a leading specialist in the provision of corrosion-resistant weld clad pipe and pipeline components can be traced back to 1985 when the 'Proclad' weld cladding process was developed for use in the North Sea Oil sector in Europe. Mr Arbon explained: "The 'Proclad' process provided a solution to the corrosive effect of the North Sea oil and gas and resulted in substantially reduced pipe and pipeline component costs and extended pipe and component lifetimes. At the same time as developing

requirements through their local regional sales office, secure in the knowledge that it will be comprehensively project managed by Proclad to ensure on time delivery, meeting all specifications. In addition, we are manufacturing our products in the main oil and gas regions of the world, enabling us to ensure our customers of even faster lead times. We also provide complete pipeline solutions to the petrochemical, chemical, power generation industries and refineries."

EXCEPTIONAL SERVICE

Considering Proclad's strong focus on the oil and gas and petrochemical industries, high-quality, reliable products, quick delivery and good service are all key. Mr Norris illustrated the company's views on balancing these elements: "A very experienced and close-knit team has come together here at Proclad, especially over the last 12 months. We offer all of our customers excellent service, competitive prices and high-quality products, trying to strike an ideal balance for all three. We have introduced the Fast track system for deliveries and are pleased to be able to provide complete pipe and piping component solutions. Our customers can come to us for a single solution, saving time and effort." Part of the service package is experience and technical know-how, which it has in-house at all of its locations, worldwide. The relocation did not only improve the company's communication with each other and with its customers, but service has also improved through training, expansion of the Proclad team and investments in the latest manufacturing technologies.

CURRENT INVESTMENTS

Mr Arbon was happy to shed more light on these further investments: "All of Proclad's manufacturing operations and global network of sales offices are staffed by experienced technical sales managers and engineers. The UK division currently comprises 150 to 200 staff with as many as 300 worldwide. Since the relocation of the UK division this number has increased and the team is set to expand even further over the next few years.



Investing in new facilities will improve delivery times, flexibility and extended in-house quality control.

The company's UK facilities are now all concentrated in Glenrothes, Fife, Scotland.

our cladding process, we knew that our location in Scotland had put us in the centre of the European oil and gas market, which has been a springboard for the company's expansion ever since."

In the past twelve months, the Proclad Group's UK division has undergone changes in management, and relocation. The company's UK facilities are now concentrated in Glenrothes, Fife, Scotland. "This has been a beneficial move for the group," Mr Arbon continued, "Proclad International Ltd, Proclad International Pipelines, Proclad Induction Bending and Proclad International Forge is now operating as one. This means that we have improved communication between the companies and we can move materials more efficiently and at lower costs. As a result, we have improved our ability to respond to customer's requests, even quicker and even more effectively."

GLOBAL PRESENCE

In addition to the relocation of the UK divisions of the Proclad Group, Proclad has manufacturing sites combining the full range of the Group's products and process located in the Middle East, Europe, the Asia Pacific region, the C.I.S., and North America. The manufacturing operations are supported by a global network of sales offices staffed by experienced technical sales managers and engineers. Mr Norris elaborated: "Customers in any part of the world can place a single order covering all of their piping supply and machining

Proclad Group, leaders in complete pipeline solutions

Specialists in the design manufacture and supply of complete pipeline solutions to the oil and gas, chemical and petrochemical industries, the Proclad Group has undergone significant transformations over the past twelve months. Consolidated into one sizeable corporation, Proclad Group is looking forward to considerable and continued success as one of the UK's largest stockholders of Duplex materials, and specialist in the provision of corrosion-resistant weld clad pipe and pipeline components. Stainless Steel World met with Mr David Arbon, Managing Director of Proclad Induction Bending, and Mr Kevin Norris, Managing Director of Proclad Pipelines Limited to find out more about the company and its investments in the future.

By Sarah Thompson

The UK relocation has meant that even more emphasis has been put on training. We are dedicated to continued investments in educational and training facilities and providing specialist training and knowledge transfer to engineering graduates and technicians on a worldwide basis."



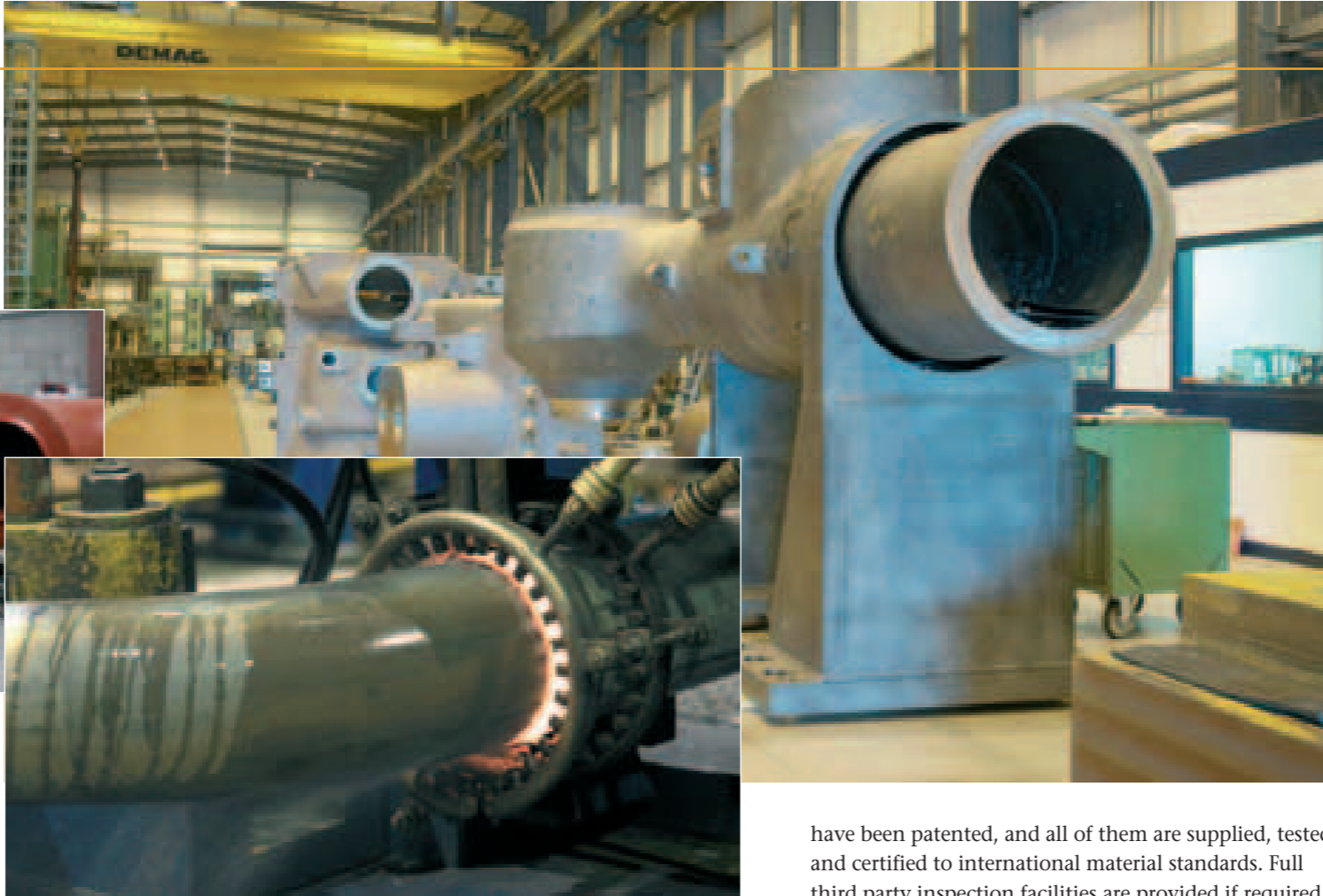
Seen here; a selection of products from Proclad's complete pipeline solutions.

"In addition to investments in its personnel," Mr Arbon added, "we are also committed to ongoing investments in state-of-the-art manufacturing processes and equipment, and in research and development. We have recently purchased an additional building near to our manufacturing plant in Glenrothes where we are installing new heat treatment facilities, which will enable us to carry out this valuable part of the manufacturing process ourselves rather than sub-contracting. This is an exciting development and we hope to have the new facilities online at the beginning of 2006." The benefits of this investment will be advantageous to both Proclad and its customers, in the shape of improved delivery times, flexibility and extended in-house quality control as well as cost.

Dubai Techno Park

Proclad Group International recently signed an agreement with Dubai Techno Park, the largest technological hub in the Middle East, to set up an AED 400 million industry complex at the Park. The industry complex will be developed on a total land area of 500,000 square feet, and will house more than 300 employees, including scientists, consultants, engineers and technicians.

The complex will comprise Proclad's manufacturing facility that will produce specialized products for the oil and gas industry, besides a professional training academy to impart advanced training to local students to help them evolve into competitive professionals in the oil and gas industry. In addition, the industrial complex will have a Research & Development Centre focused on developing innovative technologies relevant to the oil and gas sector. This centre will be linked with Proclad R&D centres in Scotland and Singapore, set up in collaboration with leading European and American Research & Development institutes.



COMPLETE SOLUTIONS

On top of a global market reach, a consolidated team of experienced engineers and sales staff, improved communication and excellent service, Proclad of course supplies high-quality products for its complete pipeline solutions. Mr Norris explained a little more about the company's product range: "We are a major European stockholder of high-yield materials, chrome moly, Duplex and Super Duplex materials. Our manufacturing and engineering knowledge and product expertise allow us to handle every aspect of pipeline component design, manufacture and supply, and to offer full piping supply chain projects. We supply a wide range of steel grades, including Duplex UNS S 31803, Super Duplex UNS S 32760, and UNS S 32750, API 5L X52 - X65 grades and all of our products are manufactured to the highest standards. We are proud of the group's high level of technical and market knowledge."

Research and development of its products continues from the 'Proclad' process introduced in the 1980s. Now, the company is continually investing in this area with the sole aim of ensuring its customers with high-quality, reliable equipment. Mr Norris underlined: "Our products

"Proclad is the largest manufacturer of hot formed fittings in the UK, supplying all these products from one source."

have been patented, and all of them are supplied, tested and certified to international material standards. Full third party inspection facilities are provided if required and a comprehensive range of destructive, non-destructive and corrosive testing is available including ultrasonic testing, hardness testing, PMI, MPI, radiography, Eddy current, and DPI." Proclad's manufacturing sites worldwide are ISO 9001-2000, API 5LD, API 6A, API 7, ASME U, ASME U2 and National Board R stamp accredited and approved and also hold many major customer approvals.

PROMINENT PROJECTS

International standards and accreditation are essential to Proclad's customers. However, when supplying large-scale engineering projects as well as smaller scale repair and maintenance projects, it takes much more. Mr Arbon: "Some of our major customers include the Adnoc Group, Saudi Aramco, BP, McDermott, RasGas, Shell, Statoil, Technip, FMC, Vetco Gray, Cooper Cameron. All of our customers expect and receive fast delivery times and exceptional service. We can assure all our customers of on-time delivery and lead times of between one and four weeks, which in today's market is significantly faster than many of our competitors. We have also developed our Fast track service for quick and efficient supply to emergency requests and smaller repair and maintenance projects." Mr Arbon gave an illustration of a typical large-scale project. "One of our major projects this year has been the supply of clad products for the Greater Plutonio project in Angola. We supplied clad pipe, fittings, and bends, in API 5L X 60 grades. We were awarded the contract by FMC Kongsberg Subsea AS, one of the largest subsea engineering companies in Europe, in 2004. We were able to provide FMC Kongsberg Subsea AS with all of the specified products and delivered right on time."

Projects are of course an integral part of the company's success, but as illustrated in this interview, Proclad has a lot to offer its customers in the way of quality products, exceptional service and the knowledge and know-how such extreme applications demand. Mr Norris and Mr Arbon both concluded the interview stating: "We would like to consider ourselves as the industry's major supplier for pipeline products. We have a solid position in the market, improved over the past twelve months by our relocation, new management and investments in new manufacturing facilities, both in the UK and in the Middle-East and Asia. We are more than happy with Proclad's achievements, and look forward to consolidating these successes in the future."

The Group's full range of technologies, products and services includes

- Manufacture of weld clad pipe and pipeline components
- Manufacture of mechanically clad lined pipe
- Manufacture of weld extruded clad pipe (WEX pipe)
- Induction bending of unclad and clad pipe
- Manufacture of forged standard and clad fittings including elbows, tees, barred tees, reducers, caps, lateral tees, extruded manifolds, sphere tees, couplings, unions and high pressure manifold fittings
- Stockist of standard pipe, flanges, fittings and other pipeline supplies in various grades including Duplex, Super Duplex, CrMo and X52/X60/X65
- Specialist CNC machining services
- Specialist welding services and heat treatment services
- Manufacture of reciprocating pumps and spare parts
- Specialist export packing services
- Pattern making
- Manufacture of flanges including weld neck, slip on and socket weld flanges
- Machining of tube sheets and tube support plates (baffle plates)
- High velocity oxygen fuel spraying on pipes, fittings, flanges, xmas trees and their related components and onsite metal spraying
- Manufacture of clad dished ends, shell and nozzles for pressure vessels
- Machining, assembling and testing of well head equipment and manufacture of various associated components
- Repair and refurbishment of all types of valves
- Repair and refurbishment of water desalination pumps and associated components
- Manufacture of down hole drilling tools
- Fabrication
- Manufacture of Wellheads for the Oil & Gas industry (for OEM's)
- Manufacture of Spooling and Manifolds
- Engineering design and project management
- Consultancy services for the Oil & Gas industry