



**Welcome** to the latest newsletter from HAT International, aimed at keeping all our customers up to date with the latest products and developments within our company, as well as some general news on what's going on in the industry. We trust you find it informative and we welcome any comments or suggestions you may have to improve the format.

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## Latest Developments

### **NEW ORDERS**

Orders this month include a full set of **glycol contactor internals** and structured packing for a customer in Italy; several sets of **gas scrubber internals** including vane inlet distributors and vane mist eliminators for a client in Malaysia; various orders for **random packing** in the UK; and a repeat order for **activated carbon** canisters for odour removal for the middle east.

### **RECENT DELIVERIES**

Recently completed contracts include various **test separator internals** for a client in the UAE; four Inconel **vane mist eliminators** for Singapore; six duplex stainless **static mixers and coalescer packs** for the middle east; and the internals for numerous separators and scrubbers (including **inlet devices, baffles, vane and cyclone demisters**) for an FPSO project to a client in the asia-pacific region.

### **PUNE OFFICE MOVE**

Our Pune, India, office has this month completed the move into larger premises and has successfully installed new broadband links and computer server equipment to fully integrate the operating systems with the other HAT offices.



HAT's Pune branch office is now responsible for much of the detailed mechanical design and drafting of the Alpha® range of internals, as well as providing process engineering and simulation support services.

### **NEW WEBSITE LAUNCH**

From early January, our website will have a new look:



The new design has simpler navigation and is packed with news, information and useful downloads for our products and several engineering tools. It has a customer log-in facility where access to on-line design programs will be available to size various products.



## Industry & Market News

### West Texas Intermediate Crude Oil \$/barrel



**OIL PRICE SWINGS...**  
Speculators fuelled big price swings during the last month, exaggerating natural market trends. High was \$98/Bbl on 26 November and low was \$88/Bbl on 06 December.

### Nickel 3mo Official \$/m tonne



**NICKEL PRICE DIPS ...**  
Continued weak growth sentiment and shadowing of the US currency left Nickel down at \$26.50/kg (21 Dec). There is market resistance to prices being outside the \$25-30/kg band currently.

### United States Dollar - Euro



**DOLLAR REGAINS GROUND.....**  
Better export figures and lower international interest rate forecasts allowed the US currency to recover this month, standing at USD1.00 = 0.696 Euros and 0.503 GBP (21 December).

### United States Dollar - GBP





**TEXAN** oil firm **National Oilwell Varco** is to buy neighbouring oil company **Grant Prideco** for \$7.5b in cash and stock. In collaborating, the partnership will have a combined market capitalisation of around \$32b, which will supply energy firms the world over with technology and equipment such as pipes for oil and gas drilling.

**THE UNITED Nations Climate Change Conference (UNCCC)** closed this weekend after 13 turbulent days of discussion, debate and dilemmas. The end result itself - a roadmap committing 188 nations, including the US, to discuss what targets should be set in a post-Kyoto deal - was heavily criticized for its lack of quantifiable targets.

**Prosafe SE** has announced that the Board of Directors have decided to commence a process of evaluating the possible effects of a split of Prosafe into two focused, listed companies. Through the evaluation the board has concluded that both companies, on an independent basis, will have resources and financial capacity to further develop and grow in line with previously communicated goals. As a result of the evaluation, the board of Prosafe intends to split the company into one focused Accommodation and Service Rig company and one focused Floating Production company.

**Italian giant Eni** has agreed to buy UK-based oil producer **Burren Energy** for £1.736 billion (\$3.58 billion), a move which boosts its presence in Congo-Brazzaville and gives it a toehold in Turkmenistan, which is emerging as an important resource holder. The companies said in a statement that the Burren board had agreed to recommend a 1230 pence per share bid, after earlier rebuffing 1050p and 1200p indicative bids from Eni. Analysts believed Eni was in the best position to value Burren fairly because Eni operates the M'Boundi field in Congo-Brazzaville, and Burren's 37% stake in the field is its most important asset.

**Co-operation** between governments, national oil companies (NOCs) and international oil companies (IOCs) and the application of innovative technologies is essential to unlocking additional hydrocarbon resources across the Middle East according to a senior BP official in the region. **BP Middle East President AbdulKarim Al Mazmi** highlighted the importance of partnership between NOCs and IOCs in meeting the regional oil and gas industry's expansion targets. "At a time of unprecedented growth in global energy demand, NOCs and IOCs both have their distinct roles to play. Doing so in partnership would reap mutual benefits, especially when you consider that the major Gulf producers plan to increase capacity by more than 50% by 2020," Al Mazmi explained.

**Saudi Aramco** has awarded the first contract for its 400,000b/d East Coast refinery to **WorleyParsons**. Work, which covers project management and front-end engineering design, will begin once the \$80 million contract is signed in the first week of December and will end in the first quarter of 2012, WorleyParsons said. The engineering firm saw off competition from Foster Wheeler and Canada's SNC-Lavalin, both of which were understood to have submitted bids by the late September deadline. The refinery, near Ras Tanura, will mainly provide fuel for Saudi power and water plants. Aramco estimates the total cost of the facilities, which include a 400,000b/d crude distillation unit, a 210,000b/d vacuum distillation unit and a 120,000b/d visbreaker crude unit, at roughly \$8 billion.

*News items courtesy [www.the-eic.com](http://www.the-eic.com) and [www.tcetoday.com](http://www.tcetoday.com)*



Seasons greetings to all our customers and partners...



*Merry Christmas & happy new year from HAT International*