

Toeleveren aan EPC (Engineering, Procurement + Contractor) bedrijven in Texas

De staat Texas in de VS is één van de meest geïndustrialiseerde staten in de VS. De staat is immers de belangrijkste producent van olie en gas in de VS en het belangrijkste petrochemisch centrum van de VS is eveneens in de staat (Houston) gelegen. Vanuit Houston wordt ook de offshore ontginning van aardolie en gas in de Golf van Mexico opgevolgd. Het is daarom niet verwonderlijk dat 's werelds belangrijkste EPC (Engineering, Procurement + Contractor) bedrijven zich eveneens in Texas bevinden. In dit document wordt aangegeven hoe nieuwe potentiële leveranciers met 3 belangrijke EPC bedrijven (Fluor, KBR en Bechtel) in contact kunnen komen.

Fluor (www.fluor.com)

Beursgenoteerd bedrijf op het gebied van engineering, procurement, constructie, maintenance en projectmanagement. Fluor voert projecten uit in de volgende sectoren : energie & chemische industrie; electriciteitsopwekking; infrastructuurprojecten; mijnbouw en metaalindustrie; industriële projecten en overheidsprojecten. Het hoofdkwartier van Fluor is in Dallas, Texas gelegen.

Potentiële leveranciers kunnen hun producten of diensten registreren op de 'Supplier and Contractor Registry' website van Fluor :

<http://sc-tforce2-134f2849d14-1359c3cef96.force.com/>

Een overzicht van de producten & diensten die Fluor aankoopt, wordt hieronder gegeven :

What Fluor Buys

As one of the world's largest engineering, procurement, fabrication, construction and maintenance services organizations, Fluor procures a large volume of industrial goods and services. Key spend areas are listed below by category:

Construction Indirects

- Durable Small Tools
- Expendable Small Tools
- Fencing
- Gases - Welding, Purge, etc.
- Janitorial Services
- Major Construction Equipment
- Non-Destructive Examination and Testing Services
- Safety Supplies
- Security Services
- Soils and Concrete Testing Services
- Surveying Services
- Temporary Facilities
- Welding Wire & Rod

Civil

- Anchor Bolts
- Backfill (materials)
- Civil, Concrete (services)
- Concrete - Cast in Place
- Concrete - Precast
- Environmental (materials)
- Landscaping and Permanent Fencing (materials)
- Paving
- Piling - Site Wide
- Pilings (materials)
- Railroads (materials)
- Reinforcing (materials)
- Roads, Temporary and Permanent
- Site Preparation

Structural

- Fabricated Steel
- Steel Items, Special - Hoist Beams, Lifting Lugs/Eyes, etc.
- Stock Steel - Rolled Shapes, Angles, etc. (materials)
- Towers, Antennas (pre-fab) - Self-Supporting, Guyed, and Monopole

Architectural

- Building (services)
- Building Materials
- Building Systems - Electrical
- Building Systems - Fire Protection
- Building Systems - Mechanical
- Building Systems - Plumbing
- Buildings, Whole and Pre-fabricated
- Facility Equipment
- HVAC Equipment

Logistics

- Air Freight
- Export Packing
- Freight Forwarding and Customs Clearance
- Full Truckload (FTL)
- Less than Truckload (LTL)
- Ocean Freight
- Port Handling Services

Process Equipment

- Bulk Solids Handling Equipment
- Compressors - Centrifugal, Reciprocating, Screw, Rotary, etc.
- Drying Equipment
- Equipment (fab and/or erect)
- Filters and Strainers
- Heat Exchangers
- Mechanical and Piping (services)
- Mixers and Blending Systems

- Power Generation - Diesel Generators, Steam /Gas Turbines, etc.
- Process Vessels
- Pumps - Centrifugal, Reciprocating, Metering, etc.
- Storage Vessels
- Treatment Systems - Water, Effluent, etc.

Piping/Valves/Fittings

- Pipe/Fittings/Flanges
- Piping Components - Gaskets, Bolts, Fasteners, etc.
- Piping Safety - Eye Wash, Misc. Safety and Firewater Items
- Piping Stress Items - Expansion Joints
- Shop Fabrication - Piping
- Tubing / Fittings - Hygienic
- Valves and Valve Accessories

Electrical Equipment and Bulks

- Bus Duct
- Conduit and Accessories
- Electrical Wiring and Accessories (materials)
- Electrical/Instrumentation (services)
- Grounding and Cathodic Protection
- Motor Control Centers (MCC's)
- Pole Lines
- Power Cable
- Switchgear
- Switchyards and Substations
- Transformers
- UPS Systems (Emergency Power)

Instrumentation

- Cable, ISP/OSP Communication - copper/coaxial - RF (Radio Frequency)
- Cable, ISP/OSP Communication - FO (Fiber Optic)
- Computerized Control Systems - DCS, Burner Mgmt Systems
- Programmable Logic Controllers (PLCs)
- Tagged Instrumentation

Industrial Paint and Insulation

- Fireproofing
- Insulation
- Paint and Coatings
- Scaffolding (materials) - Purchase
- Scaffolding (materials) - Rental

Corporate Indirects - Administrative Procurement and Contracts

- Courier Services
- Office Equipment, Furniture, Supplies and Related services
- Promotional Goods
- Stationery and Reprographics

KBR (<https://www.kbr.com/about/our-company>)

KBR is een beursgenoteerd Amerikaans EPC bedrijf dat voornamelijk actief is in de olie- en gasindustrie en in de overheidssector. KBR heeft 22.000 werknemers en klanten in meer dan 80 landen. KBR levert de volgende diensten :

- Technology & Consulting, including proprietary technology in refining, ethylene, ammonia and fertilizers, and gasification; and niche consulting and know-how through subsidiaries Granherne, Energo and GVA
- Engineering & Construction, including Offshore Oil & Gas; Onshore Oil & Gas; LNG/GTL; Refining; Petrochemicals; Chemicals; differentiated EPC, and Industrial Services
- Government Services, including program management and long term annuity contracts

Het hoofdkwartier van KBR is in Houston, Texas. Elk jaar spendeert KBR voor meer dan 6 miljard US\$ aan uitrusting, producten en diensten.

Geïnteresseerde leveranciers en contactors kunnen hun bedrijf en producten registreren op de 'supplier portal website' van KBR :

www.kbrsupplier.com

KBR heeft ook een 'KBR Supplier Relations Program' , met een regionaal contact voor Europa :

Email : supplierrelations.london@kbr.com

Bechtel (www.bechtel.com)

Bechtel is een globaal engineering, construction, en project management bedrijf, met meer dan 55.000 werknemers en actief in 160 landen. Het bedrijf richt zich vooral op de volgende sectoren : olie-, gas en chemische industrie; nucleaire industrie; mijnbouw & metaalindustrie en infrastructuurwerken. Het hoofdkwartier van Bechtel is in Californië, maar het bedrijf heeft ook een belangrijke aanwezigheid in Houston, aangezien het bedrijf zeer actief is in de olie-, gas en chemische industrie.

Geïnteresseerde leveranciers en contactors kunnen hun bedrijf en producten registreren op de 'Supplier and Contractor Portal' website van Bechtel :

<https://supplier.bechtel.com/>

Een overzicht van de producten & diensten die Bechtel aankoopt, wordt hieronder gegeven :

To meet our needs as described above, we look for suppliers and contractors who have an interest to provide the following goods and services.

| Area | Services |
|--|--|
| architectural | architectural design services doors and windows elevator lifts and conveying systems equipment food service laboratory ornamental metals formed-metal fabrications thermal and moisture protection roof panels wall panels |
| civil | anchors drainage and sewers earthwork grading and structural backfill sand, aggregate, stone marine surveying, oceanographic, piles and caissons railroad surfacing and paving |
| concrete | cast-in-place concrete reinforcing steel structural precast concrete – plant cast formwork |
| distributables - general construction | construction equipment, tools, supplies fasteners health and safety medical consumables safety consumables safety equipment scaffolding temporary buildings, rigging |
| electrical | bus ducts and supports cable and wire communications equipment antenna towers antennas wireless equipment, tower |

direct-current equipment
 motor control centers and distribution panels
 motors
 packaged substations and distribution centers
 switchgear
 transformers, power and distribution
 variable-speed drives

environmental
 analysis, monitoring, and testing
 hazardous materials
 health and safety
 well drilling
 cleanup, disposal, and treatment
 disposal, radioactive waste
 transportation, transporters, hazardous waste
 decontamination
 protective clothing (cleaning)
 radiological
 encapsulation, abatement, and remediation
 remediation, contaminated soil treatment, groundwater treatment, hazardous
 wastes
 incineration
 or thermal
 nondestructive examination and other testing
 safety
 hazardous chemical
 personal monitors

freight
 customs clearance
 freight forwarding
 inland freight
 ocean freight
 port handling

instrumentation
 analytical instrument
 analyzer, gas; flue, stack, chem system
 analyzer, infrared
 analyzer system houses and shelters
 steam, water-analysis system
 bulk materials
 instrument tube and pipe fittings and accessories
 control panel and instruments panels, local and control room
 digital control and management information
 distributed control system
 emergency shutdown system
 flow instrument
 flowmeter
 metering, proving systems
 orifice plate
 level instrument
 gauge, magnetic level
 transmitter, level, rf, radar
 pressure instrument
 temperature instrument
 valves and assemblies

materials
 coatings and painting
 fireproofing, process fire areas
 industrial insulation
 lining and liners
 refractory
 welding, insulation, refractory, coatings
 welding, materials and services

mechanical
 air-handling, fans, blowers
 boilers, heaters and furnaces
 bulk solids, liquid transfer
 compressors, vacuum equipment
 condensers, cooling towers
 ductwork and dampers

