

HMH Trading Est.

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**'Experience prevents the cost of redo,
Experience guided by lesson learned'**



Introduction



HMH Trading is supporting projects during the Bid Preparation, Front-End Engineering Design (FEED), Procurement Phase, Construction Phase and Commissioning Phase.

HMH Trading, with it's group of professional engineers is committed to provide a complete solution such procurement of Engineered Equipment, Vendor Inspection Services, Vendor/Supplier Assess-

ment Services, Internal Audit and Construction Consultancy



Commitment is the key to success

Services, Quality Control Inspection Services, Preparation of QA/QC Procedures, Inspection & Test Plans (ITP), HAZOP Studies, Safety & Risk Management

Services, In-kingdom (IK) & Out of Kingdom (OOK) Logistic Support Services, Commissioning Support and Commissioning Engineering Services and finally it will be our pleasure to compile **PROJECT RECORD BOOK** during project handing over to plant owner. Providing value added service.

We provide Mobile Instrumentation Calibration Laboratories all over GCC.



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If you need a HELP !

- At any point of your projects require any consultancy assistance, logistic supports, trouble shooting or even any emergency responses.
- Please call **Mr. SJ Harun** +966.50.5802574
- **CONFIDENTIALITY** will be observed.
- **PROFESSIONALISM** shall be maintained.

Field of Specialization

HMH Trading is backed by its over 30 years of experience and actively engaged in Petrochemical industries covering Oil Refineries, NGL Plants, GOSP's, Chemical Plants Core Process

Equipments, Utilities Equipments, Pumps, Valves, Electro-Mechanical Control System, Loading & Unloading Operational Equipments, Process Controls and Automation Equip-

ments, Sanitary and Industrial Waste Water Treatment Plants, Micro-Bioreactor (MBR), RO Plants, Fire & Safety Equipments, BMS & HVAC, Power Transmissions & Control systems.



Procurement & Vendor Inspection

It will be a honor to HMH Trading if you warrant our procurement experience right from the bidding stage. We are presently having a complete database for all kinds of equipments used in petrochemical industries right from the detail engineering to commissioning at site which is called Site Acceptance Test (SAT).

In addition to that we work closely with our prospective partners with very strategic information to be successful bidders. Once our analysis finds out the equipment meets client's engineering standard including the budgetary compliances, we extend our professional services to obtain approval for the manufacturer/vendor in accordance with the clients' requirements.

We provide the following services during the procurement phase. Once your design engineers freeze the design data for the equipment and fix the standard, HMH Trading will process the Material Requisition (MR) for Inspection Approval to deliver at site including the Inspection Disposition Report (IDR). It

will be our pleasure to provide SAT and Commissioning assistance services.

The following Services could be provided:

- Processing of MR approval thru SAIR (Saudi Aramco Insp. Rep.)
- Preparation & Update Material Tracking Report (MTR).
- Procurement Status Reporting (PSR) SPDP assistance & SPDPSR.
- Manufacturer & Vendor assessment and processing approval request.
- Procurement Phase Internal Audit & Audit Reports.



let us to be your problem solving partner .

- Preparation & Distribution of Inspection Assignment Package. (IAP).
- Organize Pre-Inspection Meeting (PIM), Reviewing of IT&P and in progress Vendor Inspection Services including NDT/NDE and Interim Inspection Report submission.
- Final Inspection Disposition Report (IDR) preparation and submission in accordance with clients requirements.
- Deliver the materials at site including transportation, loading, custom clearance, road permit and insurance coverage within the committed date in accordance with the agreed purchase order.
- Allow us to take care all technical, inspection & logistic concerns of your Procurement Phase of the Contract. Set your payment terms and conditions with your Vendor and HMH Trading shoulder the rest.

Internal Audit Services:

We are holding a strong team of Certified and Registered Lead Auditors and Internal Auditors for your project's. At any phase of your contract, we can provide Saudi Aramco approved Internal Auditors. You provide us with your auditing schedule, we provide us with the services and internal audit report including the Management Presentation. Our Auditors' experience to provide

on site presentation, seminar to optimize your resources and execution efficiency in accordance to your approved Project Quality Plan (PQP) and your Quality Assurance Program (QAP).

"HMH Trading is having approved Lead Auditors & Internal Auditors for all Saudi Aramco Projects"

These auditors are well experienced procurement and construction engineers in their respective specialized fields of

project management. During the course of your project execution, you may utilize their expertise to analyze the trend of project execution. The key to success is the commitment. It plays the major role when a owner, a contractor, engineers, suppliers and field members want to achieve the target on time. Our analytical Auditors will scrutinize every activity in accordance with your project plan and highlight summarized action items for your review, well ahead of shortcomings. It will allow you for Corrective Action & Recommendation to success of your project.

Project QA/QC Inspections

HMH Trading is having a professional team of following QA/QC Inspectors certified and approved by Saudi Aramco, SEC & SABIC Industries for your projects for hourly, daily and monthly basis.

- CWI-AWS/CSWIP 3.1, 3.2 & 3.4U
- BGAS-CSWIP and NACE Certified Painting Inspectors

- Civil & Structural Inspectors
- Telecommunication Inspectors
- Plumbing Inspectors
- HVAC Inspectors
- Electrical & Instr. Inspectors

- Level II & III Mechanical Inspectors
- API-653 Tank Inspectors
- API-510 Pressure Vessel inspector
- API-570 Piping Inspectors
- API-953 Refractory Inspectors

Company Representation

Value Engineering and innovative thinking are driving HMH Trading to explore the manufacturers and qualified vendors around the world and provide them equal opportunity to be a competitor and easy access for buyer to source their material.

Presently we are observing once a manufacturer or vendor received Client (Saudi Aramco & SABIC) approvals or receives Regulated Vendor Listing (RVL) than **Contractor faces difficulties during commercial negotiation or manufacturing duration become non-negotiable even some time manufacturer or vendor dictate the terms and condition of purchase orders.**

Considering the future expansion, HMH Trading taking the initiative to explore more national and international manufacturers and vendors to take part in the open market policy.

We are inviting specialized equipment manufacturers and those are willing to

improve their manufacturing process in accordance to Saudi Aramco and SABIC requirements. We shall provide them local representation for marketing and technical presentation for the potential clients. We believe this activity shall add values to Saudi Economy and consequently result in opening wide opportunities for Saudization.

Presently we are representing Johingsu Oil Exploration Company from China.



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We are in progress of finalization the deal with a world leader of Industrial & Sanitary wastewater treatment, RO Plant and Micro Bio-reactor (MBR) manufacturing plant.

HMH Trading is developing and proc-

essing approval steps from Saudi Aramco & SABIC for the following items:

- High Temperature & High Pressure Valve.
- Motor Operated Valves
- Rated Flanges
- SS Pipes, Tubes and fittings
- Instrumentation
- TMS, DCS & PLC
- Refractoriness, Sealing & Insulation Products.
- Industrial Raw Materials.
- Testing & Commissioning equipments used in Petrochemical Industries.

Project Safety & Risk Management

In the industrial projects no body risks his project with SAFETY and QUALITY, even a minimal compromise is absolutely not affordable. Hence, every Project Manager provides state of art quality leadership and safety leadership.

HMH Trading is maintaining a team of Safety Engineers with petrochemical industrial experiences. Our Safety Engineers are working with Saudi Aramco, SABIC Industries for last 20 years with a

“QUALITY achieves objective and SAFETY recognizes achievement”

successful record. We are the part of 50 million man-hours with Jubail United Petro Chemical Ltd. Our employee working with different Saudi Aramco projects around the kingdom.

Our employee well versed with Saudi Aramco, SABIC safety requirements. We assist to prepare Safety Plan and provide the following.

- Safety Engineers for the projects

- Entry Procedure and Heavy lifting plan.
- Certified Rigger Level III, II, I
- Certified Scaffolding Supervisor & Inspector.
- Certified HAZOP Engineer and Process Engineer to prepare HAZOP report and action item.
- Industrial Safety Audit services for the client.

Commissioning assistance and SAT

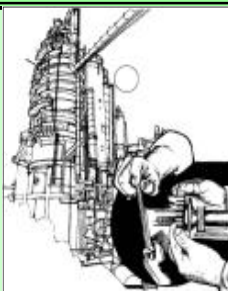
Since HMH Trading right from the beginning of the project is working with your program manager, it will be our pleasure to provide all kinds of commissioning assistance. We are having mobile instrumentation calibration lab. & testing equipments for the Electro-Mechanical equipment to provide commissioning assistance.

Our commissioning engineers will pre-

pare the checklist in accordance to the manufacturer recommendation and start-up procedure with compliances of clients requirements.

All start-up spare parts and minimum operational spare-parts would be supplied in accordance with the clients requirements.

Presently our qualified crew working with Saudi Aramco & SABIC



Let's do it !

projects in kingdom and UAE. We are planning to cover all GCC states near future.

Our objective is to economize your project cost and enhance your project commissioning milestone.

HMH Trading Services

Mobile Instrumentation Calibration & Testing Lab.



“We pursue excellence whatever we do.”

During the pre-commissioning & commissioning and T&I turn-over/Shutdown huge quantity of pressure gauge, PZV , Flow Control Valve & Flow Control Switch (FCS) require to be tested , calibrated & certified on site.

We developed a concept with HMH Trading will be providing services in the field during this type critical short window. This mobile lab. equipped with Dead Weight Tester, Calibration Bench, Air compressor and Generator. This unit having all kind electronic reference book, CPU with printer for the certification and data storage.

The team having following Manpower:

- Certified E&I Engineer
- Instrumentation Supervisor
- Instrumentation Technician
- Electrical & Digital Technician
- E&I Fitter

Minimum maintenance spare part's will be available at site for instant service's. We value your time and money.

Pls. Send your email: [info @ a l h a m m a m . c o m](mailto:info@alhammam.com)

To call : +966.(0)3. 667 2715 / 3344 / 0729

Key Personnel of HMH Trading Est.



General Manager: Santanu J. Harun, BE Mechanical, MBA. 23 years of EPCC/LSTK/LSPB Project Management experience with Saudi Aramco, SABIC & SEC. Specialized in procurement quality management. His dedicated knowledge in international procurement economize project execution cost and enhance schedule & contract milestone.



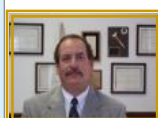
Procurement Manager: Walid Al Ahmadi, MBA, 10 years experience with Saudi Aramco and SABIC engineered and non engineered material procurement from all over the world. All procurement related logistic support provided by his efficient team.



Engineering Manager: CA Vasudev, BE Mechanical, MS in Process Engineering. 20 years experience with design and engineering procurement for petrochemical related project in India and Saudi Arabia.



E&I Specialist: George Joseph, Electrical Engineering & PG Diploma on E&I. 25 years design and engineering procurement experience in electrical and instrumentation related item to petrochemical industries. He worked in India, Saudi Arabia, Oman, Kuwait, Qatar, Abu Dhabi, Indonesia & Nigeria.



QA Manager: Tarek Bin Jafar Al Hussaini, BE Electrical, MS Metrology, IRCA registered Lead Auditor. Saudi Aramco approved vendor inspector for vessel, tank, valve etc. 25 years working knowledge with design, procurement and quality management in petrochemical industries.



Safety Manager: Mike R. David, BS Mechanical Engineering, Certified HSE Safety Engineer, Certified Rigger I from Saudi Aramco. 15 years experience in design,

construction and commissioning safety in petrochemical complex. He is leading of 12 Safety Engineers team working for Saudi Aramco.



Commissioning Expert: James R. William, BS in Mechanical Engineering, 35 years of experience in the field of petrochemical industries, commissioning of all kind rotating equipment, steam generator, MOV, Chemical injection skid, Royalty Metering skid



Commissioning Expert: Rodney K George, BS in Electrical Engineering, 25 year of experience in the field of petrochemical industries, commissioning of all kind Terminal Management System (TMS), Process interface equipment (PME), Distributed Control System (DCS), Medium Voltage Control System etc.

Upon your request, we will be pleased to provide further details of HMH Organization and personnel.