

Adaptive

Innovation

Partner

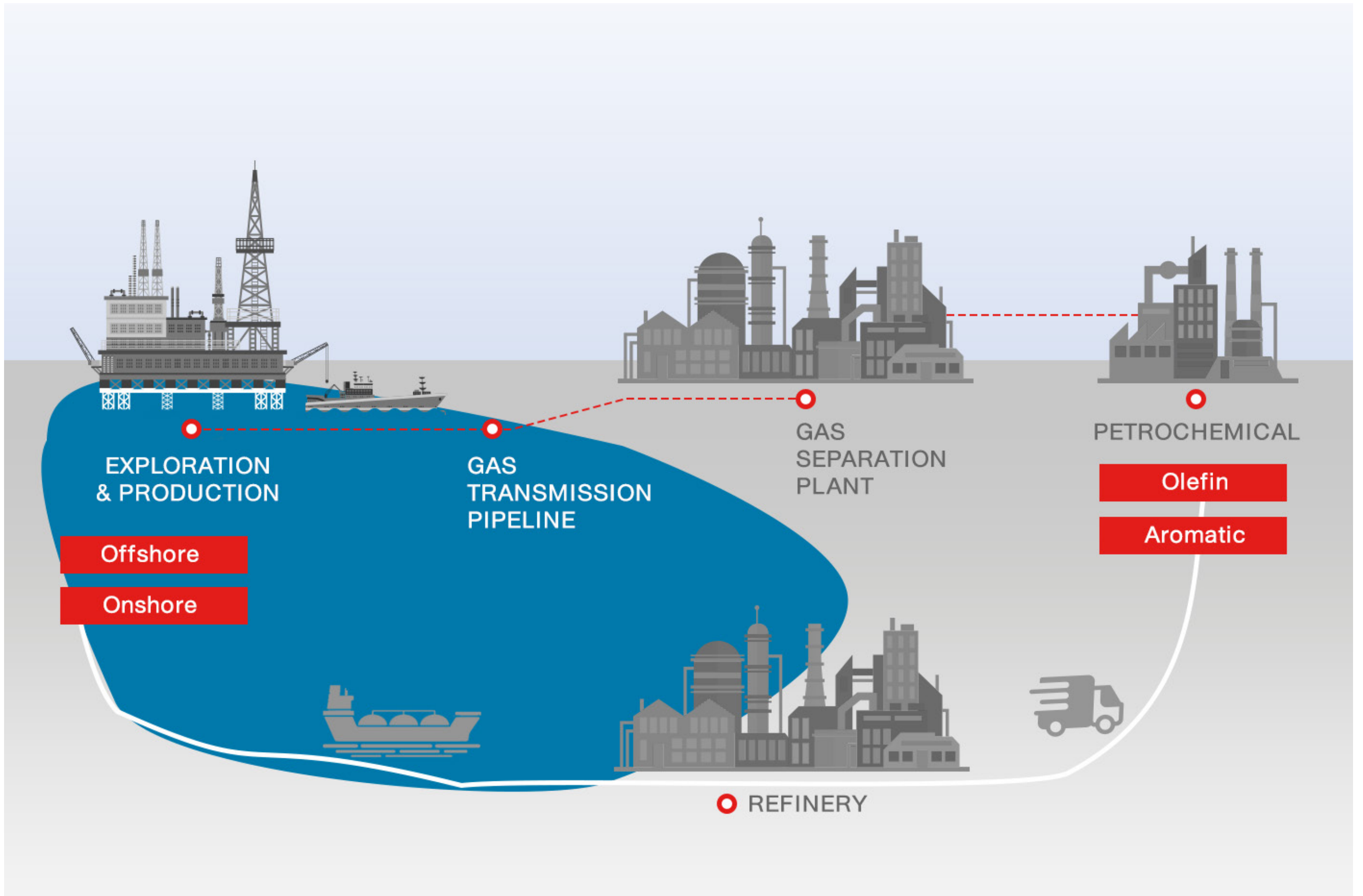


BE PETROTHAI
GROUP

Partner throughout the equipment life cycle and total solution in petroleum and petrochemical industries



Expertise In Upstream Market



World Class Partners High-End Technology



Nuovo Pignone

Thermodyn





Selected High-End Technology

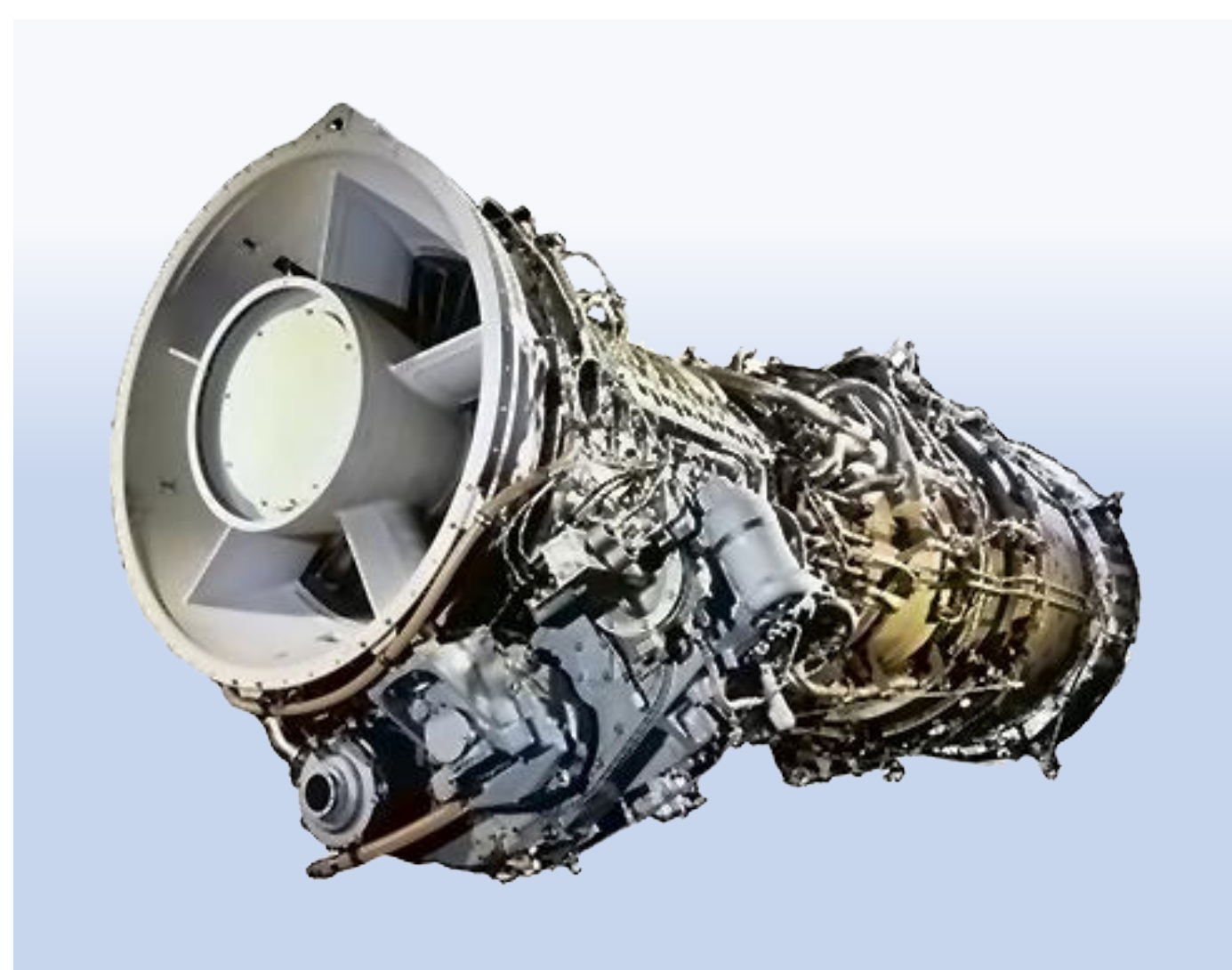


Material

- Line Pipe
- OCTG
- Structural Steel
- Centrifugal Casting Tubes
- Finned Tubes
- Special Alloy
- Gate, Globe, Check, Ball Valves

Process Solution

- Process Burner
- Mass Transfer Equipment
- Heat Exchanger
- Filtration
- Control Valves
- Regulator Valves
- Actuators
- Vapor Control Equipment
- Centrifugal Pump
- Gas Compressor



Pollution Management

- Flares
- Enclosed Ground Flares
- Thermal Oxidizer
- Incinerators
- Flare Gas Recovery

Energy Management Solution

- Turbo Expanders
- Steam Turbines
- Gas Turbines
- Waste Heat Recovery Unit
- Fired Heaters
- Utility Burner

Tower Business

Petrochemical Plant

Equipment

- Mass Transfer
- Separation Device



Outcome

- Plant Reliability
- Reduce Energy Consumption

KOCH-GLITSCH®

- Engineering Management
- Project Management



Refinery Plant

Equipment

- Hairpin Heat Exchanger Bundle



Outcome

- Successfully On-time Delivery

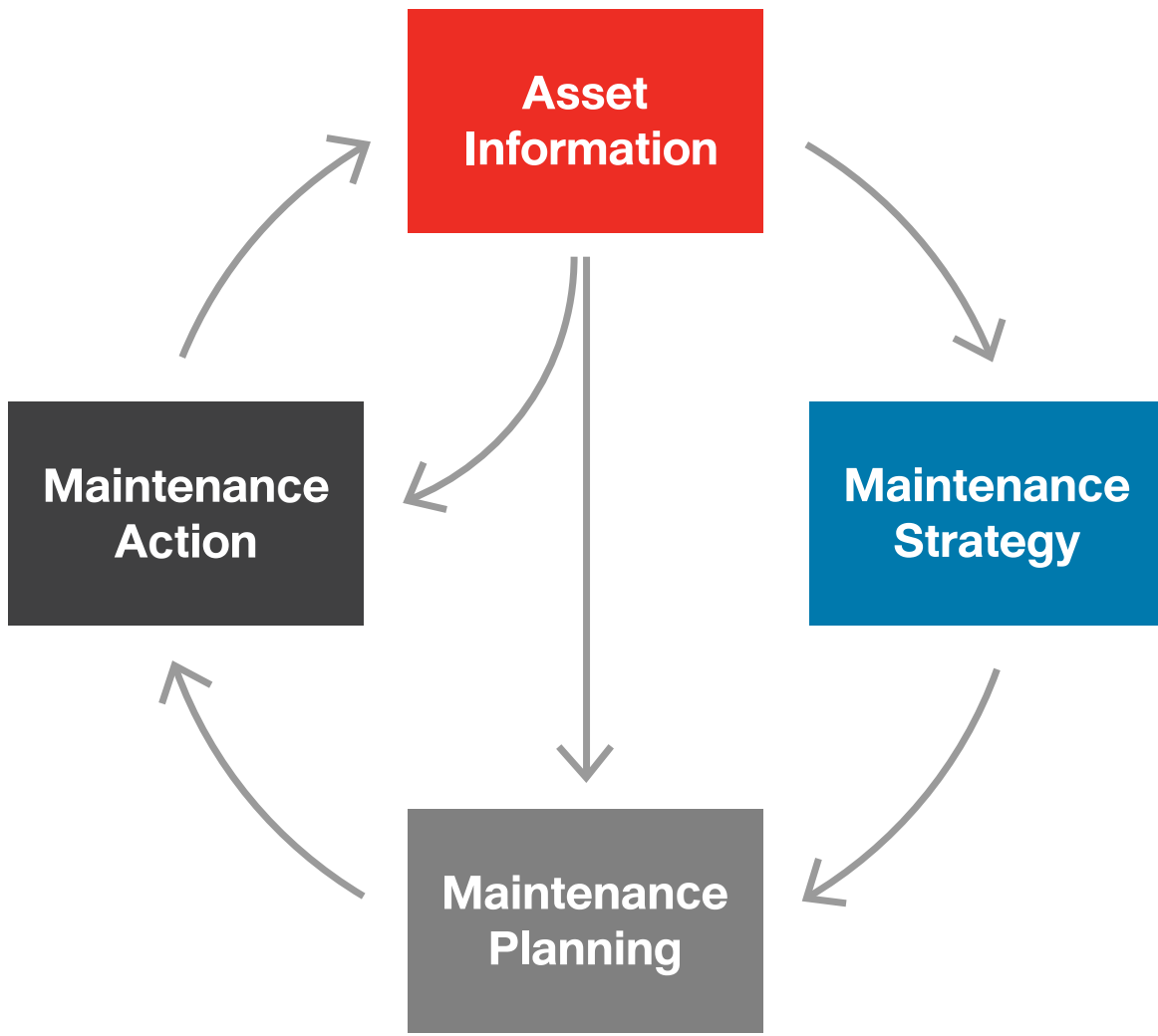
KOCH™

HEAT TRANSFER

- Engineering Management
- Production Slot Booking
- Route Management
- Project Management
- Warranty Management
- Knowledge Management
- Fund Management



Maintenance Knowledge Management by *boonma*



Strategic Maintenance Management System (SMMS) for Plant Shutdown & Normal Operation

- Minimize Downtime
- Minimize Total Cost Maintenance
- Zero Inventory



Equipment Population Base

	Equipment (Tag)	Spare Part (Item)
Control valve	9,000+	100,000+
PRV	4,000+	50,000+
Filter	300+	600+
Others		

Inventory Management

Long Term Contract (2-5 years) Equipment

- Control Valve
- Spare Part Filter Element



- **Flexible Planning**
- **Firmed Price**
For Efficient Purchasing Process
- **Firmed Delivery**
For Equipment Ready to Use

Analysis & Feasibility Study

- Purchasing Record
- Consumption Record
- Future Consumption Plan
- Delivery Time

Planning

- Production
- Logistics
- Inspection
- Storage
- Delivery

KM

- Progressive Measurement Report



Five Partners, One Solution



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