

Pre-event + Sub-session + Exhibition + Networking



# CSSOPE 2016

The 6<sup>th</sup> Conference and Exhibition - China Sourcing Summit  
On Petroleum & Chemical Equipment

25-26 May 2016 Beijing, China

In Search of  
New Sourcing Excellence  
by Minimizing  
Total Cost of Ownership  
and Maximizing  
Total Supplier Benefit

[www.petroequipsourcing.com](http://www.petroequipsourcing.com)

Organizer



The Oriental Pro-Energy  
Consulting Organization  
东方尚能咨询机构

Operator



北京海蓝立方展览有限公司  
Beijing Highland Exhibition Co., Ltd.

Strategic Supports



中油管道物资装备总公司  
China Petroleum Pipeline Material and Equipment Corporation



江苏石化装备协会

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# CSSOPE 2016 Features



**3+** Workshops & Lectures

and Exhibition - China Sourcing Summit  
On Petroleum & Chemical Equipment  
化工装备采购国际峰会暨展览会



**30+** Keynote Presentations



**10+** Buyer's Sourcing Announcement & Supplier's Products/Service Promotion



**6+** Niche Sector Session

**100+** Exhibitors



**4000m<sup>2</sup>+** Exhibit Space



**600+** Chief Procurement Officers and Procurement Supply Chain Managers and Supplier Executives (From 280 Enterprises)

**1000+** Professional Visitors (From 30 Countries)



# Background Introduction

Reduction of total cost of ownership holds the key to a successful sourcing strategy in oil and gas industry. As part of the strategic sourcing process, TCO provides an excellent approach for selecting the best equipment and the best supplier to meet the long-term profit and reliability needs. Powered by even stronger faculties, The 6th Conference and Exhibition - China Sourcing Summit On Petroleum & Chemical Equipment (CSSOPE 2016) will elaborate on these thorny issues in oil and gas sourcing and procurement. The elite speakers will provide insight in the modern sourcing strategy on how to minimize TCO and maximizing total supply benefit.

China remains a low cost sourcing and procurement destination. Multi-billion dollar oil and gas projects have been lined in offshore and onshore China. CSSOPE 2016 will also provide a top-level overview and detailed insight into China's oil and gas equipment supply capacity. It is an essential forum for sourcing managers, sellers, buyers, EPC contractors and vendors. The two-day event will be kicked off by policy and status of industry speeches from government ministries and sourcing executives to be followed by keynote speeches on TCO and other issues. The afternoon sessions will be split into sub topical panels focusing on different oil and gas segments such as modules, pipes and valves. The organizer will repeat the country focus session in the 2016 version of CSSOPE due to high demand.

## About CSSOPE



- ✦ Networking platform for purchasers and suppliers
- ✦ Lineups of eminent speakers and professionals
- ✦ Discussing practices of purchasing in China, order plan and needs
- ✦ Sharing experiences of supply chain management and case studies



“Thank you for organizing such a professional as well as informative summit, it was widely attended. It has been my pleasure to present during this summit and look forward to meeting the suppliers and sourcing professionals again next year.”

—— IHENACHO Acho Ohochukwu, CEO, Northern Oilfield Supplies and Services Ltd.



“It was well organized, good conference, I asked our procurement director to attend and make a speech next year. This will help us to procure more from China. ”

—— Michael Gai, Operations manager of Oil & Gas China, Associate Vice President, Energy Division, Black & Veatch



“Thanks for providing such a good platform, we have benefited a lot as one of the exhibitors, not only exchanged technology with industry peers, but also got some orders with buyers. We are looking forward to having a better show at the next session. ”

—— Xu Weihua, Market Development Manager, Zhejiang Flowtech Machinery CO.,Ltd.

“Thank you for building such a good platform for buyers and suppliers. Congratulation for the success of the summit. Look forward to meeting you again and the future of LNG.”

—— Zhang Hongjiang, Vice President, EnCryo

“I would like to say Congratulations to the success of CSSOPE 2015. I enjoyed to attend this conference. ”

—— Ken-ichi MOTOYAMA, Manager, Procurement Department, JGC

# Why CSSOPE 2016

- ★ More diversified and reflecting practical avenues
- ★ Most professional visitors and buyers to rub shoulders
- ★ Most excellent exhibitors and equipments
- ★ Most experienced speakers and eminent specialists



## Events Including

**Pre-Event Session** - China Sourcing Workshop, China Sourcing Lecture

**Country Session** - Myanmar, Indonesia, India, Pakistan, Mexico, Argentina, Venezuela, Nigeria

**Company Session** - Aramco, BP, SABIC, Taiteck, Worley Parsons, CB&I, Fluor, HATCH

**Sector Session** - Modular Fabrication(Offshore / LNG) Sector; EPC Engineering Sector; Valve Sector; Coal Chemical Sector; Stainless Steel Sector; Logistics Sector

**Networking Session** - CSSOPE Gala Networking Reception, China Sourcing Cocktail, Topical Lunches, Tea Break, Buyer's Sourcing Announcement & Supplier's Products/Service Promotion

### Purchasers from:


### Suppliers from:


# What's New in 2016 Version?

## - BE WITH US NOW TO

Meeting Buyers - A one-stop solution for your selling targets

Visiting Factories - A one-stop solution for your procurement needs



## Who Should Attend

- Oil & Gas Corporation
- Petrochemical / Chemical Company
- Oilfield Service Company
- EPC Contractor
- Equipment Manufacturer & Supplier
- Equipment Trader
- Technology & Solution Company
- Project Logistics and Transportation Company
- Training, Inspection, Testing and Certification Organization
- Embassies
- Oil Equipment Manufacturing Base/Hub
- Safety, Energy-saving and Environmental
- Government Department
- Industry Association
- Research Organization
- Insurance and Crisis Management Company
- Bank and Financial Lease Company

## Exhibit Profiles

**Upstream E&P:** geophysical equipment, logging equipment, oil pipe, oilfield chemicals, oil field engineering and technical services, rig, mud pump, manifold, BOP, cementing, acidification equipment, fracturing equipment, workover products, oil mining gas equipment, drills, drilling tools, test mining tools, power equipment, multi-phase flow meter, offshore drilling rigs, offshore platforms, marine steel modules, subsea wellhead equipment, wire rope rigging and hoisting, anchor, offshore steel / steel grating, ocean platform crane.

**Downstream, Refining And Petrochemical:** pressure vessels, reaction equipment, tower, heat exchangers, flue gas composition machine, pumps, compressors, refrigeration, air-conditioning equipment, boilers and accessories, steam turbine, gas turbine, engine, filtration equipment.

**Midstream, Pipeline Storage:** gas separation and liquefaction equipment, cryogenic equipment, valves and actuators, sealing materials, flowmeter and Blind, steel, steel, stainless steel, fiberglass and flexible composite pipe, pipe fittings, flanges and fittings, engineering machinery, instrumentation, welding cables, electrical power, communication equipment, gas detectors, safety/health, oil spill response equipment, explosion proof motors and electrical equipment, corrosion insulation material, transport equipment, gas station equipment, environmental equipment.

**Third-party services:** industry organizations, associations, E-commerce, project Logistics, testing and certification, banking, legal, insurance, financial leasing, import and export, consulting, certification, and other agents.

# Organizing Committee Members



Jiang Junyan,  
China Country Manager,  
Petrofac



Qiang Guo,  
Sourcing Supervisor,  
Statoil Asia Pacific  
Supplier Development



Dennis Yu,  
Senior Procurement Manager ,  
BP (China) Holdings Limited



Fahad Al Mahashir,  
Head, Quality Management,  
Aramco Asia



Henry Guo,  
Director of indirect  
Procurement,  
BASF



Acho Ohochukwu,  
CEO,  
Northern Oilfield Supplies  
and Services Ltd.



Zeb Feng,  
Ph.D., Head of Operation  
Procurement, Greater China,  
SABIC



Fang Min,  
General Manager,  
Dialog Group Asia



James Zhou ,  
Shared Service Manager ,  
ConocoPhillips China Sourcing and  
Transaction Center



Cindy Li,  
Global Sourcing Manager,  
Kvaerner



Paul Wang,  
Global Sourcing Director  
and Associate,  
HATCH



Guo Guihe, General Manager,  
Procurement Department,  
Senior Engineer,  
China Tianchen Engineering Corporation



Kenichi Motoyama,  
Associate Executive Officer  
and Manager of Procurement  
Department, JGC Corporation



Ramit Bajaj,  
Director –  
Global Supply Chain,  
CB&I



Ibrahim Khan,  
Commercial Director,  
Pakistan Petroleum Exploration  
( Private ) Limited ( PEL )



Harry Liu,  
Director of China Sourcing Hub,  
Worley Parsons



Jackie Li,  
Country Manager China,  
Vepica



Kenichi Motoyama,  
Associate Executive Officer and Manager  
of Procurement Department,  
JGC Corporation



Michael Poncet,  
president of global sourcing,  
Technip



Paul Chen,  
Senior Director -  
Procurement Department,  
Fluor



Lydia Qin  
Purchasing Manager of Strategic  
Sourcing Development,  
Shell



Hiroyuki Iwamoto  
Unit General Manager,  
Procurement Unit,  
Chiyoda Corporation



Wang Yingjun ,  
General Manager,  
EnCryo



Ma Xinyuan,  
Procurement General Manager,  
Xinjiang Tianye Group



Li Famin, Manager,  
Trading & Logistics Dept.,  
Sinopec International  
Petroleum Service Corporation



Wang Xiaofeng,  
China National Offshore  
Oil Corp.



Luo Zhuohui,  
Director of Manufacturing Projects,  
Planning and Programming Department,  
CNPC

# Participants ( *With a few to be confirmed* )

## Associations, Government, Industry Experts

- Ministry of Commerce of Department of Foreign Trade
- Equipment Industry Department, Ministry of Industry and Information Technology
- Energy Conservation and Technology Equipment Department, National Energy Administration
- Energy Research Institute National Development and Reform Commission
- Myanmar Oil And Gas Services Society(MOGSS)
- The French Oil and Gas Suppliers Association (GEP)
- Thomas W. Derry, CEO, Institute for Supply Management (ISM).
- Anthony Jiang, China Chief Representative, International Supply Chain and Production Operation Association(ISOA)
- Barrie Kirkman, Valve Expert, British Valve Actuator Association
- David Jacoby, President, Boston Strategies International, Inc.
- Chambers Li, Chief Representative, API
- Cai Jin, Vice President, China Federation of Logistics & Purchasing (CFLP)
- Sui Yongbin, President, China General Machinery Industry Association
- Zhao Jungui, Vice President and Secretary General, China Petroleum and Chemical Industry Federation
- Zhao Zhiming, Chief Advisor Professor, CPEIA
- Yang Huizhang, Council Chairman, Jiangsu Association of Petrochemical Equipment

## Multinational Oil / Petrochemical Companies Procurement

- Fahad Al Mahashir, Head, Quality Management, Aramco Asia
- Qin Haiyan, Purchasing Manager of Strategic Sourcing Development, Shell
- Tom Ceynow, Director of Purchasing and Supply Chain Management, BP
- Dennis Yu, Senior Procurement Manager, BP
- Joshua Chiaw, Purchasing Director, Asia Pacific, SABIC
- Zeb Feng, Head of Operation Procurement, Greater China, SABIC
- Maziar Hojjati, China Representative, NIOC
- Elishad Nassirov, VP, SOCAR
- Jiang Junyan, China Country Manager, Petrofac
- Michael Poncet, president of global sourcing, Technip
- Ramit Bajaj, Director – Global Supply Chain, CB&I
- Zainul Asri Jusin, Head, Category Management, PSI, PETRONAS
- Harry Liu, Director of China Sourcing Hub, Worley Parsons
- Hermenez, Chief Representative, PDVSA
- Hank Zhang, Purchasing Director, Nabors Drilling
- Zhukov Nicola, Director of Beijing Representative Office, Gazprom
- Nicolas Lalarme, Purchasing Manager of International Purchasing Office, Total
- James Zhou, Shared Service Manager, ConocoPhillips China Sourcing and Transaction Center
- Ivanov, Deputy Chief Representative, Rosneft Beijing Office
- Claudio Nicosia Maddaleni, Procurement Manager, YPF S.A.
- Richard Morrira, Chief Representative, Petrobras Beijing Office
- Wang Qingshan, Procurement Minister, Toyo Engineering Corporation (China)
- Zhang Weiqi, Senior Director of Procurement Center (Greater China), BASF
- Anil Kumar, General Manager - Oil, Equip Engineers India Pvt Ltd.
- Ford Trevor, Senior Manager (China Operation), Consolidated Contractors International Co. SRO
- Zhao Zhiming, Chief Representative, Beijing office, AMEC
- Cindy Li, Global Sourcing Manager, Kvaerner
- Fang Min, GM, Dialog Group Asia
- Acho Ohochukwu, CEO, Northern Oilfield Supplies and Services Ltd.
- Johnny Liu, Senior Vice President, Taiteck Co., Ltd, Sourcing Center of Taiwan CPC

## Domestic Petroleum / Petrochemical / Offshore Enterprises Procurement

- Lin Guohai, GM of Group Procurement Department, CNOOC
- Zhang Enhuai, Bidding Office Director of The Department of Purchasing Management, PetroChina
- Chi Defeng, Deputy Director of Procurement Department, China National Oil and Gas Exploration and Development Corporation (CNODC)
- Liu Kun, Procurement Department Imports & Exports, CNPC
- Li Jing, Deputy Chief Engineer & Director-Supply Chain Dept, Sinopec
- Zheng Sheng, Purchasing Director, HQCEC
- Luo Youan, General Manager, Equipment Management Department, COSL
- She Zhihong, Director of Tender Services Office, Procurement and Bidding Center, CNOOC
- Zhao Huaigang, GM of Purchasing, COOEC
- Sima Jun, General Manager, China Petroleum Pipeline Material and Equipment Corporation, CNPC
- Li Ninghui, Vice Engineer, PetroChina Changqing Oilfield Company Equipment management department
- Li Famin, Manager, Trading & Logistics Dept., Sinopec International Petroleum Service Corporation
- Ren Zhizhong, Minister of the Department of Procurement Management, CPECC
- Wang Xiaofeng, China National Offshore Oil Corp.
- Yang Dechang, President Assistant and General Manager of Purchasing, Wison Group
- Fu Fengqin, Purchasing Director, China Kunlun Contracting & Engineering Corporation
- Sun Songquan, Deputy General Manager of Purchasing, Sinopec Engineering Group
- Qi Yewen, Asia Pacific Purchasing Director, Evonik China Investment
- Qin Lei, Deputy General Manager, Winfield Oil Services
- Xie Quanfu, Purchasing Director, Wuhuan Engineering Co., Ltd
- Li Limin, GM of Purchasing, Wanhua Chemical Group
- Liang Longhu, Deputy Chief Engineer, Luoyang Petrochemical Engineering Corporation, Sinopec
- Li Xuemei, Minister of Strategic Planning, Henan Coal Chemical Industry Group
- Ren Guoxuan, Purchasing Director, Anton Oil
- Yin Xuelin, GM, Dalian Shipbuilding Industry Offshore Co., Ltd.
- Dai Wenkai, Executive Vice President, Shanghai Zhenhua Heavy Industries Co., Ltd
- Chen Gang, Deputy GM and Minister of Offshore Engineering, SWS
- Yao Teng, GM of Marine Design & Research Institute, CIMC RAFFLES

## Excellent Suppliers

- Li Shulin, Vice General manager, Suzhou Douson Drilling & Production Equipment Co., Ltd
- Tong Mingyi, General manager, Kerui Group
- Qin Yaoming, Deputy General Manager, Jiangyin Zhongnan Heavy Industries Co., Ltd
- Zi Jingzhong, Sales General Manager, Yantai Jereh Oilfield Services Group Co., Ltd
- Liu Zhigang, GM, CAMERON
- Zhuo Yucheng, President, SHK Valve Group
- Guo Hongxin, Chairman of the board, Sunpower Group
- Fu Jingqin, GM, Daming
- Dai Jishuang, Deputy GM, Shenggu Group
- Fan Xiaolong, General Manager, System Service Division, Xi'an Shaangu Power Co., Ltd.
- Fang Cunzheng, President, Fangzheng Valve Group
- Yao Jiong, Deputy General Manager, Neway Valve Group



# Reviews



95%  
Very Good

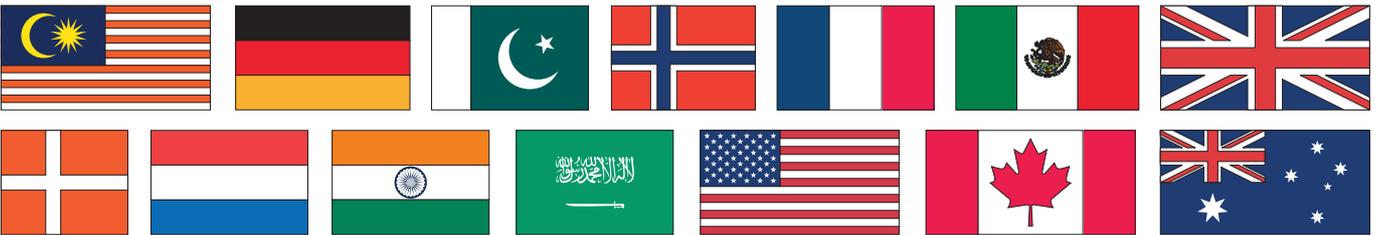
3%  
Good

2%  
Satisfactory

More than 95% of the participants and exhibitors said the conference is very valuable and they will participate the CSSOPE 2016!



We appreciate the participation of the purchasers and associations from 28 countries.



# CSSOPE Sourcing List

Company	Products in Sourcing
Sinopec Oilfield Service Corporation	Oil equipment, accessories
Dialog Petroleum Technical Service(Beijing)Ltd	Steel pipe, valves, wellhead equipment etc
SABIC	heat exchangers, pressure vessels, towers, reactors, steel model, and bulk materials (valves, fittings etc)
Sinopec International Petroleum Service Corporation	Upstream exploration materials and equipment
CHINA HUANQIU CONTRACTING AND ENGINEERING CORP	Project supplies
Sinochem Petroleum E & P Co., Ltd	Upstream construction and operation equipment, supplies, services
Toyo Engineering Corporation(China)	Petrochemical, chemical industry related products
WorleyParsons China	Steel, equipment, piping materials etc
SIPC	Oilfield equipment and materials
CNODC	Oil equipment, pipes, and other refining equipment
Shell China sourcing	Oil and gas projects supplies, equipment and products
China Petroleum Materials Corporation	Oil and gas refining and chemical supplies
Kvaerner	Pressure vessels, structures (such as various brackets, rails, grille, aluminum structure etc), plumbing, electrical instruments, internal outfitting,rope for anchor
SINOPEC International Petroleum E&P Corporation	Petrochemical materials
AMEC China	Fittings, flanges, seals and other MRO materials, pipeline, construction equipment, I / E
BP (China) Holdings Limited	Steel, pipe fittings, valves and other oil supplies
Aramco Asia	Pipe Lines, OCTGs, Drilling Chemicals, Valves, Pressure Vessels, Cables etc
Sinochem Petroleum Exploration & Production	Upstream construction and operation equipment, supplies, services
China Petroleum Material & Equipment Corporation, CNPC	Steel, pipe fittings, valves, corrosion products, electrical power equipment etc
Sinopec	Equipment and materials
Fluor	Steel, bulk material of electrical instrumentation , cables, polyvinyl fluoride, safety equipment, building decoration, water treatment systems, control panels, generators, lifting machines, cranes, hoses, hose fittings
CNOOC	Equipment and materials
China Petroleum Engineering & Construction Corporation (CPECC)	Oil and gas gathering and transportation, oil and gas processing, long-distance pipelines, offshore engineering, petroleum refining, petrochemical, oil and gas reservoirs and other large projects supplies
China Kunlun Contracting&Engineering Corporation	Petrochemical, textile and chemical fiber, coal chemical industry, environmental engineering, construction and other project materials
Texas First Industrial Corporation Inc	Petroleum Machinery, equipment and material
Consolidated Contractors International Co.SRO	Pipes and valves and other products
Heurtey	Fittings, valves, refractory
Petronas	Steel, pipe fittings, valves etc.
Husky Oil Operations Ltd	Oil and gas projects supplies, equipment and products
Black & Veatch	Technical / Process Equipments for Floating Liquefied Natural Gas
JGC CORPORATION	Every kinds of material and equipment for EPC projects
Hatch	Piping, Valve, Structural Steel, Vessel & Tank, Air Compressor, Pump, Transformer, Agitator, E House, Truck Tank, Diesel Generator, Module, Wellhead, Modular Camp

Company	Products in Sourcing
EMPINNOVATIONS Supply Chain Management Company	Petrochemicals, drill rigs, Dehydration Plants, Generator sets and Solar Systems
CB&I	Piping, Electrical, Structural Steel, Engineered Equipment
Taiteck Co.,Ltd,	1) Blow-out Preventer, BOP 2) Oil Well Cement , API Class G 3) Solid Expandable Tubulars 4) MWD 5) 8-1/2" & 12-1/4" & 17-1/2"PDC
Sinostruct	LNG Projects: Equipment, Pipe, Pipe fittings, Valves, Fasteners, Material etc.
Statoil ASA	1.Norsok M650 materials 2.Topside package/skid/equipment/pressure vessel 3.Subsea cable 4.Wind foundation/subsea structure 5.Other upstream equipment
COSCO Nantong/Qidong shipyard	FPSO Production Module Equipment
Northern Oilfield Supplies and Services Ltd.	Oil Field equipments,downhole drilling & fishing tools-NMDC,CROSSOVERS, FLOAT SUBS,FLEX JOINTS,STABILIZERS,HWDP,DRILL COLLARS ETC.and OTHERRENTAL EQUIPMENTS.
Cnen Tech (Beijing) Energy Technology Co.,Ltd.	Equipment for Upstream Drilling, Directional Drilling, Drilling, Downhole Tools, etc.
Equip Engineers India Pvt Ltd.	Valves, Pumps, Compressors etc for Onshore/Offshore Projects,Fittings, Flanges Pipes etc
Chiyoda Corporation	Piping Bulk Material, Pressure Vessel, Pump, etc for LNG Plant & Refinery
Beijing EnCryo Engineering Co., Ltd.	EPC Engineering of Oil & Gas Industry



# Brief Agenda

Date	Time	Agenda	
Pre-Event Day: 24 May  Monday	08:00-08:50	Registration	
	09:00-16:00	China Sourcing Lecture: Delivering more value strategic sourcing	
	16:00-17:00	Registration for CSSOPE Gala Networking Reception	
	17:00-18:00	China Sourcing Workshop: Protecting bottom lines amid weak crude	
Day One 25 May  Plenary Session Conference & Exhibition	18:00-20:00	Purchaser Night ——CSSOPE Gala Networking Reception	
	08:00-08:50	Registration	
	09:00-10:00	Icebreaking Keynotes (International , Domestic)	
	10:00-10:30	Networking Tea Break and Exhibition Visit	
	10:30-11:30	NOC/IOC Keynotes (Shell, BP, BASF, TOTAL etc)	
	11:30-12:20	Panel Discussion – Brainstorming Session	
	12:20-13:30	Topical Luncheon and Exhibition Visit	
	13:30-15:30	Country Session (Pemex ,PDVSA, Petronas, Statoil, YPF, PetroChina)	
	15:00-15:30	Networking Tea Break and Exhibition Visit	
	15:30-17:00	Company Session (Fluor, Wison, Wanhua, Technip, CBI, JGC, Chiyoda etc)	
Day Two 26 May  Sub- Session Conference & Exhibition	08:00-08:50	Registration	
	09:00-11:00	Sub-Session 1 : Buyer's Sourcing Announcement & Supplier's Products/Service Promotion	Sub-Session 2: Sector Session
		Petroleum Sector	Modular Fabrication Session (Offshore / LNG), EPC Engineering Sector
	12:30-13:30	Topical Luncheon and Exhibition Visit	
	13:30-16:30	Chemical Sector	Coal Chemical, Valve, Stainless Steel, Logistics Sector
	17:00	End of the event	
Post- Event Day 27 May  Visiting Factories	08:00-17:00	Visiting the most excellent Chinese factories according to the purchasers' requirements Purchasers Team A - Manufacture's factory No. 1 Purchasers Team B - Manufacture's factory No. 2 Purchasers Team C - Manufacture's factory No. 3	

( Note: The brief agenda is draft and subject to be changed by Topco. )

