



EIC | CONNECT
Power 2011

23rd & 24th November, Olympia, London

EIC Connect Power 2011 Sees Record Number of Operators Take Their Message to UK Supply Chain

November 28, 2011. 21 of the world's leading power companies and contractors from 11 countries opened up their procurement practices and key projects to the UK supply chain this week at EIC Connect Power 2011, which took place at London Olympia on November 23rd and 24th.

The event, organised by the Energy Industries Council (EIC) in partnership with the UK government's international trade and investment arm, UKTI, was attended by over 350 delegates and 32 exhibitors, all of whom were looking to boost business opportunities in what continues to be a growing sector.

According to EIC DataStream, the EIC's global projects database, there are currently 1,391 active and 843 future power projects globally, representing a potential investment value of over US\$3 trillion. Key sponsors of EIC Connect Power 2011 included Dornan Engineering, EC Harris, Rolls Royce, and Star Alliance, the world's largest airline alliance.

The event was opened by the **Rt Hon Lord Howell of Guildford, Minister of State at the Foreign and Commonwealth Office** and a former Energy Minister, who in his opening words, praised the innovation and quality of the UK energy supply chain. *"It's clear to me that the UK power industry should be the partner of choice in projects in the UK and internationally,"* he said. *"Our expertise, innovation, quality, adaptability, sustainability and knowledge is unmatched and it's events such as these which enable us to tell our story."*

His words were backed up by **Mike Major, Chief Executive of the EIC**: *"The EIC Connect series of events is all about facilitating the UK supply chain in doing business and generating revenues through putting the right people together. EIC Connect Power 2011 has more than fulfilled this goal. From comments made by the delegates and exhibitors, many valuable contacts and leads were made which we expect in time will generate substantial business."*

EIC Connect Power is one of a series of twice yearly international networking events organised by the EIC and considered the international supply chain event of the year in the UK for power projects. The format of the two day event consists of a series of presentations by these companies to the supply chain, where they outline current projects and procurement policies and a rolling series of one to one meetings between operators, contractors and potential suppliers.

Power companies and contractors who presented to the supply chain at EIC Connect Power 2011 consisted of both UK and international companies and included Alstom, AMEC, Areva, Drake & Skull, Doosan Power Systems, Dubai Electricity Water Authority, EDF, Eletrobras of Brazil, Hitachi of Japan, Iberdrola E & C of Spain, Jacobs Engineering, Korea Electric Power Corporation (KEPCO), Korea South East Power Company (KOSEP), National Contracting Company of Saudi Arabia, Neo Energia of Brazil, Paiton Energy of Indonesia, Punj Lloyd of

India, ROSATOM (Russia's state atomic energy corporation), Siemens UK, Tetra Tech of Canada, and SU-25 of Russia.

In addition, UKTI Commercial Officers from Brazil, Canada, China, the Czech Republic, India, Indonesia, Japan, Russia, South Korea, Saudi Arabia, Switzerland, the United Arab Emirates and United State were all available to brief delegates on doing business in these countries.

There was also positive feedback from delegates, exhibitors and speakers alike:

*"This has been a fantastic event for us", said **Darren Pigott of APT Translations Ltd.** "Just as a result of talking to one of the speakers following their presentation, we have been invited to bid for a potentially highly lucrative tender and I'm working on the bid, as we speak. The international flavour of EIC Connect Power has been ideal for us as we look to potential export markets for our services."*

*"We have found the one-to-one meetings particularly useful this year", said **Robin Harvey, Business Development Manager at Yokogawa**, an exhibitor. "Together with our stand presence, we are hopeful that the high-level people we have met this week will translate into business. EIC Connect Power ticks all the boxes."*

Ali Qureshi, Business Development UK at Spanish electrical utility, Iberdrola, who presented at the conference, commented on the benefits from the speaker perspective.

"Given our forecast expenditure in the UK over the next few years as well as our increasing activities - particularly with the 2006 acquisition of Scottish Power, it's clear that we need to strengthen our UK supply chain," he said. "We found EIC Connect Power 2011 the ideal platform to further this goal and we encourage interested supply chain companies to get in touch."

Companies who exhibited at EIC Connect Power 2011 included ABB, AVEVA, Bergen Pipe Support, Bulwark Protective Apparel, Capula, Carpenter & Paterson, Chloride Industrial Power, CMP, Darchem Engineering, Dornan Engineering, Dutton International, EagleBurgmann, EC Harris, the EIC, Emerson Network Power, Hertel, HIMA-SELLA, Imtex Controls, Interserve, JLT Speciality Ltd, Kirby Group Engineering Ltd, LeGrand Electric, Lloyds Register, Quartzelec, Rolls Royce, Score Group, Star Alliance, Ten Alps Publishing, TUV Rheinland Sonovation, UKTI, Unistrut Limited, WEG, and Yokogawa.

Notes to Editors:

About the EIC

The EIC is the leading trade association for UK companies supplying goods and services to the energy industries worldwide. Established in 1943, the EIC has over 600 member companies and provides them with the capability to understand, identify and pursue global business opportunities. The EIC membership comprises contractors and suppliers from all areas of the energy sector who make a significant contribution to the UK economy, employing in aggregate around one million and generating £100 billion in revenues from their UK operations.

The EIC's head office is in London with regional offices in Billingham and Aberdeen, and overseas offices in Rio de Janeiro, Houston, Singapore, China and Dubai.

The EIC Board of 20 Directors is elected by members annually and establishes overall policy and provides guidance and governance to the management team.

For a full list of members, visit <http://www.the-eic.com/memberslist/memberlist.pdf>

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