



HALL 13 STAND 13416

UK FITTINGS AND FLANGE EXPERT EYES M.E. BUSINESS

DK Jones is a leading UK-based stockist of high quality, fully certified, fittings, flanges and pipe in a wide range of material grades.

Malcolm Ward, Export Sales Manager, said: "In the last few years we have seen increasing requirements from customers for a wide range of materials from stock with fast delivery.

We have responded to this by increasing the range of materials and grades available for immediate delivery and by opening an in-house machine shop to enable us to offer a shorter delivery time, by modifying our large stocks of "semi finished" fittings and flanges.

"We exhibited at ADIPEC last year and were impressed with the number and quality of visitors to our stand. Not only did we meet many of our existing customers we also met many new potential clients from the region. Last year we were very impressed with the exhibition and were kept busy from opening time to past the official closing time. The interest in our products and service was most impressive and proved to us the benefits of exhibiting."

During the event, the company will be announcing the completion of a new warehouse and a much larger stock range.



"We have increased the range of fully certified, high quality, products available for immediate delivery. Details of our full range of our 4000 tons of fittings, flanges and pipe - available from stock - will be available from our stand," said Ward.

DK Jones exports to more than 60 countries worldwide. The Middle East region has always been an important market to DK Jones and our sales there have been steadily increasing

over recent years.

"As we are UK-based, Europe is also an important market to us and, for many years, we have been a leading supplier to industry in SE Asia," he said.

DK Jones regularly provides material to the many stockists and trading companies in the region, but Ward says he will be "happy to talk to potential local partners and distributors from areas where we are currently not active."



HALL 11 STAND 11115B

TURKEY'S TEPE - WORLDWIDE SOLUTIONS PARTNER

Turkish firm TEPE Prefabricated Construction was founded in 1977 as a subsidiary of Bilkent Holding, as a manufacturer of modular panelised prefabricated buildings, accommodation containers, pre-engineered steel buildings and permanent steel buildings. It is known for projects in oil and gas, energy, mining, construction, military, humanitarian aid, education and health services.

"TEPE Prefabricated Construction is a highly reputable brand because of the reliability and quality of its products," says Oguz Mert Koyutürk, Sales and Marketing Representative.

Ankara-based TEPE is participating at

ADIPEC for the first time. "We believe ADIPEC is a valuable opportunity for companies operating in the oil and gas sector to develop their businesses, find business and solution partners and introduce their brands to other global firms in the sector," says Koyutürk.

It has carried out projects in many regions, including Middle East, Africa, Russia and CIS countries, the Balkans, Asia, and South America. TEPE is also looking for partners in Abu Dhabi.

In order to achieve its supplier goals, TEPE collaborates with international strategic solution partners in Qatar, Italy, Monaco, Ukraine, Germany, Spain, South Africa and Republic of the Congo.

TEPE says it provides all prefabricated mobilisation solutions to the world's leading contractors for overseas projects listed among Engineering News Record's (ENR) top 225 firms. TEPE Prefabrik manufactured and assembled 165sqm for a Korean company in a single project in Iraq between the last quarter of 2012 and the first quarter of 2014. TEPE also supplies the United Nations and NATO in many humanitarian and military projects.

"TEPE's main aim at ADIPEC is to find solution partners with the same level of experience, business culture and high product standard that TEPE provides for oil and gas companies operating in Middle East, Africa, Russia and CIS countries," Koyutürk added.