

# Scottish Trade Mission to Egypt

3-9 February  
**2007**



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## **SCOTTISH EXCELLENCE IN ENERGY (OIL & GAS)**

The energy industry, including oil and gas, power generation and renewable, plays a vital role in contributing to the economic prosperity of Scotland - accounting for 17.3% of Scotland's GDP in 2001.\*

More than 100,000 highly skilled people are employed in some 2,000 businesses in the Scottish energy sector, ranging from multi-national organisations to small and medium sized enterprises. Current investment in the UK oil and gas, power generation and renewable energy sectors averages £9billion per annum (3% of world total).

Scotland's energy strengths are significant. Over the past 30 years our oil and gas engineering and contracting companies have evolved into one of the strongest supply chains in the world. The strengths of these companies are categorised into subsea and deep water, drilling and downhole tools, asset management and optimisation, training, education and competency, health, safety and environment, and offshore decommissioning. In the power generation sector, Scotland's engineering and manufacturing specialists are categorised into energy storage and conversion, fuel cells and hydrogen, offshore wind, wave and tidal power, advanced power technologies for coal fired generation, power plant upgrades and nuclear decommissioning.

These strengths are the major value generators for the industry at home and abroad and are backed by world-class research and development activity in Scottish academic and research institutes. Scotland's energy economy is being supported by Government and its agencies to exploit key technology strengths and target international markets where there is the highest demand for skills and products developed in Scotland. This includes diversifying into niche sectors and growth markets, including renewable energies and decommissioning. Closer collaboration between energy sectors and Scotland's academic and research communities is bringing new technologies to the world.

(\*Source Mackay Consultants)

For example, in the City of Edinburgh, collaboration between institutions, government and industry in the field of petroleum geoscience and engineering has created a unique, integrated multi-disciplinary capability with a world-class track record.

The City of Aberdeen, Europe's oil and gas capital is playing a central role in this drive towards international growth. It is recognised as a strategic hub for operations, maintenance and technology development for operators and service companies alike. New technologies have emerged in a number of areas such as: deepwater and horizontal drilling, reservoir management and recovery, software for drilling and reservoir modelling and seismic processing and mapping.

Oil and gas strengths that are assisting the globalisation of Scotland's oil and gas industry include:

### **EDUCATION & TRAINING**

Offshore Exploration and Production Engineering  
Petroleum Engineering  
Safety, Health and Environmental Management  
Emergency Management and Fire Fighting  
Marine, Operations & Maintenance Technician Training  
Project, Maintenance and Asset Management  
International Business, Contracts Law & Supply Chain  
Occupational Standards & Competence Assurance

### **SUBSEA ENGINEERING**

Drilling  
Survey  
Front End Engineering Design  
Subsea Systems (design/fabrication of hardware)  
Construction and Installation  
Operations / Inspection / Repair / Maintenance

### **HEALTH & SAFETY**

High Technology Safety Tools & Equipment  
Scottish Health & Safety Regulatory System

## SCOTTISH DEVELOPMENT INTERNATIONAL

Contact: Dr Abdel Hadi Fawzy  
**Mission Leader**  
 Position: SDI - Middle East & Africa  
 Senior Executive  
 Tel: +44 (0)141 228 2684  
 Fax: +44 (0)141 228 2114  
 Email: hadi.fawzy@scotent.co.uk



Contact: Lorraine Carlyle  
 Position: Assistant Executive  
 SDI - Energy & Engineering  
 Tel: +44 (0)141 228 2732  
 Fax: +44 (0)141 228 2086  
 Email: lorraine.carlyle@scotent.co.uk



Address: Atlantic Quay, 150 Broomielaw  
 Glasgow, G2 8LU  
 Scotland UK

Website: [www.sdi.co.uk](http://www.sdi.co.uk)

SDI is the international economic development arm of Government in Scotland and provides a broad range of support to companies and institutions to help them develop their overseas business. SDI works to attract inward investment and knowledge to Scotland in order to help the economy grow. SDI also works to help Scottish companies do more business overseas and to promote Scotland as a good place to live, work and do business. It is jointly operated by the Scottish Executive and Scottish Enterprise. Its work is guided by the global connections theme of the Scottish Executive's Smart Successful Scotland strategy for economic development in Scotland.

Scottish Development International, in conjunction with the Commercial Section at the British Embassy in Cairo and Consulate General in Alexandria, is delighted to support this trade mission by Scottish companies and organisations to Egypt. The event is part of our strategy to encourage and support internationalisation of our Scottish companies and organisations and increase their involvement in operations in key strategic centres overseas. This can take several forms such as joint ventures, partnership working and in some cases outward investments. The mission has a strong focus on education and training since human resources development and technology transfers are of particular importance to Egypt as well as Scotland. Eight of our prominent universities and technology colleges are participating in the mission. They, as well as other members of the mission, are looking forward to meeting their Egyptian colleagues and counterparts.

## CARDONALD COLLEGE

Contact: Dr. Alex McCluskey  
 Position: Faculty Head - Arts,  
 Humanities & Design  
 Address: 690 Mossspark Drive  
 Glasgow  
 G52 2AY  
 Scotland UK



Tel: +44 (0)141 272 3280 - Direct  
 Tel: + 44 (0)7956 427 526 - Mobile  
 Fax: + 44 (0)141 272 3444  
 Email: [amclluskey@cardonald.ac.uk](mailto:amclluskey@cardonald.ac.uk)  
 Website: [www.cardonald.ac.uk](http://www.cardonald.ac.uk)

Cardonald College is based in Glasgow, Scotland. We have significant experience in the training of personnel in a wide range of technologies.

The College is a highly successful and respected centre for assessment and training of engineers in the installation and maintenance of domestic and commercial gas and LPG systems and appliances. The College has experience of delivering a broad range of courses for organisations such as IVTB in Mauritius, NSSP in Egypt, and IGDAS in Turkey. These have covered textiles and fashion design, energy systems, training for trainers, and product development. Courses are tailored to individual requirements and delivered in country or in Scotland.

The College also enjoys a close working relationship with the UK Water Industry, training technicians and managers in water supply and wastewater operations. The College works closely with UK Sector Skills Councils, ensuring that our programmes meet current and future needs of the relevant industries.

## CLYDEBANK COLLEGE

Contact: Michelle Grimley  
Position: International Development  
Manager  
Address: Kilbowie Road  
Clydebank  
G81 2AA  
Scotland UK

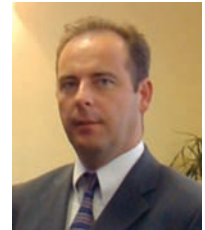


Tel: +44 (0)141 952 7771 - Direct:  
Tel: +44 (0)7747 844 530 - Mobile  
Fax: +44 (0)141 951 1574  
Email: [mgrimley@clydebank.ac.uk](mailto:mgrimley@clydebank.ac.uk)  
Website: [www.clydebank.ac.uk](http://www.clydebank.ac.uk)

As a College of Further Education funded by the Scottish Executive we provide a range of specific/generic and bespoke educational and vocational training Products and services at the pre-degree level. We are a partnership worker and collaborate with various educational sectors in the UK to offer a complete delivery, design and strategic educational management service to customers at home (UK) and overseas. As a college of Further Education we heavily invest in lifelong learning and play a key role in the social and educational development of our communities. All of our services are accredited by the main UK and Scottish quality audit processes and are recognised by the lead qualification bodies.

## CRESENT ENGINEERING

Contact: Peter Gulline  
Position: Business Development  
Manager  
Address: Cresent Engineering  
Cresent House  
35 Summer Street  
Aberdeen  
AB10 1SB  
Scotland UK



Tel: + 44 (0)1224 636 870  
Fax: + 44 (0)1224 636 869  
Email: [petergulline@cresentengineering.com](mailto:petergulline@cresentengineering.com)  
Website: [www.cresentengineering.com](http://www.cresentengineering.com)

Cresent provides consultancy, training, e-learning and multimedia services predominantly related to health and safety within the global energy sector.

Cresent has a proven track record in creating operational, safety, management, training and competency assurance systems for petrochemical organisations. Our senior Safety Management Consultants each have at least 20 years industry experience in the areas of safety and operations management, drilling, pipeline and facilities construction, production operations, maintenance and facilities management. Cresent provide expert assistance to the UK HSE authorities in the development of industry guidelines. Examples include: HSG 250 Guidance on permit-to-work systems and HSG 253 - The safe isolation of plant and equipment.

Cresent was the original pioneer of interactive multimedia and computer-based safety training for the North Sea oil and gas industry. Today it continues to be a major player in the development and deployment of technology-based training in the oil and gas industry around the world. "Cresent's unique 'Oil Spill Response' training programme has proved so effective that it is now being used by every oil company in the UK sector." Business Bulletin, Feb 2004



## CREW 2 CREW LIMITED

Contact: Graham Duncan  
Position: Managing Director/CEO  
Address: Nethermain's of Aquahorthies,  
Burnhervie  
Inverurie  
Aberdeenshire  
AB51 5JS  
Scotland UK



Tel: +44 (0)1467 625 820 - Direct  
Tel: +44 (0)7957 889 388 - Mobile  
Fax: +44 (0)1467 672 009  
Email: [graham.duncan@crew2crew.com](mailto:graham.duncan@crew2crew.com)  
Website: [www.crew2crew.com](http://www.crew2crew.com)

Crew 2 Crew provide a range of internet based communication and information services to eight crew related industries in the Marine, Oil & Gas, Commercial Aviation, and Aid & Relief Agency sectors.

The services are delivered through three portals; a Communications Portal, an Information Exchange and a Directory Portal, specific to each industry and designed for use at both crew and corporate level.

Globally accessible, the Crew 2 Crew Platform has been designed to include members accessing the services via narrow band satellite systems on ships and rigs, or via slow dial up networks. Developed to support connections to the system via WAP/PDA, Mobile and 3G technologies, opening the way for cross technology information integration and transfer across the whole system. The services are to be delivered in 38 languages

Services include: Industry and Crew Search Databases - E-mail and Instant Messaging - Industry & Leisure Chat Rooms and Message Boards - Recruitment - Brokerage - Industry News, Data and Information - Industry Directories - Training - E-commerce

## GLASGOW SCHOOL OF ENGLISH

Contact: Andrew Lennox  
Position: President  
Address: Glasgow School of English  
180 Hope Street  
Glasgow  
G2 2UE  
Scotland UK



Tel: +44 (0)141 353 0033  
Fax: +44 (0)141 332 8881  
Email: [A.Lennox@glasgow-school-of-english.com](mailto:A.Lennox@glasgow-school-of-english.com)  
Website: [www.glasgow-school-of-english.com](http://www.glasgow-school-of-english.com)

Glasgow School of English is a friendly, welcoming school providing a range of English language courses to students of all nationalities. Situated in the heart of Glasgow city centre, we will work with you to improve your English, make new friends and help you enjoy your time at the school.

### Course Information

Our English language courses and programmes are suitable for students of all levels from beginners to advanced level and from 11 years of age upwards. Our experienced and qualified teachers will work with you in a class room environment (or on a one-to-one basis) to develop your skills and improve your understanding of the English language. You can choose to study on a short or long term basis and you can join any Monday throughout the year. All students receive 22.5 hours of tuition each week and this includes general English and IELTS preparation.

Special programmes such as Young Learners, English plus, English plus internship and English plus Degrees are offered to groups and individuals.

The school is eager to develop links with Egyptian Schools/Colleges/Universities/Organisations to develop and deliver English language programmes in Egypt.

We can offer specialist training programmes to the oil and gas, hospitality and tourism sectors.



## HERIOT-WATT UNIVERSITY

Contact: Professor Brian Smart  
Position: Deputy Principal  
International Business Dev't.  
Address: Heriot-Watt University  
Dubai Campus  
PO Box 294345,  
Academic City,  
Dubai  
UAE



Tel: +971 (0)4 361 6999  
Fax: +971 (0)4 360 4800  
Email: B.G.D.Smart @hw.ac.uk  
Website: www.hw.ac.uk

Heriot-Watt University, located on the outskirts of Edinburgh, Scotland, is a respected centre of excellence, providing leading edge research and teaching suited to the needs of the world economy. It is Scotland's most internationally-connected university, and has recently opened a campus in Academic City, Dubai. The University specialises in Management, Languages, Engineering, Physical and Life Sciences, Textiles and Design, Manufacturing, Petroleum Engineering and Energy including Renewables.

As well as welcoming many foreign students to its own campuses, Heriot-Watt University has learning partnerships with institutions in many countries including Spain, Syria, Russia, China, Hong Kong, Singapore, Malaysia and Vietnam. Heriot-Watt degrees available through such partnerships include the BBA, the BSc in Mechanical Engineering, the MBA and DBA from Edinburgh Business School, and the MSc's in Strategic Project Planning, Construction Management, IT and Petroleum Engineering. Heriot-Watt's Institute of Petroleum Engineering is recognised as a leading international provider of upstream Oil and Gas education and research, working with national oil companies, major oil companies, service companies and other high-calibre universities to provide learning opportunities around the world. As well as international learning partner opportunities, Heriot-Watt University offers assistance with staff development and quality. Advice is also given regarding tertiary education provision and modern campus specification in response to a region's requirements.

Our campus in Scotland can be contacted direct at: Heriot-Watt University, Riccarton, Edinburgh EH14 4AS Scotland UK.

Tel: +44 (0)131 449 5111

## JAMES WATT COLLEGE

Contact: Susan Wadsworth  
Position: Director of International  
Business Development  
Address: Waterfront Campus  
Customhouse Way  
Greenock  
PA15 1EN  
Scotland UK



Tel: +44 (0)1475 554017  
Fax: +44 (0)1475 554070  
Email: swadsworth@jameswatt.ac.uk  
Website: www.jameswatt.ac.uk

James Watt College is Scotland's premier College of Further and Higher Education, with over 20,000 full and part time students.

The College prepares students for a wide range of qualifications, including:

National Certificate  
Scottish Highers  
Higher National Certificates  
Higher National Diplomas  
Bachelors degrees

The college has worked extensively in the Middle East and throughout the world, advising governments and companies on educational and training matters.

We deliver training and consultancy services in the Arabian Gulf, Libya, Malaysia, China, Sri Lanka, and many European countries.

These training programmes have included a successful consultancy on behalf of the Bahraini Ministry of Education to redesign their technical and vocational education curriculum in partnership with Scottish Qualification Authority.



## MONITOR SYSTEMS SCOTLAND LTD

Contact: Brian Sinclair  
Position: Managing Director  
Address: 3 Merkland Road East,  
Aberdeen  
AB24 5PS  
Scotland UK



Tel: +44 (0)1224 621 073 - Direct  
Tel: +44 (0)7713 620 608 - Mobile  
Fax: +44 (0)1224 621 023  
Email: [brian@monitor-systems.co.uk](mailto:brian@monitor-systems.co.uk)  
Website: [www.monitor-systems.co.uk](http://www.monitor-systems.co.uk)

Monitor Systems, a NQA ISO9001 registered company, specialise in the design & manufacture of Drilling and Marine related Electronic & Electrical Marine Instrumentation to the Oil & Gas Industry.

Monitor Systems, designs, manufactures, Project Manages, installs and commissions all its Systems as well as those of the various companies we partner.

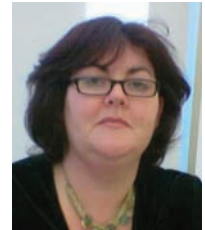
We are also Agents of other manufacturers providing sales and technical support.

Monitor Systems has a well earned reputation for providing bespoke work to the Drilling Contractors & Oil Majors via their designated engineering houses in a timely, on budget and safe manner. Such Systems include Anchor Control, Load Monitoring, Ballast Control, Tank Gauging, Mud Control, Heli-Deck Weather Monitoring, Crane Safeload Indicators, Jack-up Leg Load Monitoring, Rack Phase Differential Monitoring, Drilling Instrumentation, F & G along with Co2 Monitoring & Control.

Our repeat client base is very prestigious and this we hope is a reflection in our work. (Contacts details and references can be made available)

## MOTHERWELL COLLEGE

Contact: Lorraine Cowan  
Position: IB Coordinator/  
Curriculum Leader  
Address: Dalzell Drive  
Motherwell  
ML1 2DD  
Scotland UK



Tel: +44 (0)1698 232 656 - Direct  
Tel: +44 (0)7886 806 713 - Mobile  
Fax: +44 (0)1698 232 527  
Email: [lcowan@motherwell.ac.uk](mailto:lcowan@motherwell.ac.uk)  
Website: [www.motherwell.ac.uk](http://www.motherwell.ac.uk)

As one of Scotland's leading college we offer a great range of courses, dedicated teaching staff, high quality resources and excellent facilities.

Each year we welcome over 20,000 students. Our wide range of courses and excellent facilities help our students develop the real skills employers are looking for in today's job market.

Our portfolio includes Business Management, Engineering (Electrical, Mechanical, Automotive, Construction), Hospitality, Travel & Tourism and Care. We have a substantial programme of SQA Higher and Intermediate courses and are developing an internationally validated education programme.

The College's international strategy encompasses work with many organisations in China and the Middle East, particularly in the Oil & Gas Industries. These programmes are offered in country or on campus to suit the client's needs.

The College's reputation for quality and flexibility of delivery is second to none in terms of vocationally based workplace training.

## NORTH GLASGOW COLLEGE

Contact: Ronnie Knox  
Position: Principal/Chief Executive  
Address: North Glasgow College  
110 Flemington Street  
Glasgow  
G21 4BX  
Scotland UK

Tel: +44 (0)141 630 4100 - Direct  
Tel: +44 (0)7801 363610 - Mobile  
Fax: +44 (0)141 558 9905  
Email: rknox@north-gla.ac.uk

Contact: Roisin Ferris  
Position: International Coordinator  
Tel: +44 (0)141 558 9001  
Fax: +44 (0)141 558 9905  
Email: international@north-gla.ac.uk  
Website: www.north-gla.ac.uk



Based in the largest city in Scotland, North Glasgow College is a leading provider of education and training to students from Scotland and abroad.

Construction of our new £41 million state-of-the-art college building has recently begun and will be completed in time for the August 2008 session. Our new building and facilities will allow us to provide an even higher standard of training in a modern environment. Each year the college attracts thousands of students onto a range of programmes which lead to nationally and internationally recognised qualifications. We welcome students from across the globe and recognise the value international students contribute to college life. Although many overseas students come to North Glasgow College for English language tuition, our National Certificate and Higher National Certificate and Diploma courses are available to all students. Students come to study Fashion, Jewellery Design, Engineering, Business and much more. A full programme of courses can be found on our website. Our strong links with industry allow us to work closely with companies to develop tailor-made courses for employees. Our Engineering Technologies department has developed links with Libyan corporations and, in partnership with two other colleges, is delivering an HND Mechanical Engineering to company employees. As the international market continues to develop, North Glasgow College has its sights firmly set on future partnerships. In 2007 we aim to develop existing partnerships and establish new links with institutions in the Middle East.

## ODS-PETRODATA

Contact: Stuart Rennie  
Position: Business Development Manager  
Address: Bon Accord House  
Riverside Drive  
Aberdeen  
AB11 7SL  
Scotland UK

Tel: +44 (0)1224 597 835 - Direct  
Tel: +44 (0)7733 386 182 - Mobile  
Fax: +44 (0)1224 580 320  
Email: srennie@ods-petrodata.com  
Website: www.ods-petrodata.com



Market intelligence and insight for the offshore oil and gas industry ODS-Petrodata is committed to delivering high quality market data, publications and analysis tools to the upstream oil and gas industry. We emphasise the virtues of high data quality, timely delivery and perceptive analysis & tools you can use to increase your understanding of complex markets.

We currently supply our news and database products throughout the globe from our offices in Aberdeen, Singapore, Oslo and Houston. Our Customer base includes most of the major oil companies, national oil companies, offshore vessel owners, drilling companies, financial bodies and the international offshore and marine service industry.

We have been providing market intelligence to the upstream offshore oil and gas industry since 1973. In addition to our news and database products, ODS-Petrodata offers powerful web-based tools for tracking and analysing the offshore rig and field development markets.

## REID KERR COLLEGE

Contact: Kim Queen  
Position: Head of International Corporate  
Development  
Address: Renfrew Road  
Paisley  
PA3 4DR  
Scotland UK



Tel: +44 (0)141 581 2234  
Fax: +44 (0)141 581 2393  
Email: [kqueen@reidkerr.ac.uk](mailto:kqueen@reidkerr.ac.uk)  
Website: [www.reidkerr.ac.uk](http://www.reidkerr.ac.uk)

Reid Kerr College is one of Scotland's major colleges of Further and Higher Education with a total student population of 21,000. The College offers a full and varied curriculum across its disciplines of Business & Management, Computing, Construction, Engineering, Hospitality, Management, and Science & Technology. The College has active links with the business community, locally and internationally. We provide programmes developed and created for Training and Education to organisations operating in the Oil and Gas sector. Over the years we have built up a reputation as a provider of high quality education and training for students and employers wishing to enhance their knowledge and skills.

The College has an International reputation for excellence. We have recently formed a strategic partnership with the Arab Academy of Science & Technology in Alexandria, Egypt, to provide consultancy in the design and delivery of SQA qualifications in Engineering. Also, we are a major centre for full time training of Libyan students from the Oil & Gas sector, delivering and managing a range of programmes to over 150 participants per annum for the past 7 years. These programmes have proven to be highly successful and will continue into 2006/7 and beyond. Additionally, short programmes in Health & Safety and Fire Safety, Pollution Control, Environmental Audit and Risk Assessment are delivered in local training centres in Tripoli, Benghazi and Brega in Libya. Reid Kerr College sets out a comprehensive range of programmes to the highest British and European standards.

## RIGTRAIN

Contact: Chris Ball  
Position: UK Training Centre Manager  
Address: Weatherford Training Centre, UK.  
Bridge of Don  
Aberdeen  
AB23 8GX  
Scotland UK



Tel: +44 (0)1224 382 308 - Direct  
Tel: +44 (0)7786 171 003 - Mobile  
Fax: +44 (0)1224 382 313  
Email: [Chris.ball@rigtrain.com](mailto:Chris.ball@rigtrain.com)  
Website: [www.rigtrain.com](http://www.rigtrain.com)

Rigtrain is Europe's largest training facilities of its kind, delivering Drilling and Well Services Training to the Oil and Gas Sector, Internationally.

Rigtrain is the commercial Division of Weatherford's UK Training Centre. The core business of Rigtrain is the delivery of theoretical and practical training in Drilling and Well Intervention Technology to Major Operators, Contractors and Service Companies. The IWCF and IADC structured training courses for Drilling Well Control and IWCF Well Intervention Pressure Control run every week throughout the year. In total over forty courses are currently on offer and can be run either at the centre or at the customers premises, local or International.

Rigtrain currently has a branch office operating from Brunei to serve the AsiaPac region and Australia.

## SCIENCESOFT LTD

Contact: William Wood  
Position: Director Sales and Marketing  
Address: Dalziel Business Centre  
Mason Street  
Motherwell  
ML1 1YE  
Scotland UK



Tel: +44 (0)1698 276 977 - Direct  
Tel: +44 (0)7970 521 224 - Mobile  
Fax: +44 (0)1698 276 929  
Email: [William@sciencesoft.co.uk](mailto:William@sciencesoft.co.uk)  
Website: [www.sciencesoft.co.uk](http://www.sciencesoft.co.uk)

Sciencesoft produces its Petroleum Productivity Suite and integrated range of software products currently used by over 100 by Oil and Gas companies around the world.

The Suite consists of three products namely S3GRAF, S3GRAF-3D and S3connect. S3GRAF gives reservoir engineers, easy-to-use but powerful graphing and analysis workflows for reservoir simulation and observed data. S3GRAF-3D supplies advanced 3D viewing, analysis and engineering workflows for reservoir simulation data, which were previously only available in high end, standalone 3D products.

S3connect is a powerful new software tool, which enables the world's leading commercial reservoir simulators to be coupled to GAP.

## SCOTOIL SERVICES LTD

Contact: Colin Forbes  
Position: Marketing Development Manager  
Address: Davidson House  
Miller Street  
Aberdeen  
AB11 5AN  
Scotland UK



Tel: +44 (0)1224 570 326 - Direct  
Tel: +44 (0)7811 962 304 - Mobile  
Fax: +44 (0)1224 580 861  
Email: [Colin.forbes@scotoil.co.uk](mailto:Colin.forbes@scotoil.co.uk)  
Website: [www.scotoil.co.uk](http://www.scotoil.co.uk)

Scotoil Services Ltd is a leading provider of environmental services, principally to the oil and gas industry.

From our base at Aberdeen Harbour – the principle North Sea supply base for the UK oil and gas industry, Scotoil Services provides an efficient service for operators, drilling and service contractors covering equipment decontamination for NORM (Naturally Occurring Radioactive Material), on and offshore RPS (Radiological Protection Supervisor) services and radiological instrumentation.

In addition Scotoil Services in partnership with Mina Oil operate OES (Oilfield Environmental Services) in the 6th October city on the outskirts of Cairo.

OES specialise in the removal of NORM scale from oilfield equipment.

OES combines Scotoil's 24 years of expertise in the removal and disposal of NORM scale with Mina Oil's knowledge and understanding of the market in North Africa.

## SCOTTISH FURTHER EDUCATION UNIT

Contact: Dr Eric Massie FRSA  
 Position: Advisor for SCQF\*  
 Address: Argyll Court  
 Castle Business Park  
 Stirling  
 FK9 4TY  
 Scotland UK



Tel: +44 (0)1786 892 042  
 Fax: +44 (0)1786 892 001  
 Email: [eric.massie@sfeu.ac.uk](mailto:eric.massie@sfeu.ac.uk)  
 Website: [www.sfeu.ac.uk](http://www.sfeu.ac.uk)

The Scottish Further Education Unit is the leading provider of training and development to Scotland's Colleges. Based in Stirling, Central Scotland, the Unit is ideally situated as a hub for delivering high quality advice and leadership in areas such as Qualifications and Achievement, Access, E-Learning, Inclusion, Quality Enhancement, Leadership and Management Development. The Unit's purpose is to enhance learning provision in Scotland's Colleges and to support staff and curriculum development. Working in partnership with colleges and other key agencies, SFEU holds a unique position within the sector.

Dr Eric Massie FRSA joined the Scottish Further Education Unit as an Advisor on the SCQF Project on secondment from Cumbernauld College where he is Project Development Manager with responsibility for university liaison. Educated at the University of Aberdeen (MA, DipEd) and the University of Stirling (PhD), he has carried out research at the universities of Oxford, Yale, and Virginia. He is founding editor of the Journal of Stevenson Studies and has published on Stevenson, Conrad and the Scottish romantic, James Hogg.

Eric has been seconded to the Scottish Funding Council as one of three national project directors leading the SFC Articulation Project which seeks to establish progression pathways from Higher National Qualifications to Degree studies.

\* Scottish Credit and Qualifications Framework  
 visit [www.sqa.org.uk](http://www.sqa.org.uk) for further details

## SUBSEA 7

Contact: James Crammond  
 Position: Client Account Manager  
 Address: Subsea 7  
 Peregrine Road  
 Westhill Business Park  
 Westhill  
 Aberdeenshire  
 AB32 6JL  
 Scotland UK



Tel: +44 (0)1224 795 549 - Direct  
 Tel: +44 (0)7843 642 655 - Mobile  
 Fax: +44 (0)1224 344 600  
 Email: [james.crammond@subsea7.com](mailto:james.crammond@subsea7.com)  
 Website: [www.subsea7.com](http://www.subsea7.com)

Employing in excess of 3000 people worldwide, Subsea 7 is a leading underwater construction company providing complete full field EPIC (engineering, procurement, installation and construction) development, inspection repair and maintenance covering life of field, survey and positioning, pipeline installation, full project management and engineering together with robotic intervention services.

Subsea 7 has a fleet of remotely operated vehicles, four pipeline construction yards and 16 modern, high specification dynamically positioned ships capable of deepwater reeled and flexible pipelay, deepwater subsea construction and saturation diving together with advanced survey and robotic services.

Subsea 7 is a subsidiary of Siem Offshore Inc. who became the sole owner of the company with the acquisition of Halliburton's 50% share on 5th January 2005.

## UNIVERSITY OF ABERDEEN

Contact: Professor Dominic Houlihan  
Position: Vice Principal  
Address: Vice Principal's Office  
University Office  
King's College  
Aberdeen  
AB24 3FX  
Scotland UK



Tel: +44 (0)1224 273 878  
Fax: +44 (0)7881 858 618  
Email: [d.f.houlihan@abdn.ac.uk](mailto:d.f.houlihan@abdn.ac.uk)  
Website: [www.abdn.ac.uk/central/management.shtm](http://www.abdn.ac.uk/central/management.shtm)

Situated in the off-shore oil capital of Europe, Aberdeen is an ancient Scottish university. Founded in 1495 by Bishop Elphinstone, Chancellor of Scotland, it claims the first chair of medicine in the English-speaking world (1497). With over 120 nationalities represented in its student body and with one third of its postgraduate students from countries outside the UK, the University seeks to further broaden its international profile.

The University undertakes major research on the secrets of the deepest oceans to the latest teaching on global economics and thrives on developing solutions which will boost the sustainability and competitiveness of the energy sector. It is a major provider to the oil and gas sector with expertise in education and training, research and development, and commercialisation. The breadth of this experience includes not only petroleum geology & geoscience but economics and management, through to safety engineering. Aberdeen is also a favoured possible location for the UK Government's new National Energy Technologies Institute.

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