

Focus on Opportunities for North East Companies in the Caspian

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The Anglo-Azerbaijani and British Kazakh Society together with the UK Government Trade and Investment organised a free one day seminar in Newcastle last week held at the St. James Park. The seminar was well received and attended by over 60 delegates from around 40 companies, ranging from local business to as far as London.

Lord Fraser of Carmyllie Q.C. – Chairman of both Societies opened the seminar thanking delegates for coming and talked about the great opportunities in this region.

The speakers included:

Craig Jones – Head of Energy UKTI Practical support from UKTI and launch of “UK energy Excellence”

“Across the energy sector, there is no part of the global energy scene where the UK does not make a major impact, this very much includes the Caspian Region. In particular, Azerbaijan and Kazakhstan offer market opportunities of significant value, which will be sustained for many years to come and which and fit with UK capability.”

“UK Trade and Investment can help you rise to the exciting opportunities and challenges of the Caspian Region”

Peter MacIver – BG Business Manager for the Kazakhstan Asset. The Karachaganak Project – “Opportunities for UK Suppliers and service Providers”

“Get in early – and stay in. Persistence delivers results”

“Focus on long term plays – the assets will be there for a long time”

“Do not underestimate the national skills base and future Kazakh content needs and benefits”

Bob Greener – Oil & Gas Supply Chain Specialist UKTI – an overview of the Caspian Region and the North Caspian & Kazakhstan Market. Mr. Greener also talked about “the Southern Caspian and Azerbaijan & Turkmenistan Markets”.

“The Caspian region merits the serious attention required to achieve real understanding of its oil & gas potential. In return, the region offers an unparalleled opportunity to build long term supply chain business by supporting its world class developments.”

“The world’s top companies are playing leading roles in oil & gas developments in Kazakhstan and Azerbaijan. Ongoing development and expanding production provide a solid platform for supply chain companies to build a sustainable presence in these increasingly important markets.”

“The UK is the “hub” for front end development of major oil & gas projects in the Caspian region. British companies have the core skills and innovation, especially offshore related, which are required to meet the many technical and logistical challenges involved in project delivery and production support.”

**Dr. Geoff Mood – CMP Product Technical Director
“Kazakhstan – “The Challenges and the Prize”**

“Getting GOST K certification is not difficult if your products already have other certification. It just involves patience, attention to detail and lots of paperwork.”

**Jonathan Gamblin – International Trade Advisor, South UKTI
“UKTI Services available on your doorstep”**

“UK Trade & Investment have a dedicated team of International Trade Advisers who will work with a company to develop and implement a realistic and achievable export plan. They can then help companies access the wide range of support services available. Each business and each market is unique and our aim is to provide companies with the right advice and support to help them succeed. Through our Overseas Market Introduction Service a company can be put directly in touch with our staff overseas, each with the expert knowledge needed to help draw up a programme for success, particularly in challenging markets like the Caspian Region where local content can be such an important issue.”

