

# EXCEL اكسل

Services & Trading International  
(A Trademark of Al-Ghaya United Co.)

للخدمات والتجارة الدولية  
(علامة تجارية لشركة الغاية المتحدة)

## فريق القادة A Team of Leaders



Electrical



Mechanical



Instrumentation



Products



Civil



Telecommunication



Drilling



## Chairman & Vice Chairman Message



**Said Suhail Al Mahri, Chairman**

Gearing up for the future, we have the key success factors necessary to withstand the winds of change. The encouragement provided to build a highly skilled and creative team, which is reinforced by the state-of-the-art infrastructure, integrity and excellence.

Our strategy is to lead by example, developing innovative initiatives and agile solutions that advance sustainability for our people, Global and profit.



**Mohammed Bakhit Al Mahri, Vice Chairman**

We aim to set an example in the way we provide opportunities for our diverse workforce, create an inclusive environment for our employees, and support the communities where we work and live. We are keen to attract and retain the best people / caliber, build trade value and deepen relationships with partners, patrons and stakeholders.

## About Us



**Al Ghaya United Trading & Cont. Co.** was established 2007 and **Al Ghaya Oil Services** was established 2014 with the objective of supporting the development and progress of Oil & Gas sector, Utility Sector and other Industries. The company experienced growth and company operations were trade marked in the Year 2021 as **Excel Services & Trading International** better known by the short name **EST International**.

Our culture of excellence, makes move a dynamic, growing, company with Bright People....Right Solutions.....High Quality.....Satisfaction & Great Value, which we bring to our clients, and it's what differentiates us within the industry.

We have built our divisions in order to create the perfect utilization of our available resources and eliminate needs of sub-contracting, which in turn saves great deals of time in the servicing sector.

We have been developing our divisions with immense speed and take great interest in the interests of our client and understanding their problems. We are developing ourselves in order to be the one stop solution to every aspect of the heavy industry. We have noticed major changes in our infrastructure, division expansions and an increase in employee numbers. These changes prove a positive motion which we continue to practice and achieve.

## Managing Director Message

**Ever since the establishment, we have endeavored to contribute to the prosperity of our clients and society from a global perspective.**

Our business can be divided into three key areas, namely, Oil & Gas Services, Utility Services and Other Industry services. To add further value to these areas, we strive to provide services tailored to the individual needs of our clients, both in Oman and overseas, by using our excellence and the know-how which we have acquired through our experience and achievements.

The changing environment and diversifying needs— Today, uncertainty about the global economy is widespread. By viewing changes in our environment as business opportunities, we remain firm in our commitment to developing expertise and formulating innovative proposals unique to our company.

In addition to fulfilling our social responsibilities, our employees continue to focus all of our company resources to provide professional services to meet our client needs. To that end, we would like to ask for your continued support and patronage to help us serve all our clients.



**A.V. Sundaram**  
Managing Director



## Vision

**Our company vision is to become a frontrunner in the industry throughout Oman and focus and effort are continually driven toward constantly improving our reputation with all stakeholders.**

**Our aims for 'future growth' by strengthening relationships with existing clients, developers, government, and private organizations whilst proactively seeking new opportunities nationally.**

**Management recognizes each stage – estimating, tendering, construction and products solution – as critical components within the risk management model, but also vital steps toward developing trust with new and existing clients.**

**As a result, we constantly invest in skilled training for our people, improve our estimating and project management departments, and maintain clear links of communication throughout the organization.**

**Our company adopts a disciplined and consistent approach each and every time we take on projects... regardless of size or scale. Our conservative approach ensures all projects tendered for are competitively priced with adequate resources assigned to ensure high quality delivery in a timely manner. Our strict internal processes and strength in project management have served our clients well in the past and will continue to do so in the future.**

**We value our client's feedback. We are here for the long haul, and you can rest assured Our company Constructions has superior skills, experience, strength in resources, and the financial capacity to price, construct and deliver projects ranging from small projects through to million-riyal projects in a timely manner.**

**We will create a database system that's strong, dependable and intuitive, allowing our colleagues to work quickly and effortlessly.**

## Mission

## Our Values



**Safety** - Safety will always come first as we strive for accident-free projects.

**Quality** - Our goal is simply to be the best and to continually improve.

**Professionalism** - We are professionals committed to saving our clients' money through cost-effective solutions and value-added services while making a fair profit.

**Integrity** - We are committed to the highest ethical standards.

**Attitude** - A can-do attitude and willingness to go the extra mile for our customers and fellow associates are essential to our company's success.

**Team Management** - We don't work for one person... we work together as a team.

**Accountability** - We are accountable to our Customers, Company, Teammates, Subcontractors and Suppliers

**Customer Satisfaction** - The end result of our efforts must be a satisfied Customer. Our reputation is the key to EST International longevity in the construction industry and will remain the key to future successes.

## Health, Safety and Environmental



EST INTERNATIONAL are committed to the safety of employees, service providers, and the general public. We recognize that providing and integrating a sound environmental, health and safety program into our business is key to our success.

It is EST INTERNATIONAL Policy to

- Comply with all pertinent environmental and safety laws, rules and regulations, not just because it is legally required, but also because we believe it is the responsible way to conduct our business
- Set HSE targets and goals annually to measure our performance, to achieve superior results and to continually improve
- Monitor, revise and reemploy safety systems and environmental assessments on a regular basis
- Provide education and training to our employees in order for them to have the knowledge, skills, and understanding to perform their responsibilities and duties at the highest level
- Routinely review and verify performance with audits, evaluations and other quality assurance and quality control methods
- Empower and expect employees and contractors to promptly report noncompliance or unsafe conditions and to take immediate action to prevent injuries or environmental accidents
- Provide relevant safety and health information to contractors and require them to provide proper training for the safe, environmentally sound performance of their work and
- Communicate our commitment to this policy to our subsidiaries, affiliates and contractors and seek their support.

## Quality

EST International Quality policy is defined and strongly driven by the following management principles and behaviors:

Build a mutually profitable relationship with our customers, ensuring their long-term success, through the understanding of their needs and the needs of their customers as well

Achieve our commitments for quality, cost, and schedule

Enhance the systematic research and use of best preventive practices at all levels and ensure reliable risk management

Drive continual improvement and innovation based upon efficient business processes, well-defined measurements, best practices, and customer surveys

Develop staff competencies, creativity, empowerment and accountability through appropriate development programs and show strong management involvement and commitment

EST INTERNATIONAL strives to be the best provider of inspection services in the industry. Through the use of these guiding principles, everyone in EST INTERNATIONAL is accountable for fully satisfying our customers by meeting or exceeding their needs and expectations with best-in-class solutions and services.



## In Country Value (ICV)

EST International is committed in supporting Laws and regulations relating to In Country Value (ICV) and Omanisation. EST International upholds that our most valuable resource is our people: energetic, innovative thinkers who deliver great work and endeavors to develop a respect-based culture which is the foundation for success. We recognize Oman as a country rich in people with immense talent wealth and high potential for development. Also believe in the concept of Omanisation, and it is our mission to contribute to the betterment of the Omani community of young and aspiring Omani professionals by offering them career opportunity with us, thereby enhancing career growth and prosperity.

EST International is committed to developing and increasing ICV under this Contract in the following areas:

- Training and development of key skill sets of Omanis in skilled, supervisory, Engineer and managerial roles
- Optimizing procurement of National Products and Omani services
- Development of Omani Vendor/contractor through transfer skills, knowledge and technology





## Business

Oil & Gas

Utility

Other Industries

## Service

Electrical

Mechanical

Drilling

Civil

Instrumentation

Telecommunications

Products

## Electrical

- Construction of overhead transmission lines upto 132 kV.
- Electrical substations - indoor and outdoor upto 132 kV.
- Industrial Electrification.
- Construction of Power Plants-Turbines and DG based.
- Installation, Testing and Commissioning of large transformers including support to vendors.
- Protection System implementation / Revamping in large utility networks.
- MV/LV panels and AC/DC drives including extending support services to vendors.
- Area Lighting - internal / external and hazardous.
- Earthing and Lightning Protection systems.
- HV/LV cabling and cable tray systems.
- Protection Relay system - settings calculations, commissioning and maintenance.
- Battery bank installation and maintenance.
- Pre commissioning and commissioning services
- Painting of Overhead Line Steel Towers



## Mechanical

- Flow line and Cross-country Pipeline construction (CS, CS+PE & GRE)
- Fabrication & Installation of plant piping (CS, SS & DSS)
- Installation of Internal HDPE lining
- Erection and installation of Process facilities
- Equipment Erections
- Maintenance Services in Oil & Gas fields
- Structural Fabrications and Erections
- Installation of Beam Pump
- Maintenance of Beam Pump ( corrective & preventive)
- Beam pump unit refurbishment
- Well integrity testing & Well Head Maintenance
- Progressive cavity pump maintenance
- Static and rotating equipment erection



## Drilling Services

- Pole and Stay Holes for Overhead Transmission lines.
- Earth pit holes.
- CP system ground beds (150M).
- Piling for transmission Tower foundations.
- Water Well Drilling (300M)
- Rat/mouse hole drilling
- T-foundation Drilling



## Human Resources

EST International team has more than 100 highly skilled and dedicated employees who deliver the best in the field wherever EST International has its operations. EST International workforce is well trained and competent to meet the requirements of our demanding customers. We are always on the lookout for outstanding performance.



## Plant & Machineries

- All the plant vehicles, equipment, tools and test instruments are in top class conditioner and the P&M inventory exceeds 50 in numbers that includes.
- Pole drill rigs up to 1000 mm Diameter
- Earth Rig
- Cranes up to 100 Ton capacity
- Man lift bucket trucks (up to 22 mtr)
- JCBs and Shovels
- Excavators and Rock breakers
- Tool carriers and Forklifts
- Trailers with Prime movers
- Buses, Canters, Pickups and Station wagons
- Hiab



## Civil



- Construction of commercial and residential buildings
- Construction of Culverts
- Road construction; industrial, rural and urban areas
- Supply of construction and road building materials
- Graded road construction
- Site survey services
- Specialist plant hire
- Rig locations, well pad and road earth work.
- Construction of beam pump foundation and cellar.
- Construction of transformer and switch rack foundations.
- Construction of overhead line tower foundations including pile foundations.
- Communication tower foundations.
- Civil work in oil & Gas stations.
- Construction of flow line and gas line related civil jobs.
- Construction of control building, Substation building and switch gear buildings.
- Construction of residential camps, warehouses, industrial sheds and office buildings

## Telecommunication

- Installation of microwave tower and antenna.
- Installation of SCADA systems.
- FOC Cable laying
- Industrial data network. Public Address and telephone systems.
- Testing of all type of fiber joints using latest technology Optical Time – Domine Reflectometer (OTDR), Power meter and detailed reporting.
- Supply of splicing and testing crew for shutdown jobs.
- Stringing of OPGW cable - overhead transmission line in wooden pole, concrete poles and structural towers.
- Supply & Installation of OPGW cable and accessories.
- OPGW cable jointing and testing
- Tower Supply, Civil foundation, Tower installation, tower painting, Electrical and RF cable and Antenna installation works.





## Instrumentation

- Installation of DCS Systems
- PLC/ SCADA Installation works
- Signal/Control Cable Installation Works
- Ducted FOC Installation Works
- Installation of Field Instruments
- Installation of Fire & Gas Systems
- Installation of Junction boxes
- Calibration of equipments
- Installation of Instrument panels, control desks and fire alarm system
- Installation of control valves and MOV
- Installation of temperature, pressure and flow transmitters
- Installation of vibration sensors and vibration JB's
- Installation of smoke detector, heat detector, break glass unit, hooters, beacons, UV detector systems
- Tubing and JB fixing works
- Testing of Filed instrumentation. Instruments, JB, control panels and cabling.



## Products

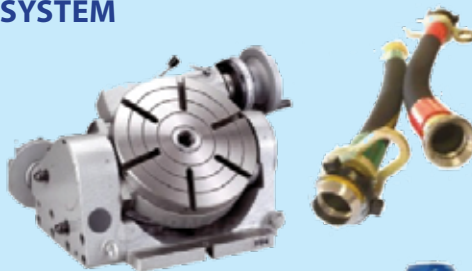
### MUD PUMP & SPAREPARTS

- F series mud pumps
- 3NB series triplex mud pumps
- Mud Pumps Expendables & Fluid End Parts



### SOLID CONTROL SYSTEM

- Shale Shakers
- Mud Cleaners
- Vacuum Degassers
- Desanders
- Desilters
- Agitators
- Centrifugal Pumps
- Shearing Pumps
- Mixing Hopper
- Centrifuges
- Liquid-gas Separators
- Mud Tanks



### TUBULAR RUNNING & HANDLING TOOLS

#### Rotary slips

- Drill Pipeslips
- Drill Collarslips
- Casing Slips



#### Elevators

- Slip Type elevators "Y" Series
- Collar Type Elevators "Aa" Series
- Auxiliary Elevators "S" Series



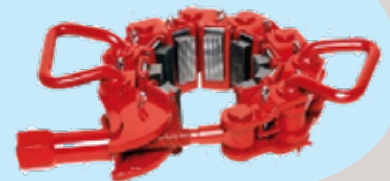
#### Elevator Links

#### Safety Clamps

- MP Multi-Purpose Safety Clamp (Varco Type)
- Baash Ross type safety clamp

#### Casing Spiders

- Hinged Casing Spider
- Cavins "Advance" Spider



#### Casing Elevators

#### Roller Bushings

- Roller Kellybushing
- Heavy Duty Pin Drive Kelly Bushings (hdp)
- Medium Duty Pin Drive Kelly Bushings (mdp)
- 4KRVS
- Heavy Duty Square Drive Kelly Bushings (hds)
- Medium Duty Square Drive Kelly Bushings (mds)
- 4KRBM

## Products



### Master Bushings & Casing Bushings

- Masterbushing
- Mpch masterbushing
- Mdsp masterbushing
- Msp masterbushing
- Mspc masterbushing
- Mss masterbushing
- Cu, Cul and Cb Casing Busing
- Master Busing ccessories

### Insert bowls

### Tubing spiders



### BOP & WELL HEAD EQUIPMENT

- Annular BOP
- Ram BOP
- BOP Control Units
- BOP Control Lines
- Chokeand Kill Manifolds
- CoflexHoses
- Choke Valves
- Gate Valves
- Plug Valves
- Butterfly Valves
- Inside Bop
- Pipe Fittings
- Wellhead & X-Trees



### DOWN HOLE TOOLS

- Floating Valves
- Crossover Subs
- Downhole Motors
- Stabilizers
- Hole Openers
- Reamers
- Drill Bits
- Bit Subs
- Bit Breakers
- Overshots
- Reverse Circulating JunkBaskets
- Casing Scrapers
- Fishing Magnets
- Junk Subs
- Fishing Cups
- Releasable Spears
- Casing Drifts, Tubing Drifts
- Core Barrels
- Drilling Jars
- Shock Absorbers
- Hydraulic Jar Intensifiers
- Die Collars & Taper Taps

### Drilling Strings & OCTG

- Drill Pipes
- Heavy Weight Drill Pipes (HWDP)
- Drill Collars
- Kelly
- Casing & Tubing
- LinePipe



## OILFIELD SPECIAL EQUIPMENT

- Heat Exchanger
- Natural Gas Compressor
- Diesel Generator & Natural Gas Generator
- High Efficiency Separator
- Nitrogen Generating Equipment
- Fracturing Equipment
- Coiled Tubing Unit
- Cementing Unit
- Construction Equipment & Spare Parts

## OILFIELD CHEMICALS

- Demulsifier
- Pour Point Depressant
- Antiscalant
- Mutualsolvent
- Water injury treatment agent
- Composite plugging agent

## FORGING & CASTING

- Forging
- Casting
  - Sand Casting
  - Investment Casting
  - Centrifugal Casting

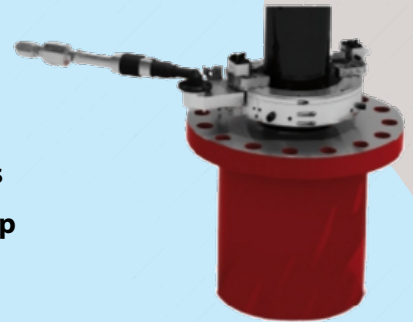
## CEMENTING TOOLS

- Liner Hanger
- Floating Equipment
- Cementing Plug
- Guide Shoe
- Centralizers
- Casing Accessory  
(Stop Collar, Slip-on Scraper)
- Cementing Head
- Casing Cutters
- Packer



## PRODUCTION EQUIPMENT

- Pumping Units
  - Beam Pumping Unit
  - Belt Pumping Unit
- Sucker Rods
- Sucker Rod Pumps
- Progressive Cavity Pumps
- Electric Submersible Pump
- ESP Cable
- Tubing Pump
- Rod Pump
- Surface Multiphase Progressive Cavity Pump



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