The well-known sentence “Together we are strong!” is the fundamental idea behind the Danish Pavilion. Due to the global competition and demand for greater cost efficiency, the oil and gas industry looks for new innovative ways of doing business, for example alliancing, outsourcing and partnering.

It is important to observe the developments and changes in the market and to exploit the export opportunities. This is a mission which this unique group of independent companies have found as their advantage and they join efforts on the export markets.

Denmark is a small country with a population of 5.5 million and a surface area of 43,000 square kilometres. Surrounded by water and a coast line of more than 7,000 kilometres, Denmark has a long maritime tradition. A combination of keen sense of quality and application of modern technologies have formed the modern Danish industry.

Denmark’s status and image as a naval nation has during the years contributed to Denmark being an advanced industrial country within marine & offshore. The development in the North Sea is a clear picture of that.
# Contents

<table>
<thead>
<tr>
<th>Company</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Foreword – Offshore Denmark ApS</td>
<td>2</td>
</tr>
<tr>
<td>The Trade Council</td>
<td>4</td>
</tr>
<tr>
<td>Accoat A/S</td>
<td>5</td>
</tr>
<tr>
<td>Danfoss High Pressure Pumps</td>
<td>6</td>
</tr>
<tr>
<td>CS Accommodation A/S</td>
<td>7</td>
</tr>
<tr>
<td>MAN Diesel &amp; Turbo</td>
<td>8</td>
</tr>
<tr>
<td>e-l-m Kragelund A/S</td>
<td>9</td>
</tr>
<tr>
<td>FJERO A/S</td>
<td>10</td>
</tr>
<tr>
<td>Flex Coil A/S</td>
<td>11</td>
</tr>
<tr>
<td>Hydratech Industries</td>
<td>12</td>
</tr>
<tr>
<td>Scancab A/S</td>
<td>14</td>
</tr>
<tr>
<td>Scanel International A/S</td>
<td>16</td>
</tr>
<tr>
<td>Danish Marine &amp; Offshore Group</td>
<td>18</td>
</tr>
</tbody>
</table>
We promote foreign trade, investment and innovation

The Trade Council is part of the Danish Ministry of Foreign Affairs. We endeavour to make a difference for the individual company and society at large by promoting foreign trade and investment.

Danish companies can benefit from the assistance of the Trade Council in their internationalisation efforts. This includes market analysis, support in finding the right business partners abroad and establishing a presence in foreign markets. Likewise, companies from outside of Denmark may access potential Danish suppliers and business partners as well as obtain information about opportunities for investing in Denmark.

Through Danish embassies, consulates, trade commissions and innovation centres around the world the Trade Council has a global presence. The Trade Council’s staff is familiar with legislation, culture and market conditions in the international markets, thus offering all possible support required by a company wishing to internationalise into or out of Denmark. Cooperation and sharing knowledge are key to economic development, and the Trade Council helps ensure that this takes place and transcends borders.

The Trade Council supports the Danish Offshore Solution’s export promotion project.
Intelligent surface technology

With over 40 years’ experience in the coating business, Accoat provides expert-level fluoropolymers solutions worldwide.

Advanced surfaces
Accoat creates advanced surface properties by use of specialised coatings for the oil & gas industry. Where the requirements are combinations of corrosion protection, low friction, non-stick and chemical resistance – Accoat has the solutions.

Downhole production tubing - DuPont™ StreaMax™
Accoat specialises in applying internal coating to oil production tubulars using DuPont™ StreaMax™ coating technology in the North Sea region.

Advantages of applying the coating technology DuPont™ StreaMax™:
• Maximises well productivity
• Minimises operation costs & maintenance costs
• Minimises deposition of scale, asphaltenes & wax
• Very low friction coefficient
• Wide temperature range
• Superior corrosion protection & chemical resistance
• Flow assurance & flow enhancement

Accoat A/S is a qualified supplier in the Joint Qualifications System, Achilles
Danfoss CLP pumps are designed for pumping and metering various low viscosity fluids such as chemicals and additives into production pipeline systems, gas wells and oil wells.

The product programme consists of a full product range designed according to the API-674 and API-675 standards. The range also complies with other general industry standards.

The pump product range includes: CLP 674, CLP 675. The CLP pump range can handle a wide variety of chemicals at a wide pressure range.

**IMPORTANT BENEFITS**

- Ultra compact – small footprint and low weight
- Simple design with fewer parts – better reliability
- Less downtime – simple maintenance and easy transportation
- Reduced maintenance through better design

**CHEMICAL INJECTION SKID PACKAGES**

Danfoss High Pressure Pumps and our Joint-Venture partner design and build chemical injection skids and customize system packages to meet individual specifications. These services are provided worldwide.

**ABOUT**

Danfoss High Pressure Pumps is a member of the Danfoss business group producing 250,000 units a day in 61 factories in 25 countries.
Worldwide accommodation solutions for the offshore industry

CS Accommodation A/S upgrades accommodation units and thereby improves living and working conditions for employees in the marine and offshore industry.

Since 1999 we have been working on several offshore locations in countries as Denmark, Norway, the Nederland's, the UK, Qatar, the USA, Nigeria, Spain and Vietnam. From our headquarter in Esbjerg, Denmark, our dedicated people plan and prepare our jobs – from a small renovating job in Danish Sector in the North Sea to a big Yard Stay in Vietnam. Our quality, delivery times and prices reflect the fact that we are a small, flexible organization – and our workers on location cover many work disciplines – simply and effectively.

At our own factory, CS Furniture, we develop and produce IMO improved furniture’s to our own and other offshore projects. That guarantees good quality furniture’s with short delivering time.

Product range:
- Flooring – all types
- Wall constructions
- Ceilings
- Galley and Mess furniture’s and equipment
- Furniture’s and inventory for all areas
- Bathroom conversions
- Cold storage and deep freeze rooms
- Service and maintenance reports.
MAN Power
- for High-tech Offshore Solutions

A wide range of MAN products are deployed for highly specialised offshore vessels, rigs and subsea oil and gas production:

- Diesel, Gas and Dual-Fuel engines
- Propulsion systems and propellers
- Generating sets
- Gas turbines
- Steam turbines
- Screw compressors
- Centrifugal compressors
- Integrally geared compressors

Availability, reliability and flexibility are key performance parameters, securing all operating and service modes. MAN Diesel & Turbo’s environmentally friendly technologies are characterised by clean combustion, low consumptions, safe compression and processing with minimal emissions.

Under the brand PrimeServOffshore, a global and highly qualified team is available to ensure that we understand your business, speak your language and deliver the service you expect and deserve. Through our worldwide MAN PrimeServ hubs we are able to deliver this high level support wherever and whenever this is required.

MAN Diesel & Turbo employs around 14,000 staff at more than 100 international sites, primarily in Germany, Denmark, France, Switzerland, the Czech Republic, India and China. MAN Diesel & Turbo is a company of MAN SE.
Safe, Efficient Handling and Transport of Drilling Pipes

e-l-m is a strong European supplier of attachments for forklift trucks. We develop and sell attachments that contribute to effective internal transport and handling solutions. Delivering attachments and service of high quality is of great importance to us. Today, e-l-m A/S is certified according to ISO 9001, ISO 14001 and ISO 3834-2. We supply to all leading manufacturers of fork lifts.

Load Stabilizer – Rough Terrain Type LS

- Excellent safety when transporting long materials, especially pipes
- Can be mounted on existing forks or on a new fork positioner
- Excellent for picking single pipes from a stack
- The LS is available for trucks handling loads from 3t to 35t

Explosion Proof fork positioners

- Approved for ATEX Zone 2!
- Move the forks hydraulically!
- Integrated solution ensures high residual capacity on your truck!
- Fork positioner for Heavy Duty up to 16t!
- Use the storage space better with hydraulically ejected forks!
FJERO A/S is a leading Danish cylinder manufacturer. Since 1987 we have developed a highly specialized industrial business with extensive know-how within the development and design, construction, production and quality assurance of the right cylinder for, e.g. the offshore, marine and wind power industries.

We are happy to participate in the design and production of special solutions.

Throughout the production phase, a watchful eye is kept to ensure that everything is as it should be. The products are inspected and tested, and throughout the process, PREMIUM QUALITY is our goal.

FJERO has obtained ISO 9001-2008 certification and a MSA agreement with DNV.
Titanium & Stainless coils
Quality from start to finish

Flex coil was founded in 1992 by a group of colleagues who already possessed a wealth of expertise within the HVAC industry. Today, more than 15 years later, Flex coil has gained massive market shares not only in Denmark, but throughout the entire world.

We distinguish ourselves by our flexibility and ability to develop and manufacture unique heat exchangers of any size in any material and consider ourselves a specialist in titanium and stainless steel for off shore applications. All our products are tailored to suit the application and environment.

All of Flex coil’s products are covered by a performance warranty that meets European standards EN 1216: Coils, EN 327: Air-cooled Condensers and EN 1048: Dry coolers.

Furthermore Flex coil is fully DS/ISO 9001 certified.
Hydratech Industries Fluid Power is a designer and global manufacturer of custom hydraulic cylinders, with manufacturing facilities in Denmark, China and USA. As a leading supplier for various applications, including cranes, marine, offshore and motion compensation, Hydratech Industries Fluid Power offers the highest quality.

- Hydratech Industries offers a complete cylinder program for cranes
- Hydratech Industries offers a complete program for cylinders with sensor applications
- Hydratech Industries has its own MSA/DNV and MSI Authorization
- Hydratech Industries participates with all classification societies
- ISO 9001/ISO 14001
Cylinder Service & Repair

Our highly qualified Service Department provides our customers with 24-hour service & repair, maintenance, and fast delivery of spare parts.


Offshore Applications:
- A-frames, Cranes, Davits and LARS
- Tubular Handling, Clamping Units, Skidding Systems and other Drilling Equipment
- Chain Jack and Mooring Systems
- Steering Gear, Dynamic Positioning
- Dredging

Motion Compensation Applications:
- Wireline Riser Tensioners
- Production Riser Tensioners
- Drilling Riser Tensioners
- Active Heave Compensation
- Crown-mounted Compensators
- Swell Compensation
Quality cabs for offshore crane operators and drillers

Scancab is an internationally-oriented company which designs and produces operator cabs, control rooms and power cabinets.

Since 1965, Scancab has been developing cabs in close collaboration with customers and users to ensure optimum solutions in terms of ergonomics and safety. They are produced from black steel, acid-resistant steel and aluminium.

The cabs are supplied complete, fitted with glass, wiper/washer system, lights, heating/cooling plus various equipment as per individual customer requirements. The equipment is naturally also supplied for Ex zone.
**Product groups**

- Drilling control rooms / doghouse
- Crane cabins
- Cabins for anchor & pipe handling equipment
- Ex and non ex equipment for cabins
- Wipe/wash systems, pneumatic or electrical
- Railings, walkways and service access platforms around cabins

Scancab employs 75 staff in our own modern 6000 m² production facilities. A staff of skilled engineers carry out the day-to-day control of the production process for the standard cabins as well as the construction and project fulfilment concerning the many special cabins built according to customer wishes either for new cranes or in connection with the replacement of an old cabin.
Scanel International A/S is a professional supplier of technical solutions, providing a wide range of services to the marine and offshore industry, from design/engineering, project management, delivery of components and installations to repair, inspection, service and maintenance.
We provide off-the-shelf as well as custom-built solutions and have specialized in providing turn-key solutions worldwide. Our services cover projects on new buildings to upgrading and conversions.

Our Services

- Design - Engineering - Construction
- Electrical and mechanical solutions and systems
- Project Management
- Power, control and alarm systems
- Heat – Water – Sanitary - Sprinkler systems
- HVAC and general ventilation
- Thermography
- Eex - maintenance, repair and service
- Sale, maintenance, repair and service of electrical motors and generators
- Sale, maintenance, repair and service of electrical Eex (d) and Eex (e) electrical motors
- Sale, maintenance, repair and service of navigation & communication equipment and communication systems
- Energy saving solutions within lighting, HVAC and pump installations
Danish Marine & Offshore Group (DMOG) is an association of independent offshore companies working together with the oil/gas & wind energy industries. DMOG arranges

• joint export drives including joint stands at international exhibitions
• seminars, workshops, courses and more.

The members of DMOG offer

• Great expertise in the manufacture of innovative and competitive products.
• The power to offer complete turnkey solutions with a strong supporting service industry.
• A competent and technologically skilled industry with more than 15,000 strongly motivated employees.
Members of
Danish Marine & Offshore Group

- Accoat A/S
- A/S Dan-Bunkering Ltd.
- Blue Water Shipping A/S
- BRDR. CHRISTENSEN ApS
- Broberg Consulting ApS
- Bureau Veritas
- Carsten Holm A/S
- Certex A/S • Peter Harbo
- Cobalch ApS
- Cronistel AS
- Danbor Service AS
- Danfoss High Pressure Pumps
- Danish Air Transport
- DEIF A/S
- DHL Global Forwarding (Denmark) A/S
- DOT
- DSV Air & Sea A/S, DSV Projects
- e-lm Kragelund A/S
- EP Tools A/S
- ESVAGT A/S
- Euler Hermes Danmark
- EUROCON STÅLINDUSTRI ApS
- Falck Safety Services
- Fiberline Composites A/S
- FJERO A/S
- Flex Coil A/S
- FORCE Technology
- Frederikshavn Havn
- GEA Heat Exchangers Denmark
- GEO
- Glynnwed A/S
- Hagens Fjedre A/S
- H.J.Hansen Recycling Industry Ltd. A/S
- HELIMESH A/S
- HH-Consult A/S
- HIPAQ A/S
- HjulmandKaptain
- Hydratech Industries
- ICT Logistics A/S
- Intergraph Danmark A/S
- itmc soft ltd
- ITW Polymers Europe ApS
- Jakob Albertsen Komposit A/S
- JB Production AS
- Johs. Møllers Maskinfabrik A/S
- Klüber Lubrication Nordic A/S
- Kvadrat A/S
- Kvist Automation
- L&H-Rørbyg A/S
- Linatech A/S
- Logimatic
- Maersk Training Esbjerg A/S
- MAN Diesel & Turbo
- MaQis ApS
- MarineService Hirtshals A/S
- MASAWA KEMI ApS
- Matz & Partners
- miniBOOSTER Hydraulics A/S
- MS Engineering A/S
- Nadiro A/S
- Nordic Offshore Marine A/S
- Nordmark Maskinfabrik A/S
- NoreqActa A/S
- NYTECH A/S
- O. W. Bunker & Trading A/S
- Origo Solutions DK ApS
- Oxymat A/S
- PBT Technic ApS
- PHOENIX INTERNATIONAL A/S
- PMC Technology A/S
- Process Engineering A/S
- Prodan A/S
- Pro Service Welding & Supervising ApS
- Roblon A/S
- ROCKWOOL Technical Insulation
- Rohde Nielsen A/S
- Safe Ocean Service ApS
- Scanel International A/S
- Schmolz + Bickenbach A/S
- SH Group A/S
- Sika Services AG
- Stenca Trading A/S
- Strates Maskinfabrik A/S
- SystemTeknik A/S
- Technia AS
- TofKo Business Development A/S
- Victor A/S
- Xervo A/S
- Aalborg Engineering
- Aalborg Erhvervsråd / Erhvervsafd.