

KNM clinches RM41m new orders

New Strait Times - 5 October 2004 SECOND Board-listed KNM Group Bhd (KNM) has secured RM41 million new orders in the past two months from domestic and international clients for oil, gas and petrochemical projects located in Bintulu, China, Qatar, Nigeria and the Philippines.

With the continuous order flow, KNM's total order book year-to-date is now RM293 million, with an export content of 75 per cent.

Its executive chairman Datuk Abdul Rani Mohd Razalli said the company's continuous ability to secure new orders reflects its clients' confidence in its capabilities, consistent product quality and track record.

"We made our first foray into the international oil, gas and petrochemical industry in 1995, and today we have strong technical expertise and a proven track record in the manufacture of process equipment.

"Our clients are major domestic and international oil, gas and petrochemical companies from all regions — West Asia, China, North America, Oceania and Africa," he said.

KNM is a leading worldwide process equipment manufacturer for the oil, gas and petrochemical industries. It is also finalising its joint venture with FBM-Hudson Italiana SpA (FBM). FBM is one of the top two process equipment manufacturers in the world.

"The commercial cooperation with FBM will enable KNM to tap into FBM's world-leading technical expertise in air fin coolers and exclusively manufacture and market FBM's air fin coolers within Asean and China, both of which are experiencing a boom in its oil and gas industries.

"KNM will be able to make use of FBM's Jebel Ali Workshop in Dubai to undertake projects in West Asia, North Africa and Caspian Sea regions. This will enhance our competitiveness and profits.

"Another plus point is that the Jebel Ali workshop will free capacity in our existing fabrication yards in Malaysia to allow us to accept more jobs," Abdul Rani said.