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## PENGANTAR REDAKSI

### Selamat Hari Raya Idul Fitri 1430 H.

Mohon maaf lahir dan batin

Di edisi ke 13, bulan September 2009 ini kami menyajikan beberapa artikel antara lain penanda tanganan kontrak PTTEP & Gunanusa, first steel cut Ujung Pangkah CPP & AUP Project, serta wawancara *World Investment News* dengan Bapak DR. Samad Solbai. Untuk HSE Info kami turunkan

berita pelatihan *Basic Fire Fighting*. Juga dapat anda baca berita mengenai peresmian gedung SMP khusus yatim As-Syafi'iyah, kursus bahasa Inggris, *primavera project planner training*, project info dan info umum.

## PTTEP PUBLIC COMPANY LTD DAN GUNANUSA MENANDA TANGANI KONTRAK UNTUK PROYEK SUPPLY AND INSTALLATION OF LIVING QUARTERS PLATFORM (QPS) AND FLARE TRIPOD



Pada tanggal 14 Agustus 2009 telah ditanda tangani kontrak untuk proyek *Supply and Installation of Living Quarters Platform (QPS) and Flare Tripod* antara PTT Exploration and Production Public Company Ltd dan Gunanusa. Kontrak ditanda tangani oleh DR. Samad Solbai, Presiden Direktur Gunanusa dan Anon Sirisaengtaksin, Chief Executive Officer PTTEP. Penanda tanganan dilakukan di kantor pusat PTTEP di Bangkok, Thailand. Proyek ini merupakan bagian dari Greater Bongkot South (GBS) Phase 4a.

Ruang lingkup proyek meliputi *engineering, procurement, construction, installation, hook-up and commissioning*. Quarter Platform South (QPS) memiliki berat 1200 ton untuk *upperdeck*.

QPS mampu ditempati oleh 159 orang, dan dilengkapi dengan fasilitas-fasilitas seperti dapur, ruang rekreasi, kantor, *helideck*, dan *workshop*. *Lower deck QPS* digunakan untuk penempatan generator diesel darurat, proses penyediaan air segar dan pembuangan limbah. *Flare Platform South (FPS)* memiliki topside dengan berat 420 ton dan jacket 550 ton. Kedua platform ini akan diinstalasi di kedalaman laut 78m. Jadwal proyek selama 26 bulan dan instalasi pada bulan April 2011.

Turut hadir dalam acara ini Komisariss Gunanusa, Bapak Iman Taufik, Dato'Wan Ariff, Nadzru B. Azhari dan Lisdi Siswanto Project Manager untuk proyek ini.

## FIRST STEEL CUT UJUNG PANGKAH CPP & AUP PROJECT



Hari Kamis, 6 Agustus 2009 di Gunanusa Yard, Grengang telah dilakukan *first steel cut* untuk proyek *Ujung Pangkah CPP & AUP*. Acara dihadiri oleh Jason Greenwald, HESS Project Manager

untuk CPP & AUP. Dari Gunanusa dihadiri oleh Bapak Eddy Rijanto, Vice President of Operation, Endro Kartiko, Project Manager untuk proyek HESS dan Bapak Pendi, Yard Manager.

## WORLD INVESTMENT NEWS - INTERVIEW WITH DR. SAMAD SOLBAI



DR. Samad Solbai  
President Director PT. Gunanusa

PT Gunanusa Utama Fabricator (Gunanusa) is a world-class oil and gas constructor. Today, with more than 20 years of experience, Gunanusa is renowned as one of the leading EPCI for on-shore and offshore oil and gas platforms fabrication companies in the ASEAN region. The vision of the company is to become one of the top players on the international market.

*"I think America should look at Indonesia as a country that can offer a good alternative to source for oil & gas platforms and other heavy engineering structures".*

**Gunanusa was founded in 1980 and secured its first offshore platform Engineering and fabrication contract three years later for two production facilities topsides which were later installed in the Cinta Natomas field in the Java Sea. Could you please tell us more about the history and major milestones of the company?.**

We began our operations around 1982. The company started from scratch by a gentleman called Mr. Iman Taufik. You may check his background from our website. He is an eminent person in Indonesia and was one of the first local engineers involved in the oil & gas industry in the country - a brilliant gentleman and a very successful entrepreneur. Today he is retired, but still very active. He spends most of his time in the philanthropic world apart from being the Chairman of our Board of Commissioners.

**Today, Gunanusa is renowned as one of the leading offshore oil & gas fabrication companies in the ASEAN region. Could you please give us a presentation of the company's main activities and core business?.**

Our main business is the construction and fabrication of oil and gas platforms especially in the form of turnkey EPCI (Engineering-Procurement-Construction-Installation) contracts for both onshore and offshore projects. We build platforms ranging from a few tons to more than 6,000 ton seach and installed them mostly in the Indonesian waters, such as in the Java Sea and in the east Kalimantan area at the mouth of Mahakam River. We have also built platforms for Brunei. We are currently building three platforms. The first is for Thailand's Bongkot Field, the second destined for India's Mumbai High field whilst the third platform is for HESS's Ujung Pangkah field. These

platforms will be installed in the South China Sea, offshore Mumbai in the Arabian Sea and the North Java Sea respectively.

We go where the market is located. The participation in each tender exercise will be based on our competitiveness and available resources.

**As part of a project to increase electricity supply to the City of New York, Alstom Power Inc hired Gunanusa to fabricate two identical 100MW Heat Steams Recovery Generators (HRSG). Could you please tell us more about this project?.**

We built two heat recovery steams generators (HRSG), which were to generate 100 MW of steam each, in 2005. These HRSG's weighing 2500 tons each were shipped all the way from Java to the city of New York. We are very proud of this achievement as it demonstrated that it was still economical to build such large engineering structures in Indonesia and shipped them half way around the globe. The project was undertaken as a subcontractor to Alstom and took eight months to complete as the components were sourced from all over Indonesia and abroad. Even though this was the first time that we had the opportunity to build HRSGs for a foreign market, our client was very happy with the result, which clearly demonstrated our capability, flexibility and willingness to learn. Indeed, Indonesia is probably Asia's best-kept secret. Many of the people in the west are not aware of the potential of this country. It has a population of nearly 240 million people, who are open minded and receptive to new ideas. I think this is the main strength of the people here. They are also very hard working because there is no state unemployment benefit in the country. If you have no job, you either have to live off your savings or rely on your relatives and friends to support you. The only drawback is the lack of competency in English in this country compared to its neighbors especially Singapore and Malaysia.

**The company's client portfolio consists of large international companies like Conoco-Phillips. Could you please tell us more about your main client profile, your target group and new markets that you are looking into?.**

If you look at the list of our clients, all of them and without exception are International Companies. Ironically, we have not done any work for locally owned companies like Pertamina, which is Indonesia's National Oil Company. The quality of the products that we produce is just as good as any in the world including those built in the Gulf of Mexico, UK, Singapore and Malaysia. Our platforms are identical in quality to theirs because

there's only one quality for oil & gas platforms. We have built platforms almost continuously, one after another, for the French-owned company, Total Indonesia over the last 20 years. Other companies that we have build platforms for includes BP, ARCO, Chevron, Caltex and UNOCAL

**During our interview with Mr. Ron Ashton, Chairman of the Indonesian Petroleum Association, he emphasized on the good relationships between foreign petroleum companies and Indonesia. Could you please expand on your relation with the foreign companies with operations in Indonesia?.**

As evident from our list of clients, our relationship with foreign petroleum companies is very good. This is a testament to the high standard of professionalism that we practiced in the company. The relationships with the international community are also strengthened by our technical competency and price competitiveness. Looking at our record, we have all the necessary qualifications that are necessary to participate in EPCI oil & gas platform tenders. First and foremost we have the technical capability that we have demonstrated via numerous projects that we delivered. Secondly, we are also certified to ISO 9000, which stands for quality, ISO 14000 for environmental management and ISO 18000 for Health and Safety management.

**In order to get a clear view of the actual size of the company, could you please give us some key figures and indicators, such as number of employees, annual turnover and growth, etc.**

Today we have an annual turnover of around US\$100 million. However, being a project-orientated company the annual turnover is quite cyclical and depends on the value of the projects we secured. Typically one project lasts for about two years. Today we have about 2,000 employees, which fluctuates depending on the level of activity as well. At peak, which I expect to happen towards the end of this year, or early next year, it would be about 4,000 employees.

**Gunanusa has received several awards as well, such as the Achievement of "20 Million Man-Hours Without a Lost Time Injury". Could you please expand on the achievements you are the most proud of?.**

Our operation is considered high risk. Whilst we keep a close watch and manage our safety carefully, we also keep a very detailed record of safety related incidences and accidents that may occur in the company. We have indicators like "lost time injury frequency" and "man-hours without loss time incidents (LTI)" by which we measure

our safety management performance. Our best record so far is 20 million man-hours without LTI. Anyone in our business will tell you that this is a "no mean feat". We have over the years, been given recognitions and awards by clients for completing projects without a single LTI.

**What is your future outlook for the next five years from now?**

In five years from now we believe we will be a truly international company. We have already begun marketing ourselves abroad in earnest and the two contracts from India and Thailand that I referred to earlier are amongst our firsts. We are investing in educating our people to improve the irstandard of English so that they are able to communicate better in the international market. Technically, I think we are just as good as anyone else in the business. The quality of education in this country is very good. The best here are as good as the best in the West. A significant number of our employees graduated from the best universities in Indonesia especially Institute Teknologi Bandung (ITB), which is the number one engineering university in the country.

Our ambition is to become an international player. We want to be in the same league as those companies of similar background based in the US and UK. Therefore this is our mission because in our industry the standards are without borders. The same quality standard is applicable everywhere. We will be competing on the global basis based on price and delivery.

**As you mentioned before many Americans are not aware of Indonesia's true identity. What is the image of the country that you would like Americans to have?**

If you don't know someone, you will not be able to love the person. I think America should look at Indonesia as a country that can offer a good alternative to source for oil & gas platforms and other heavy engineering structures. There is a lot to learn by either side. Generally, Indonesians do not know Americans. The average Indonesians don't have good command of English and this is the biggest challenge in our quest to go international. There is also a big contrast in culture between the two Nations. For example in a negotiating position, it is normal for Indonesians not to say "no" even if that's what they mean. They rely a lot on body language in negotiations and are easily offended if the other party is too "direct". It takes a lot of effort to understand the Indonesians. You

have to study the culture closely if you want to be successful in dealing with them. However as I said earlier, Indonesians are very hardworking people. The absence of unemployment benefits means that people will do all kinds of things to eke a living. At the same time the crime rate is very low. You hardly hear of ladies getting their handbags snatched in Jakarta compared to other big cities, because there is still a lot of neighborly consciousness. If someone screams for help, soon he will have a crowd coming to the rescue. I think what Americans can do is come and find out for themselves. Indonesia has some of the most beautiful tourist sites in the world with unparalleled natural beauty complemented with very interesting local cultures. Vast areas of the country are still unexplored. Unfortunately Indonesia has not marketed itself as a tourist destination very well and lags behind its neighbors in this regard.

**Our readers are interested in you as well. Could you please tell us more about your personal background?**

I was born in Malaysia. I was in academia, then CEO of a similar company in Malaysia before moving to Indonesia four years ago. I obtained the undergraduate and Masters degrees in Mechanical and Materials Engineering respectively from universities in Australia, followed by a PhD in Chemical Engineering from Cambridge, UK. I have three children, all already graduated from college.

**What would be your personal message to all the readers of New York Daily News and the visitor of [www.winne.com](http://www.winne.com)?**

Indonesia has a great potential given its hardworking population and very receptive culture. The people are always working hard to change for the better. This country has excellent potentials for investors looking for bargains and for tourists to see the beautiful countryside and culture. To a visitor from the West, Indonesia may appear relatively disorganized and underdeveloped. However, the democratically elected Indonesian government is making quantifiable progress in its effort to improve everything - from bureaucracy to governance to infrastructure albeit at a snail's pace. The country is slowly coming out to be a world-class democracy. It is far from perfect, but I think the necessary foundation to build a very stable democratic institution is steadily established.

*(World Investment News, Jakarta - 2009 - 07 - 29)*

### BASIC FIRE FIGHTING



Pada tanggal 11-12 Agustus 2009 Gunanusa menyelenggarakan pelatihan *Basic Fire Fighting*, dengan instruktur Bapak Siswanto dari HSE Department. Pelatihan ini bertujuan untuk :

1. Melatih ketrampilan peserta dalam menghadapi bahaya kebakaran baik yang sifatnya kecil sampai kebakaran yang berskala besar
2. Melatih kerjasama antar karyawan agar menjadi tim yang kompak dan handal dalam menghadapi situasi darurat.
3. Menambah pengetahuan karyawan di luar bidang kerjanya dan membangkitkan

rasa tanggung jawab akan keselamatan di lingkungan perusahaan maupun di lingkungan tempat tinggalnya terhadap bahaya kebakaran

4. Membiasakan diri untuk tidak panik dalam menghadapi bahaya kebakaran
5. Membuat nilai "tambah" bagi diri sendiri maupun orang lain.

Pelatihan diselenggarakan di Ruang Meeting Gunanusa Bendungan Hilir untuk teori dan di lapangan sepak bola Pejompongan untuk praktek. Diikuti oleh 20 orang peserta yang merupakan perwakilan dari tiap department.

### PERESMIAN GEDUNG SMP KHUSUS YATIM AS-SYAFI'YAH



Dato'Wan Ariff, komisaris Gunanusa menghadiri acara buka puasa bersama sekaligus meresmikan sebuah gedung baru SMP khusus yatim As-Syafi'iyah di Pondok Gede - Bekasi pada hari Sabtu, 12 September 2009. Peresmian dilakukan dengan penandatanganan plakat dan pengguntingan untaian melati. Bantuan untuk pembangunan ruang kelas dan penyediaan fasilitas belajar ini merupakan wujud dari kepedulian Dato'Wan Ariff terhadap pendidikan. Sekolah ini dikelola secara gratis untuk anak-anak yatim piatu, miskin, tidak mampu dan anak-anak dari daerah korban konflik. Turut hadir dalam acara ini, DR. Samad Solbai - Presiden Direktur Gunanusa, Ibu Nik Maryam Wan Ariff, Ibu Wan Hilwanie, dan Suwardi - HRD - GA Manager. (JW)

## KURSUS BAHASA INGGRIS



Peserta kursus Bahasa Inggris di Gunanusa Benhil



Peserta kursus Bahasa Inggris di Gunanusa Grengang

Untuk memperbaiki dan meningkatkan kemampuan karyawan dalam berbahasa Inggris baik lisan maupun tulisan, Gunanusa menyelenggarakan kursus bahasa Inggris yang pelaksanaannya telah dimulai pada tanggal 28 Juli 2009 untuk Gunanusa Jakarta dan 29 Juli 2009 untuk Gunanusa Grengang. Diadakan 2

kali seminggu selepas jam kantor yaitu pada hari Selasa dan Kamis. Dengan diadakannya kursus ini diharapkan dapat memperlancar komunikasi karyawan Gunanusa dengan tenaga kerja asing dan menciptakan rasa percaya diri dalam menggunakan bahasa Inggris.

## TRAINING PRIMAVERA PROJECT PLANNER



Pada tanggal 27 - 30 Juli 2009 Gunanusa menyelenggarakan training Primavera Project Planner. Primavera merupakan perangkat lunak untuk membantu proses perencanaan, pengendalian, dan pemantauan suatu proyek. Bertempat di Ruang Meeting Lantai I Gunanusa Bendungan Hilir, diikuti oleh 10 orang peserta. Dengan training ini diharapkan para *planning engineer & scheduler* Gunanusa dapat melakukan

penyusunan jadwal pekerjaan dan alokasi sumber daya manusia.

Adapun dimasa mendatang kita akan mengembangkan fasilitas yang dimiliki PRIMAVERA P 6.2 untuk memantau alokasi biaya langsung yang berhubungan dengan SDM dan *Equipment*, dan juga pemantauan terhadap perkembangan proyek secara efektif.

SITE ACTIVITIES AT PECIKO 6/EPSC 1 PROJECT  
JULY 2009 PERIOD



Fire water pipeline at MP\_MH



Lifting 7" spool pipe



Road crossing at PPA/slug catcher area



Partially starting manual digging at area C

**HESS (Indonesia - Pangkah) LTD**  
UJUNG PANGKAH DEVELOPMENT - CPP & AUP EPCC  
First steel cut at Gunanusa Yard - August 06, 2009

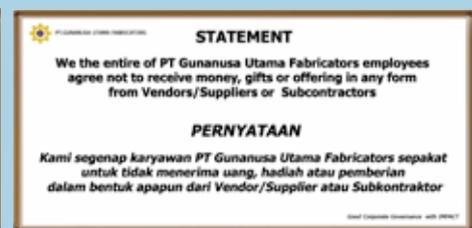


## BUKA PUASA BERSAMA KARYAWAN GUNANUSA 2009

Gunanusa mengadakan buka puasa bersama di kediaman Bapak Iman Taufik (Komisaris Utama), Jumat 11 September 2009. Dihadiri oleh kurang lebih 250 orang. Selain pemegang saham, direksi serta karyawan staff Gunanusa Jakarta dan Grenyang, acara ini juga dihadiri oleh beberapa klien Gunanusa, yaitu dari HESS dan PTTEP Bongkot. Dihadiri juga oleh beberapa *vendor/supplier dan subcontractor*.

Mengisi acara sebelum waktu berbuka kali ini ada yang istimewa, yaitu diluncurkannya *banner "Good Corporate Governance"* oleh DR. Samad Solbai – Direktur Utama Gunanusa. *Banner* diserahkan secara simbolis oleh Komisaris Utama Bapak Iman Taufik kepada para BOD, serta kepada sebagian Kepala Departemen yang hadir pada acara tersebut.

Berbuka bersama dimulai dengan ta'jil (membatalkan puasa dengan makanan ringan), shalat Magrib berjamaah dan dilanjutkan dengan makan malam. Tausiah Ramadhan disampaikan



oleh Ustad Drs. Shahrul Syah. Dalam ceramahnya Ustad Shahrul Syah antara lain mengatakan, sesama muslim harus mampu menerima segala perbedaan yang ada karena memang perbedaan dalam Islam adalah rahmat. Dalam kehidupan sehari-hari umat Islam janganlah berpecah belah. Acara berakhir pukul 21:30 malam setelah sholat tarawih berjamaah.

## INFO UMUM

MENIKAH :



**Edy Mulfitra (MIS Dept)  
& Sururiyah**  
Sabtu, 4 Juli 2009



**Dina Swissty W (HSE Dept)  
& Ferry Sonnevil**  
Sabtu, 11 Juli 2009



**Sri Nyanamba (HRD Dept)  
& Deni**  
Minggu, 2 Agustus 2009

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**PT. GUNANUSA UTAMA FABRICATORS**  
Engineers and Contractors