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**Digital edition
with worldwide distribution**

Media Data 2022/2023

Technology Guide

Oil – Gas – Petrochemicals

Mastering the Energy Transition

Technology Guide Oil – Gas – Petrochemicals 2022/2023

Mastering the Energy Transition

Europe's leading technology guide

The VDMA Technology Guide is the only publication with an almost complete overview of all technology suppliers for oil-gas and petrochemical applications from the D-A-CH region. It has been published every two years since 2013 and has become the leading handbook for engineering offices in Germany and abroad as well as for EPCs and important end customers – in other words, for all those who are looking for these technologies from the German-speaking region. The content of the bilingual handbook is coordinated by the VDMA Oil Gas Petrochemicals Department.

Technologies and trends

The editorial section of the Technology Guide 2022/2023 is dedicated this time to the topic of the energy transition in the oil & gas, chemical and related industries. While experts have long pointed out that the energy transition can only succeed with the oil & gas infrastructure and not against it, this realisation is only now reaching the general public. Whether in the production, storage and transport of hydrogen, the conversion of wind and solar into storable renewable resources, the provision of emission-free eFuels, the transport of captured CO₂ for conversion into

new products – almost everywhere we need the existing oil & gas infrastructure. And also in the conversion of biogenic waste materials into bio-fuels or biofertilisers (keyword: circular economy), we fall back on proven process technology methods that we have known for a long time from chemistry and petrochemistry.

Structure

After an introductory industry overview and the chapter “Technologies and Trends” on the energy transition, there follows the product matrix with all the companies that have a company profile or an advertisement. At the end is a list with contact details of all VDMA Oil Gas Petrochemicals members from Germany and Europe. With the new edition, the VDMA is increasingly addressing companies in Austria, Switzerland and neighbouring European countries. Non-members have the opportunity to place an advertisement. For details, please refer to this media data.

Distribution

The fifth edition will be published in October 2022 and will be distributed over the following two years at all leading oil & gas/chemical technology trade shows as well as sent out in 3,000 direct

mailings to EPCs and end users in the oil & gas, petrochemical and chemical industries in the top 20 client countries worldwide.

Coordination

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Number of copies

Printed	7,000 copies
Digital	E-magazine

Distribution

- **Direct mailing campaign**
Approx. 3,000 copies
- To plant operators, engineering offices/EPCs in the leading sales markets D-A-CH, Europe, BRIC states, MENA, ASEAN, NAFTA
- **Worldwide mailings to embassies, consulates, foreign chambers of commerce**
Approx. 400 copies
- **Display and distribution at the most important international trade fairs**
- **Reader target groups**
Oil and gas producers, storage and transport operators, petrochemical industry, green chemistry, power-to-X, alternative fuels, LNG, hydrogen, cryogenics, engineering firms, suppliers of complete plants (EPC/EPCM)

Distribution at trade fairs worldwide

- Achema, Frankfurt, Germany
- decarbXpo, Düsseldorf, Germany
- SMM Hamburg
- NEFTEGAZ, Moscow, Russia
- OTC, Houston/Texas, USA
- Caspian Oil & Gas, Baku, Azerbaijan
- OGA, Malaysia, Kuala Lumpur
- IOG Indonesia Oil & Gas, Jakarta
- Gastech, changing locations
- Kioge, Almaty, Kazakhstan
- KHIMIA, Moskau, Russia
- ADIPEC, Abu Dhabi, U.A.E.
- Chemtech, Mumbai, India
- Hannover Fair
- Achemasia, Shanghai, China
- Global Energy Show, Calgary, Canada
- EGYPS, Cairo, Egypt
- CIPPE, Beijing, China

Contents

- Address
- Overview of markets and industries
- VDMA trade fair list 2023/2024
- Technologies and trends “Energy transition”
- Matrix with nomenclature and company entries
- Company profiles
- Register of members
- Imprint

Language versions

Editorial section	German/English
Product matrix	English
Company profiles	English
Advertisements	As requested
Register of members	English

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Advertisers

Companies, institutions, service providers and service providers of process technologies for the following industries:

- Exploration technique
- Oil and Gas Drilling and Production (upstream)
- Oil & Gas Processing / Petrochemicals (downstream)
- Filtration, Separation, Columns, Apparatuses
- Tank farms, containers, reservoirs, tanks
- Pipelines
- Pipeline construction
- Pumps, fittings, compressors
- Offshore, Platforms
- Shipbuilding, tankers, barges
- Tank systems, loading & unloading
- Energy efficiency
- Heat recovery, heat exchanger
- Process, drilling water technology
- Air technology, drying
- Measurement and control technology
- Electrical engineering, & EX protection
- Security technology
- Digital Oil, Remote Control, AI, Predictive Maintenance
- LNG, BioLNG, eLNG
- Cryotechnik
- Hydrogen, eFuels, PtX, electrolyzers
- Ammonia, methanol, ethanol, green chemistry

- Biogas
- Biofuels
- Biochemistry, Chemical Recycling
- Energy supply, motors
- Engineering
- Service & Support for Process Industries

Companies advertising of the past issues

ABEL GmbH & Co. KG, Air Liquide Global E & C, ANDRITZ SEPARATION GmbH, APL Apparatebau GmbH, Apollo Gößnitz GmbH, ARI-Armaturen Albert Richter GmbH & Co. KG, Armaturenfabrik Franz Schneider GmbH & Co. KG, AUMA Riester GmbH & Co. KG, BHS Sonthofen GmbH, Böhmer GmbH, BORSIG GMBH, Bosch Rexroth AG, Braunschweiger Flammenfilter GmbH, Bürkert Fluid Control Systems, Chemieanlagenbau Chemnitz GmbH, Dango & Diententhal Filtertechnik GmbH, Eltherm GmbH, EMAG Leipzig GmbH, Enviro Chemie GmbH, EPC Erdgasanlagen-Planung Celle GmbH, Flottweg SE, FSP-Tech GmbH, GEA Germany, GSR Ventiltechnik GmbH & Co. KG, HAMMELMANN GmbH, Hartmann Valves GmbH, INVENT Umwelt- und Verfahrenstechnik AG, KAESER Kompressoren GmbH, KAMAT GmbH & Co. KG, KLAUS UNION GmbH & Co. KG, Klöpper-Therm GmbH & Co. KG, Körting Hannover AG, KSB AG, LEWA, LIEBHERR-MISCHTECHNIK GmbH, Linde AG, M & W Central Europe GmbH, Mahle Industriefiltration GmbH, Messe Düsseldorf

GmbH, Netzsch Pumpen & Systeme GmbH, NEUMAN & ESSER GmbH & Co. KG, Nirotec GmbH & Co. KG, OHL Gutermuth Industrial Valves GmbH, Pepperl+Fuchs GmbH, PHOENIX CONTACT ELECTRONICS GmbH, planting GmbH, R. Stahl Schaltgeräte GmbH, Rheinmetall Electronics GmbH, Rittal GmbH & Co. KG, Ruhrpumpen GmbH, SAB Schünemann GmbH, SAMSON AG Mess- und Regeltechnik, Schniewindt GmbH & Co. KG, Sera ProDos GmbH, SERO PumpSystems GmbH, SGL Carbon GmbH, SIEMENS AG, Silicia Verfahrenstechnik GmbH, SPX FLOW Technnology Norderstedt GmbH, STAHL Cranesystems GmbH, TGE Gas Engineering GmbH, TÜV Süd Chemie Service GmbH, Vereinigte Füllkörper-Fabriken GmbH & Co. KG, WAGO Kontakttechnik GmbH & Co. KG, WEW Westerwälder Eisenwerk GmbH, WIKA Alexander Wiegand SE & Co. KG, Wilhelm Kächele GmbH Elastomertechnik, WOMA GmbH, Zeppelin Power Systems GmbH & Co. KG

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Documents deadline:

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Participation options

Full-page and double-page company profiles, English, with sample application, solutions, product presentations (for VDMA members only)

Company profiles, VDMA members

1/1 page (incl. logo and images) € 2,450

2/1 page (incl. logo and images) € 3,350

Advertisements, VDMA members

1/2 page across (210 x 146 mm) € 3,200

1/1 page (210 x 297 mm) € 4,300

Preferred positions U2, U3 (only printed) € 4,500

Advertisements, non-members

1/2 page across (210 x 146 mm) € 4,200

1/1 page (210 x 297 mm) € 5,600

Preferred positions U2, U3 (only printed) € 5,900

Agency commission for ad placements only
(All prices plus statutory VAT)

E-magazine

This issue is prepared as an E-magazine in addition to the print publication. You are welcome to enrich your advertisement with a video about your company.

Technical data

Format:

DIN A4, 210 x 297 mm

Volume:

Approx. 80 to 100 pages

Printing:

Offset, 4/4-color

Binding:

Perfect binding

For the company profiles:

- **Text manuscripts** as Word or unformatted TXT files in English
- **Company logo** with your CMYK color specifications (EPS file if possible)
- **Images** as color-proof TIF/EPS or JPG files (min. resolution 300 dpi required)

For the advertisements:

Deliver all advertisements in English and with 3 mm bleed and registration marks all around.

The data must always be supplied as a printable PDF, with bleed, cutting and print marks. Please note the safety margin of texts and objects to the edge. This should be at least 4 mm from the data format. For an optimal production process, we require a PDF from version 1.3. PDF/X-based data can also be processed. For older versions, we do not guarantee correct output.

Profile to be used: ISO coated v2 (ECi)

Resolution for colour/greyscale images: 300 dpi

B/W bitmaps: 1,200 dpi

All components must be saved in CMYK mode. Special colours must be converted beforehand. All fonts used must be embedded.

Bank details

Deutsche Bank AG, Frankfurt am Main
IBAN DE 08 5007 0010 0094 3563 00
BIC DEUTDEFF

Terms of payment

Payment in full within 14 days of receipt of invoice (no cash discount deduction).

Advertisement formats print magazine



1/2 page:
B: 210 x 297 mm
Plus 3 mm bleed



1/2 page landscape:
B: 210 x 146 mm
Plus 3 mm bleed

Advertisement formats E-magazine



Half screen
210 x 297 mm
(Example)



Quarter screen
210 x 146 mm
(Example)

Sample layouts of company profiles



Technology Guide Oil – Gas – Petrochemicals

Simply check the desired format and send us your order. You will receive an order acknowledgement with technical details. Layout and typesetting are part of the offer and done by us.

Company profiles, VDMA members

- | | |
|---|---------|
| <input type="checkbox"/> 1/1 page (incl. logo and images) | € 2,450 |
| <input type="checkbox"/> 2/1 page (incl. logo and images) | € 3,350 |

Advertisements, VDMA members

- | | |
|--|---------|
| <input type="checkbox"/> 1/2 page across (210 x 146 mm) | € 3,200 |
| <input type="checkbox"/> 1/1 page (210 x 297 mm) | € 4,300 |
| <input type="checkbox"/> Preferred positions U2, U3 (only printed) | € 4,500 |

Advertisements, non-members

- | | |
|--|---------|
| <input type="checkbox"/> 1/2 page across (210 x 146 mm) | € 4,200 |
| <input type="checkbox"/> 1/1 page (210 x 297 mm) | € 5,600 |
| <input type="checkbox"/> Preferred positions U2, U3 (only printed) | € 5,900 |

Agency commission for ad placements only

(All prices plus statutory VAT)

Please supply all advertisements with 3 mm bleed and fiducial marks all around.

Sender

Name

Company

Street

Postcode/town

Phone

E-Mail

VAT ID number

Date/signature

Invoice address (if different)

Company

Street

Postcode/town

General Terms and Conditions

for advertisements and inserts in newspapers and magazines

1. For the purposes of the following General Terms and Conditions below, an 'ad contract' is a contract to publish one or more ads placed by an advertiser or other space buyer in a printed publication for distribution purposes.
 2. In the event of doubt, ads must be called off for publication within one year of concluding the contract. If the right to call off ads individually is granted when concluding contracts, the contract must be executed within one year of the first ad appearing, provided the first ad is called off and published within the time set in section 1.
 3. When concluding contracts, the client may call off further ads within the time agreed or as stated in section 2, even if this exceeds the number of ads stated in the contract.
 4. Should a contract not be performed for reasons beyond the publisher's control, the client will be bound to reimburse the publishers for the difference between the discount granted and that actually taken without prejudice to any further liabilities in law. No reimbursement will be due if non-performance was the result of force majeure within the publisher's scope of risks.
 5. Concerning purchasing quantities, text millimetre lines will be converted to ad millimetre lines as priced.
 6. Orders for ads and inserts which are declared as having to be published in certain numbers, certain editions or in certain places in the printed publication, must reach the publishers in sufficient good time so that the client may be informed before the ad deadline if an order cannot be performed as it stands. Classified ads will be printed under their respective headings without this needing to be agreed expressly.
 7. The publisher will make any ads, whose editorial design means they are not recognisable as ads, clearly recognisable as such by using the word "Advertisement".
 8. The publisher reserves the right to refuse ad orders – including individual call-offs under an order concluded – and insert orders on account of their content, origins or technical form in accordance with the publisher's consistent, objectively justified reasons if their content is unlawful or goes against official regulations or if the publisher cannot reasonably be expected to publish them. This includes orders placed with branch offices, receiving offices and agents. No insert orders can be binding on the publisher until a sample insert has been submitted and approved. No inserts will be accepted if their format or makeup gives readers the impression that they are part of the newspaper or magazine or contain third-party advertisements.
 9. The client will be informed immediately about any orders refused.
 10. Ensuring that ad texts and perfect copy or inserts are supplied in good time is the client's responsibility. The publisher will demand immediate replacement of any recognisably unsuitable or damaged copy. The publisher will guarantee the print quality usual for the title used insofar as the copy makes this possible.
- Should any ad be printed illegibly, incorrectly or incompletely, wholly or in part, the client will be entitled to a reduction in payment or a perfect replacement ad, but only insofar as the purpose of the ad was affected. Should the publishers allow a reasonable period of time to pass without rectification or if the replacement ad itself is imperfect, the client will be entitled to a reduction in payment or to rescind the order. Claims for damages for positive breaches of obligations, violations with respect to concluding contracts and unlawful behaviour are excluded, even if the order was made by telephone. Claims for damages regarding the impossibility of performance and delay are limited to indemnifying foreseeable losses and the payment due for the ad or insert concerned, except in cases of malice aforethought and gross negligence on the part of the publisher, its lawful representatives or assistants. This is without prejudice to the publisher's liability for losses due to absence of warranted attributes. In commercial business dealings, the publisher cannot be held liable for gross negligence on the part of its assistants. In all other cases, liability towards merchants is limited in cases of gross negligence to foreseeable losses up to the value of the ad charge concerned. Complaints, except those regarding non-evident defects, must be made within four weeks of receiving the invoice and supporting documents.
11. No proofs will be supplied unless expressly requested. It is the client's responsibility to ensure that any proofs returned are correct. The publisher will give consideration to all error corrections notified to it within the time set when sending proofs.
 12. If no specific sizes are indicated, actual heights usual for ads of the kind will be used for calculations.

- 13. If the client is not paying in advance, invoices will be sent immediately or within fourteen days of publishing the ad, where possible. Invoices are payable within the time as apparent from the price list, terms running from when invoices are received, unless other payment terms or advance payment are agreed. Any discounts for advance payment will be granted as laid down in the price list.
- 14. Should payment be late or deferred, interest and collection costs will be charged. If payment is late, the publisher may suspend execution of the current order until payment is received and demand advance payment for remaining ads. Should legitimate doubts arise as to the client's ability to pay, the publisher may make the appearance of further ads subject to advance payment and settling outstanding amounts invoiced, irrespective of what payment terms were originally agreed.
- 15. Upon request, the publisher will supply ad proofs if required, together with the invoice. Ad cutouts, proof pages or complete proof numbers may be supplied depending on the nature and scope of the ad order. If proofs are no longer available, the publisher will certify that the ad has been published and distributed with binding effect in law.
- 16. The costs of producing ordered printed documents as well as for any significant changes requested by the client or for which it is liable will be charged to the client.
- 17. If the run length is reduced, clients ordering more than one ad may be entitled to a reduction in price if on average overall in the insertion year, starting from the first ad, the actual run length in the calendar year (for specialist journals, the run actually distributed, as the case may be) falls short of the run length as stated in the price list or otherwise. If the run length

is reduced, the client will not be entitled to a reduction in price unless the length is shortened by at least the proportion as shown below:

Run length up to:	
50,000 copies	20 %
100,000 copies	15 %
500,000 copies	10 %

Run length in excess of:	
500,000 copies	5 %

Any entitlement to reductions in price is also excluded when concluding contracts if the publisher notifies the client that the run will be reduced in sufficient time in order to enable it to rescind the contract.

- 18. Where box numbers are used, the publisher will take due commercial care in holding and passing on offers in good time. Registered mail and express deliveries in response to box number ads will only be forwarded by normal post. Responses to box number ads will be held for four weeks. Any responses not collected by that time will be destroyed. The publisher will return valuable documents without being under any obligation to do so. In the client's interests, and for its protection, the publisher reserves the right to open any offers received for examination and thus prevent any abuse of the box number service. The publisher is not obliged to forward any commercial pitches or mediation offers.
- 19. Printed documents will not be returned to the client unless expressly requested. The retention obligation will end three months after the expiry of the contract.

- 20. The place of performance is at the publisher's registered offices. In commercial transactions with merchants, public law entities and quasi-governmental organisations, jurisdiction with regard to any complaints rests with the courts for the place where the publisher has its registered offices. In cases in which the publisher does not resort to reminders to enforce its claims, jurisdiction in dealings with non-merchants rests with the courts for the client's domicile. Should the client's domicile or usual place of residence be unknown, including for non-merchants, or should the client relocate its domicile or usual place of residence out of the jurisdiction of the law after contracts are concluded, jurisdiction is deemed to be at the publisher's registered offices.

