



**ZULIA INDUSTRIAL CONSTRUCTIONS C.A**

**SUBSCRIBED & PAID CAPITAL Bs. 34.000.000, 00**

# **TRADING PRESENTATION**

**FOUNDED SINCE 1973**

**Phone: 58-261-7500.500**

**Fax: 58-261-7500.549 / 7500.561**

[www.zic.com.ve](http://www.zic.com.ve)

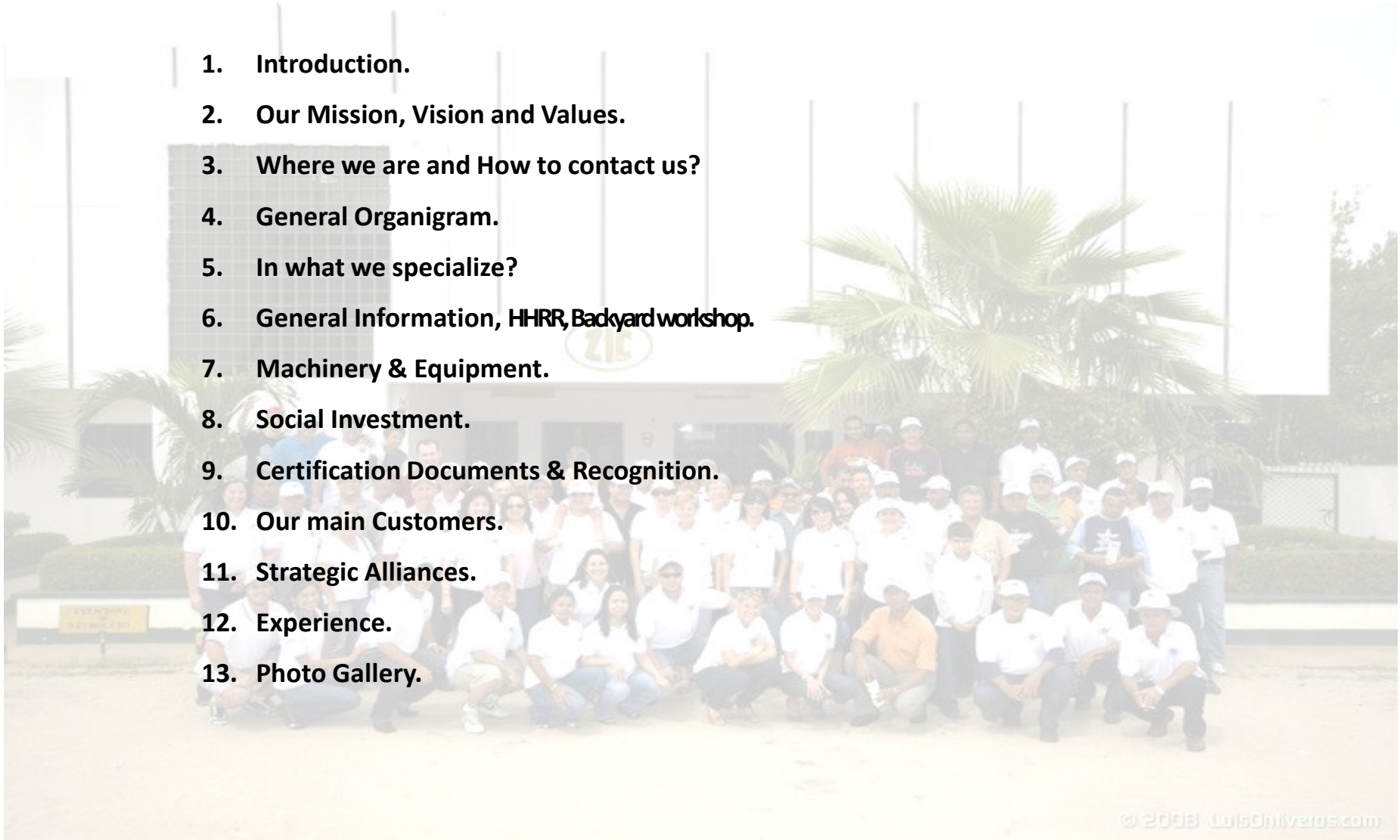
[infexic@zic.com.ve](mailto:infexic@zic.com.ve)

**RUC**

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# Conten

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ZULIA INDUSTRIAL CONSTRUCTIONS, C.A

# 1.- Introduction:

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**We are a Company with effective combination of infrastructure, equipment and Human Resources to accomplish the execution of all kinds of engineering works. We have built all over Venezuela, a great amount and variety of civil, mechanical, electrical and instrumentation works for several industrial sectors of the country, especially the petroleum, petrochemical and national coal sector.**

**Our professionalism, experience and trustworthiness achieved, has enable us to work over 4.000.000 man hours per year and 2.000 people actively participating in the constructions of the said works.**

**Zulia Industrial Constructions (ZIC, C.A.) has been founded on a clear service-oriented concept, producing and building total quality works with maximun security: in this way the capacity, experience and safety are united in forming our best tools.**



## 2.- Mission, Vision and Values

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### Mission

**“Zulia industrial Constructions, C.A., founded in 1.973, offers integral quality services, in a national level, based on fulfilling, the laws, bylaws, rules and national and international laws, in the areas of engineering, procure, construction and maintenance for the mining . Petroleum, gas, petrochemical, infrastructure and building areas; both public as well as private; with the personel and state of the art technology; being renowned for the successful culmination of all projects executed, achieving a high level of excellence in our services and generating the maximum satisfation of our clients, shareholders, employees and community”**

### Vision



**“Zulia industrial Constructions, C.A., is a world class company, leader in the national and international market, in the engineering, procure, constructions, operations and maintenance businesses, giving trustworthy services and of a high quality to the mining, petroleum, gas, petrochemical, infrastructure and buildings, public as well as private, standing out with high levels of technology, security and preservation of the envoronment.**

**We count with a personnel that is highly qualified, in a motivating work climate, marked in excellence, loyalty, ethics, responsibility and compromise here the achievements, added value and benefits of our clients, shareholders, personnel and community are recognized”.**

### Values

**Excellence, Loyalty, Ethics, Individual Responsibility, Identificacion and Compromise, Security, Discipline, Respect, Formation of the back-up personnel, Social responsibility.**



# 3.- Where we are and How to contact us

## MARACAIBO- Zulia, State.

Calle 77( Avenida 5 de Julio),  
Esq. Av. 17. Edificio. San Luis Piso 3  
Maracaibo-Edo. Zulia.

Contacts: Lic. Daniel Martínez /  
Ing. Gianfranco Calore  
Telf. (0261) 7500500-  
Fax: (0261) 7500.561 / 548  
E-mail: [dmartinez@zic.com.ve](mailto:dmartinez@zic.com.ve)  
E-mail: [gcalore@zic.com.ve](mailto:gcalore@zic.com.ve)



## PUERTO LA CRUZ – Anzoátegui, State.

Av. Américo Vespucio, Conjunto Residencial  
Casa Blanca Apto. 3-7, Lecherías

Contact: Ing. Alejandro Moschella  
Telf.: (0414) 631.89.72  
E-mail: [amoschella@zic.com.ve](mailto:amoschella@zic.com.ve)



## CIUDAD OJEDA- Zulia, State.

Carretera “N” entre 41 y 42  
Contact: Lic. Daniel Martínez  
Telf. (0265) 66 29987  
Fax: (0265) 6626777  
Email: [dmartinez@zic.com.ve](mailto:dmartinez@zic.com.ve)



## HOUSTON- USA

Stuebner Airline rd Spring  
TX 19321 USA  
Tel +1 2813703087  
Cel +18325575470  
Email [gabrielmoschella@gmail.com](mailto:gabrielmoschella@gmail.com)



## CUMANA –Sucre, State

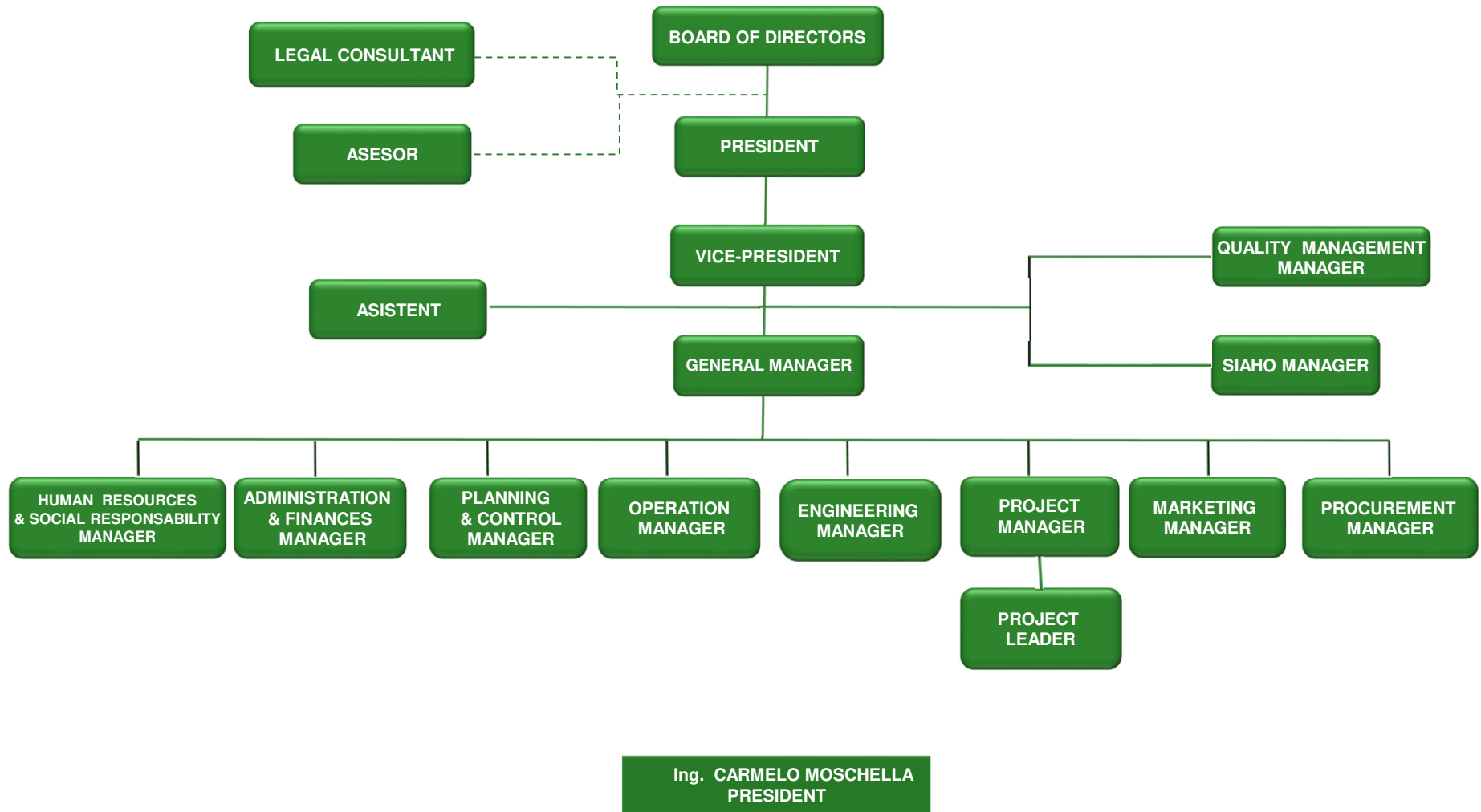
Contact: Ing. Filippo Moschella.  
Telf.: (0416) 6669813  
E-mail: [fmoschella@zic.com.ve](mailto:fmoschella@zic.com.ve)



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ZULIA INDUSTRIAL CONSTRUCTIONS, C.A

# 4.- General Organigram



# 5.- The things we Specialize in



## Mechanical Works.

- Construction and pipeline layering (Land & Lake)
- Construction of oil tanks and crude containers
- Gasoline and other derivatives .
- (floating roof tanks and fixed roof).
- Installation of pressure recipients, spherical and cylinder.
- Directional drilling.



## Electro-mechanical Works.

- Assembly of equipment erection ( Ovens/boilers, Furnaces, Generators)
- Construction of gas compression plants and flow stations.
- Industrial plant construction in general.



## Land Movements.

- Excavations and Benching.
- Land fill and conformation
- Compacting (manual or with machinery)
- Construction of Embankments.



## Civil Works.

- Constructions of roads, buildings , industrial and residential urbanism,
- Manufacturing and assembly of metallic structures, reinforced concrete works, building Recovery (burned)
- Construction of locations for oil wells, construction of dams .
- Containment dikes.
- Constructions of wall and chanel.



## Engineering, Procurement & Construction. IPC (Disciplines: Civil, Mechanical, Instrumentation and Electrical) Maintenance.

- Maintenance and Repair Oil Duct and Gas Pipelines
- Static Equipment Maintenance (Land and Lake)
- Major and Minor Maintenance to Flow Stations (Land and Lake ).
- Major Tank Maintenance.
- Major industrial & refinery plants maintenance.
- Plant stop.



# 6.- General Information, HHRR, Backyard workshop

Technical Staff			
Managers	Professionals & Technicians	Administrative	Labor
6	361	350	>2000



Work Hour per year			
Año 2011	Año 2012	Año 2013	Año 2014
3.960.769	3.794.179	2.629.711	1.786.444

Machinery Workshop		
Zulia (West)	Muelle Zulia (West)	Sucre (East)
29.500 M2	3.600 M2	15.000 M2



Works Executed & Being Executed	
Executed	Being Executed
420	09





# 7.- Machinery & Equipment ZIC, C.A

## 614 Equipment Available

HEAVY EQUIPMENTS	QTY
Wheel Dozer	5
Smooth Drum Vibratory	3
Padded Drum Vibratory	1
Tire Asphalt Compactor	1
Bending of Pipes	8
Excavator	60
Crane	11
Mini Shower	2
Forklift Warehouse	1
Motor Graders	18
Wheel Tractor Scrapers	5
Backhoe Loader	12
Suv 4*4	17
Pipelayers	40
Driller Mole	1
Tractor	41
Agricultural Tractor	3
Vacuum Lift	3
Wheel Loader	3
Track Loader	11
<b>Total Heavy Equipment</b>	<b>246</b>

MINOR EQUIPMENTS	QTY
Quick Coupling (Hammer-Bucket)	4
Compressor	7
Air Compressor	5
Electric Generator	1
Hidrojet	2
Welding Machine	46
Electric Welding Machine	2
Hydraulic Hammer	10
Motobomba	5
Concrete Plant	1
Power Plant	2
Power Plant + Luminaries	10
<b>Total Miscellaneous Equipments</b>	<b>95</b>



FACILITIES	QTY
Dining Camp	9
Container + Warehouse	8
Container + Toilets	1
Container + Toilets + Kichenette	1
Container + Deposit	13
Container + Laboratory	1
Container + Office	23
Container + Meeting	2
Container Trailer + Office	1
Trailer + Office	10
Locker room	5
<b>Total Facilities</b>	<b>74</b>

VEHICLES	QTY
Ambulance	7
Cars	16
Truck 4x2 y Suv 4x4	83
Van + Transportation	2
<b>Total Vehicles</b>	<b>108</b>

TRUCK	QTY
Truck	12
Truck Hit	8
Fifth Wheel Truck	14
Tanker Truck	3
Pickman Truck	4
Flatbed Truck	16
Truck Service	9
Transport Truck	2
Crane Truck	6
Dumpt Articulated Truck	5
Truck Crane	1
Low Boy	9
Tancker Truck	2
<b>Total Trucks</b>	<b>91</b>



# 8.- Social Commitment “ZIC, C.A.”



TRADITIONAL TOYS GIVING, LA CONCEPCIÓN –ZULIA STATE

For 40 years Zulia Industrial Construction, C.A. has organized social events and community projects, framed in its policy to always maintain effective management and responsible social engagement.

Committed to sustainable development, we support our communities. We believe in people and contribute to their development to incorporate projects and actions that promote the benefit of the collective, by Starring ethical framework of ensuring balance with economic management.



HOME “MY HOUSE SHELTER “ PATIO CENTRAL” ZULIA STATE.



CLOTHING DONATION 1ro. DE MAYO –ZULIA STATE



LUNCH SURROUNDING CCOMMUNITIES “BATALLON BERMUDEZ” – ZULIA , STATE



GIVING CHRISTMAS TOYS–ZULIA STATE



SCHOOL CONSTRUCTION CHOROCHORO, ANACO, BARCELONA, STATE



# 9.- Certification Documents & Recognition

## ISO 9001:2008 CERTIFICATE

### RECOGNITION OF THE CHAMBER OF CONSTRUCTIONS



### SAFETY EVALUATION

	<b>MANUAL DE SEGURIDAD INDUSTRIAL</b>	PDVSA SI-S-04
	<b>REQUISITOS DE SEGURIDAD INDUSTRIAL, HIGIENE OCUPACIONAL Y AMBIENTE EN EL PROCESO DE CONTRATACION</b>	REVISION: 5 FECHA: JUN. 11 Página: 20

Menu Principal (Detalle) Índice manual Índice norma

El/los Cliente/s que el/los Cliente/s de Calidad de la Certificación de la representación autorizada, declara haberlos evaluado y encontrado conformidad con los requisitos de la Norma ISO 9001:2008, en el ámbito de la actividad que se describe a continuación:

**ANEXO A FORMATO PARA LA EVALUACIÓN DE APTITUD DE CONTRATISTAS EN MATERIA DE SEGURIDAD INDUSTRIAL, HIGIENE OCUPACIONAL Y AMBIENTE**

CONTRATISTA: **Zulia Industrial Constructions** No. de Registro: **10972021**

ACTIVIDAD (ES) A EVALUAR: **Construcción, Mantenimiento, Obras Civiles, Mecánicas y Electricas**

ÁREA: **DISTRITO** UNIDAD DE NEGOCIO: \_\_\_\_\_

FECHA DE EVALUACIÓN: **25-10-2012**

CALIFICACIÓN: APTA  NO APTA

HOJA PRINCIPAL

PARÁMETROS	PESO ASIGNADO (1)	Subtotales (2)
1. REQUISITOS DE SEGURIDAD INDUSTRIAL E HIGIENE OCUPACIONAL	100 (96)	96.
REQUISITOS DE AMBIENTE	100 (88)	88
<b>TOTAL</b>	<b>200 (184)</b>	<b>184</b>
<b>RESULTADO DE LA EVALUACIÓN (%)</b>	<b>184/200 (CIA) 100 = 100</b>	

GERENTE GENERAL O REPRESENTANTE LEGAL DE LA CONTRATISTA  
NOMBRE: **DANIEL MARTINEZ** C.I.: **13100439** FIRMA: \_\_\_\_\_

EVALUADOR DE SEGURIDAD INDUSTRIAL E HIGIENE OCUPACIONAL  
NOMBRE: **J. Carlos Alvarado** C.I.: **10972021** FIRMA: \_\_\_\_\_

EVALUADOR DE AMBIENTE  
NOMBRE: **ANA SALOME GARCIA** C.I.: **13300968** FIRMA: \_\_\_\_\_

EVALUADOR DEL CAPRA (CUANDO APLIQUE)  
NOMBRE: \_\_\_\_\_ C.I.: \_\_\_\_\_ FIRMA: \_\_\_\_\_

*Ronda Aras c/ 11.67-586 Jull  
Coord. Sitio Zic*



# 10.- Our main Customers

❖ **PETRÓLEOS DE VENEZUELA, S.A. (PDVSA)**

❖ **PETROQUÍMICA DE VENEZUELA, S.A. (PEQUIVEN)**

❖ **PDVSA GAS, S.A.**

❖ **PDVSA INGENIERIA Y CONSTRUCCIÓN S.A**

❖ **DUCOLSA**

❖ **EARTH TECH VENEZUELA**

❖ **CHINA CAMC ENGINEERING CO. LTD**

❖ **PCICOPEK**

❖ **POLINTER**

❖ **SAIPEM**

❖ **YPERGAS**

❖ **CARDON IV**

❖ **PENTECH**



中工国际工程股份有限公司  
CHINA CAMC ENGINEERING CO.,LTD.,



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ZULIA INDUSTRIAL CONSTRUCTIONS, C.A

# 11.- Strategic Alliances

## BOSKALIS

**Boskalis Offshore**

Subsea Contracting  
Rooftopweg 25  
3206 LP Papendrecht  
PO Box 42  
3200 AA Papendrecht  
The Netherlands

T +31 78 0500320  
F +31 78 0260571  
offshore@boskalis.com  
www.boskalis.com/offshore

Date: 16-01-2010

Subject: Opportunities for Cooperation

Page: 1/1

Our reference: L130000000

Enclosure(s):

Dear Mr. Moschella,

Further to earlier communications and cooperation between ZIC and SMIT/Boskalis, Boskalis Offshore would like to explore and investigate potential opportunities to cooperate for projects in the offshore oil-and gas related sectors in Venezuela, especially where teaming up would strengthen our mutual interests.

We welcome and appreciate the ongoing communication between ourselves on such opportunities and would be very pleased to further discuss and extend our relation in the coming period.

Yours Sincerely

  
Ben Moolbroek  
Area Manager





Boskalis Offshore B.V.  
Rijkswijk 40, 1032 CA Amsterdam  
IBAN: NL720005200000001  
BIC: BOSKIN24

VAT no.  
NL879449147B01

Chamber of Commerce  
001003810



## SWAGELINING

 ZULIA INDUSTRIAL CONSTRUCTIONS, C.A.



**MEMORANDUM OF UNDERSTANDING**

- The objective of this Memorandum of Understanding (MOU) is that Swagelining Limited (SL) and Zulia Industrial Constructions, S.A. (ZIC) agrees to work together in a genuinely cooperative and constructive manner to determine the overall feasibility of lining pipelines with Polymer materials, in the Anaco Field for Petroleos de Venezuela, S.A. (PDVSA).
- SL and ZIC agree to work on an exclusive basis for the duration of this MOU which shall be for 100 days commencing 1<sup>st</sup> July 2010.
- SL anticipates submitting a formal Feasibility Study to PDVSA by the end of September 2010 and in support of the preparation and submission of such by SL, ZIC agree to provide operational, construction and commercial support. It is anticipated that SL personnel will visit PDVSA site(s) in Venezuela.
- SL and ZIC, in anticipation of a future requirement to internally line pipelines arising from the study, agree to cooperate with the aim of establishing an aligned means of delivery which recognises and rewards the strategic objectives of SL and ZIC.
- It is acknowledged that during the course of such cooperation SL and ZIC may have access to information of a confidential or propriety nature and to protect such information each will enter in to a non-disclosure agreement. Further the right to use any such information after the expiry of this MOU shall be subject to mutual agreement.
- Both SL and ZIC shall not act as an agent for the other, nor be authorised to incur any liability or in any way represent or make commitments on the behalf of the other. Further each shall bear its own costs in all respects.
- Nothing in this MOU shall with respect to any third party be deemed to constitute, create, give effect to or otherwise recognise a joint venture, partnership or formal business entity of any kind.
- This MOU may be extended by mutual agreement between SL and ZIC.

Swagelining Limited, 1 Aurora Avenue, Queens Quay, Clydebank, Glasgow, GB1 1BF.	Zulia Industrial Constructions C.A., Calle 77 esquina Av. 17, Edificio San Luis, piso No. 3, Maracaibo, Edo. Zulia - Venezuela
SIGNATURE : 	SIGNATURE : 
NAME : STEPHEN BARNES	NAME : ALEXANDRO MOSCHELLA
POSITION : MANAGING DIRECTOR	POSITION : VICE PRESIDENT
DATE : 25/06/10	DATE : 25/06/10



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# 12.- Experience in plants.



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**ZULIA INDUSTRIAL CONSTRUCTIONS, C.A**

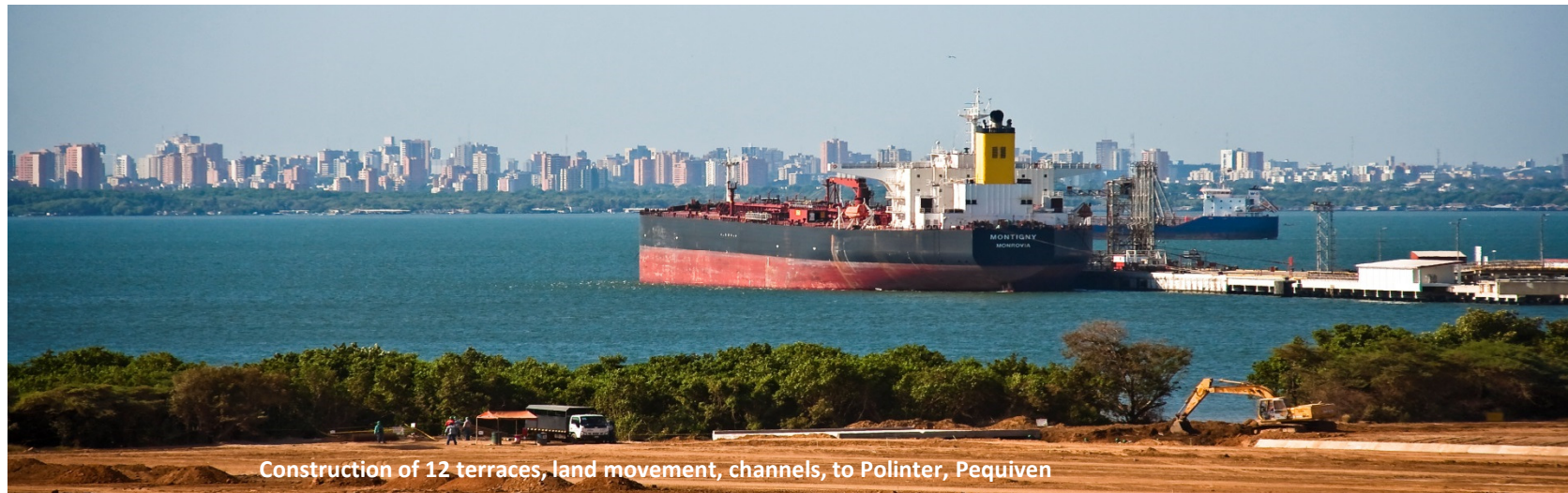
# 12.- Experience in land movements.



Civilians associated with the earth moving from the main station, access roads and Cluster East, landfill, Anzoátegui State, Venezuela.



Deforestation and construction of embankment in land lot 1, DUCOLSA (21, 07Has), Estado Zulia.



Construction of 12 terraces, land movement, channels, to Polinter, Pequiven



# 13.- PHOTO GALLERY





# 13.- PHOTO GALLERY



# 13.- PHOTO GALLERY



# 13.- PHOTO GALLERY



Civil works and mechanical aqueduct Bolivarian  
56 " Falcon State



Static activities at facilities of PDVSA located on the  
Lake of Maracaibo - district Maracaibo West Coast



Construction and commissioning of 68 km of pipeline's  
diameter 36 "and three stations of valves in the stretch:  
Provisor - Cumaná

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# 13.- PHOTO GALLERY



GAS METHANE TO POWER PLANT SUPPLY  
ALFREDO SALAZAR (CADAFAE-ANACO)



IPC'S NEW TEMPORARY REGULATION TACO  
STATION



Ø20 PIPELINE "BETWEEN ARAIBEL EV AND EV  
MAREMARE



# 13.- PHOTO GALLERY



Rehabilitation of the 100 ramp section Tolosa - Guanabano. Santa Rita municipality



Reconstruction and commissioning of the module C of the Tia Juana plant compressor 4



# 13.- PHOTO GALLERY



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ZULIA INDUSTRIAL CONSTRUCTIONS, C.A

# Our valuable people.



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**ZULIA INDUSTRIAL CONSTRUCTIONS, C.A**



**Present and committed  
with our customer, with our  
country...**

**Thank you**

**CIUDAD OJEDA:** Carretera "N" entre 41 y 42, Apdo. N° 102. Telefax.: (0265) 662.9987 – 662.6777 - E-mail: [zicojeda1@zic.com.ve](mailto:zicojeda1@zic.com.ve)  
**MARACAIBO:** Calle 77 (Av. 5 de Julio) Esquina con Av. 17, Edificio San Luis, piso N° 3, Maracaibo –Venezuela. Telf. – Master: (0261) 7500500.  
Fax: +58-2617500561-750.0548. E-mail: [infozic@zic.com.ve](mailto:infozic@zic.com.ve). R.I.F. N°: J-07009350-1



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