



Company Background

- *Established in 1982*
- *Represent largest names in energy sector*
- *Awarded 1st prize for performance in engineering category by PFBA in 2007 and 2009*

Marketing International Services (Pvt) Limited (MISL) has a success story spanning over five decades. The Company was initially established in 1946 as a tender department of Mohamed Ebrahim and Company (Pvt) Ltd ("[MECO](#)"). In October 1982 MISL expanded to assume an independent identity of its own and was then incorporated as a private limited company.

Business Overview

MISL believes in keeping the company on the cutting edge of technology. This includes some of the most modern tools of the time. Some being used here include Enterprise Resource Planning (ERP), paperless office, filing & cataloguing system.

We use best business practices and maintain high ethical standards, winning on our merits based on delivery of superior performance to our clients and principals. The interests of our customers are always at the forefront of our considerations.

We represent some of the world's largest multinationals in the field of Aerospace and Energy. We tend to work on the most sophisticated products and high technology as we have the capacity to add value to our customer where high end products are concerned.

The company has played a major role in transfer of cutting edge technologies to various facets of engineering sector in Pakistan.

In 2007 and 2009 the company was awarded first prize by Pakistan France Business Alliance, for best performance in the engineering category. MISL is deeply committed to maintaining leadership in today's dynamic and competitive environment.

Experience

At MISL, our Engineers are energetic, suitably qualified and highly experienced in their respective fields. Each engineer is fully capable to address the specific need of the customer through our Principals. MISL has represented Dresser Inc for nearly 50 years and now in addition to other large multinational concerns, represents market leaders such as:

- GE Energy – Dresser Roots
- Crane Process Flow Technologies
- SPX Process Equipment



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- *Close to 60% of all rotary gas meters in use in Pakistan supplied by MISL*
 - *Nearly 70% of safety valves on boiler applications supplied by us*
 - *Extensive experience in EVCs*
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Experience

- Almost all major pipelines in the country are fitted with either some or all of the equipment supplied by MISL, including the 700 km White Oil Pipeline from Karachi to mid-Country.
- Nearly 60% of all rotary positive gas meters used in Pakistan are supplied by MISL.
- 70% of safety valves used in large utility boilers is another one of our accomplishments.
- Most major SCADA systems are depending on our products.
- We have been supplying Dresser Roots Rotary Positive Displacement Gas Flow Meters (Industrial) to Sui Northern Gas Pipelines Limited and Sui Southern Gas Company for the last 45 years.
- We have provided Repair & Testing services of Safety Valves to many organizations.
- Dresser PENSTOCK Couplings are being used at Tarbela Dam. There are only two manufacturers of PENSTOCK Couplings in the world.
- We enjoy strong relations with Chemical and Fertilizer Plants for the Supply of PTFE Valves and Spares from XOMOX-Germany, the leaders in TEFLON Lined Valves.
- We have repaired the valves of National Refinery Ltd.
- We have repaired the gas meters for Sui Southern Gas Co. Ltd.

Company Policy

The Company's management philosophy is based on our clients' satisfaction through effective coordination with the principals. MISL has an environment and structure which is customer focused. To reach our clients we have located our offices in the Karachi, Lahore and Rawalpindi with principal office in Karachi. Our dedicated Engineers and their support team use the most modern management tools to cater for the ever-changing needs of our customers. We maintain a close liaison with all our Principals ensuring clear communication channels are maintained to enable quick resolution of our clients' needs.

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- *Presence in three largest cities*
 - *Dedicated and trained engineers*
 - *Long-term customer relationships*
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Major Brands Represented



CRANE

CRANE VALVES

Saunders

XOMOX



SPX

Plenty Mixers



LIGHTNIN

DeZURIK®



WU
wasco



Our Products & Supply Programs

GE Energy - Texsteam Chemical Injection Pumps

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|---|--|
| <ul style="list-style-type: none"> • Pneumatic Pump • Solar Pumps | <ul style="list-style-type: none"> • Electric Pump • Bear Pump |
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GE Energy - Gas Flow Meters and Electronic Accessories

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| <ul style="list-style-type: none"> • Positive Displacement Rotary Meters • Electronic Volume Correctors | <ul style="list-style-type: none"> • Gas Meter Provers |
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GE Energy – Roots Blowers & Centrifugal Compressors / Vacuum Pumps / Exhausters

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| <ul style="list-style-type: none"> • Air, gas & steam blowers & centrifugal compressors | <ul style="list-style-type: none"> • API Compliant |
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GE Energy – Mooney Pressure Regulators

- Pilot Operated Industrial Regulators Sizes 2” to 12”

GE Energy - Dresser Piping Specialties & line Fittings

Water, Wastewater Applications

- Valves, Fittings, Coupling, Saddles, Tapping Sleeves, Flange Adapters, Repair
- Clamps, Expansion Joints, Service Connectors & Change-Out Kits

Gas Service Applications

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| <ul style="list-style-type: none"> • Pipe Joining - Seal • Sleeves - Service Connectors | <ul style="list-style-type: none"> • Pipe Repair Clamps • Valves, Fittings & Strainers |
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GE Energy - Becker Precision Equipment

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| <ul style="list-style-type: none"> • Control valves • Supply Gas Systems | <ul style="list-style-type: none"> • Pilot Petitioners Instrumentation • RP Series Valves Actuators |
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SPX Inc

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| <ul style="list-style-type: none"> • Plenty Side Entry Mixers • Plenty Mireless Pumps • Johnson Pumps | <ul style="list-style-type: none"> • LIGHTNIN Top Entry Mixers • APV Heat Exchangers • Bran+Luebbe |
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Crane XOMOX PTFE Lined Valves – Germany

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| <ul style="list-style-type: none"> • Butterfly Valves • Plug Valves • Ball Valves • PTFE / Teflon Lined Valves | <ul style="list-style-type: none"> • Multiport Valves • Jacketed Valves • Tank Bottom Valves • Valve Actuators |
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Our Products & Supply Programs

Crane Saunder's – UK

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| <ul style="list-style-type: none"> • Diaphragm Valves • Food Grade Machined Block Valves | <ul style="list-style-type: none"> • Food grade Standard 2-Way Valves • Multiport Diverter Valves |
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Crane Positive Displacement Pumps – ELRO & DEPA Germany

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| <ul style="list-style-type: none"> • Diaphragm Pumps • Hygienic Pumps • Waste water Pumps | <ul style="list-style-type: none"> • Powder Pumps Series DP • Chemical & Oil Pumps • DEPA Accessories & Automation |
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Crane Valves – CRANE USA

- High Performance Non-Slam Nozzle Check Valves

Crane Resistoflex PTFE Lined Piping System – Germany

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| <ul style="list-style-type: none"> • Flanged Pipes • Swaged Pipes • Expansion Joints | <ul style="list-style-type: none"> • Hoses • Elbows, Tees, • Reducers, Bellows |
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MIR Valves - API 6D Pipeline Ball Valves, 2"-60"

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| <ul style="list-style-type: none"> • Side Entry Ball Valves • Fully Welded Ball Valves | <ul style="list-style-type: none"> • Top Entry Ball Valves • Trunnion Mounted Ball Valves |
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AST – Control Valves & Safety Relief Valves, Italy

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| <ul style="list-style-type: none"> • Safety Relief Valves • Vacuum Release Valves | <ul style="list-style-type: none"> • Pilot Operated Safety Valves • Control Valves |
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Cooper Power Tools – USA

Apex, Cleco, DOTCO, Master Power, DGD, Quackenbush, Recoules, Airtool, Gardner-Denver

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| <ul style="list-style-type: none"> • Tube Expanders • Grinders • Tube Testing Equipment | <ul style="list-style-type: none"> • Tube Cleaning Equipment • Tube Pullers & Cutters • Hammer & Pneumatic Tools |
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WASCO Energy

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| <ul style="list-style-type: none"> • Pipe coating • Jutasama Shell & Tube Heat Exchanger | <ul style="list-style-type: none"> • Pipe Lining • GSI Inc – Screw Gas Compressors |
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Weir Minerals

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| <ul style="list-style-type: none"> • Warman Centrifugal Pump • Hazelton Specialty Slurry Pumps | <ul style="list-style-type: none"> • FLOWAY Vertical Turbine Pumps • Cyclones, Crushers |
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- Three main business segments:
Measurement, Flow Solutions and Power
- Main product lines include: *actuators, instruments, blowers, meters and natural gas fuelled engines*



GE Energy - Dresser Inc.

GE is one of the largest companies in the world and the 6th largest in the US. MISL represents the Dresser business segment of GE Energy. Their products include valves, actuators, instruments, meters, switches, regulators, piping specialties, natural gas fuelled engines, blowers, retail fuel dispensers, and outdoor payment and point-of-sale systems.

GE Energy - ROOTS® METERS & INSTRUMENTS a part of Dresser Flow Solutions manufactures Roots rotary positive displacement meters, electronic instruments and accessories. The time-proven Roots meter is the preferred gas meter in the distribution, transmission and production segments of the natural gas industry for accurate measurement of gas from the well to the burner.

GE Energy - ROOTS® BLOWERS & COMPRESSORS: Dresser Roots manufactures a full line of rotary-lobe blowers and centrifugal compressors for air, gas & steam applications. Roots pioneered the rotary positive displacement blower design and have extensive experience with a wide range of applications and industries. Dresser Roots manufactures:

- ROOTS™ rotary-lobe blowers. For variable pressures with constant volumes, at pressures from 1-20 PSIG (70-1,400 mbar), flows from 2 to 40,000 cfm (3 to 68,000 m³/hr) and vacuums up to 28" Hg (950 mbar).
- ROOTS® centrifugal compressors. For constant pressures and variable volumes at pressures to 50 PSIG (3,450 mbar) and capacities from 4,000 to 300,000 cfm (6,800 to 510,000 m³/hr).

MOONEY CONTROLS is a leading manufacturer of Pilot Operated Regulators. The Mooney Flowgrid® Regulator is a patented, pilot-operated pressure regulating valve for both gases and liquids, and is now known for its unparalleled high performance, ease of maintenance, low minimum differential, reliability and versatility.

BECKER is a company that supplies equipment for control of natural gas. One of the major product lines for Becker is the non-bleed control valves powered by the gas circuit. This product line is replacing the conventional controllers because of environmental dangers and for controlling of unaccounted for gas (UFG). In short, wherever precise control of gas to compressors, bypass systems or turbines is required this equipment may be used.

TEXSTEAM manufactures chemical injection pumps, block valves, specialty ball valves and electric actuators. Chemical injection pumps are positive displacement designs offering a wide range of flows and discharge pressures.

CRANE

XOMOX



CRANE CO

Crane Co. (Crane) is a diversified manufacturer of engineered industrial products with over US\$2 bn annual turnover.

CRANE Process Flow Technologies

Crane Process Flow Technologies GmbH can call on many years of experience in the manufacture and supply of industrial valves, actuators and positive-displacement pumps. In April 2001, Crane Co established Crane Process Flow Technologies through the acquisition of the Saunders, Depa, Elro and Revo product ranges from Alfa Laval.

XOMOX Corporation

XOMOX Corporation with approximately 1000 employees worldwide ranks among the most successful and well known European manufacturers of industrial valves, actuators and flow control products for demanding service fluid flow applications in the process industries. Since 1956 XOMOX manufactures and markets a complete product line of quarter-turn valve products, actuators and accessories. We supply sleeved plug valves, fully lined valves and accessories, metal ball valves, high performance butterfly valves as well as actuators and accessories. XOMOX valves have been successfully used worldwide in a wide field of industry applications; principally chemical, petrochemical, pharmaceutical, pulp & paper, fossil fuel, nuclear power generation plants, desalination plants and offshore projects.

Resistoflex

Resistoflex started manufacturing polyvinyl alcohol (PVA) lined braided hose in New Jersey in 1936. Resistoflex invented PTFE lined hose in 1953 for the aerospace and chemical industries, and in 1956 introduced the world's first pipe and fittings lined with TEFLON® PTFE.

Today, Resistoflex Industrial manufactures corrosion-resistant plastic lined pipe, fittings, and TEFLON® chemical hoses in their 220,000 sq. ft. plant in Marion, NC.

Saunders

Saunders is the inventor of diaphragm valves. Saunders Diaphragm Valves are primarily used in chemical or slurry applications. Saunders produces valves for seawater, sewerage, chemical or chlorine services.

Saunders is the only valve manufacturer that produces its own diaphragms.



SPX LIGHTNIN / Plenty Mixers

LIGHTNIN

Plenty Mixers

SPX Inc manufactures products such as positive displacement pumps, mixers, diaphragm metering pumps, valves, fittings, and heat exchangers.

The division's products are used to pump, meter, and mix any number of materials for a diverse group of industries including automotive, beverage, personal care, water and wastewater, refining, and pulp and paper. SPX Process Controls' brands include Plenty, LIGHTNIN, Bran + Luebbe, Waukesha Cherry-Burrell, and WCB-Flow Products.

LIGHTNIN Mixers

LIGHTNIN has over 80 years of unrivalled experience in mixing technology, process knowledge, and technological innovation. LIGHTNIN enjoys a global reputation for durable, long-lasting mixers, agitators, aerators, and flocculators for fluid processing systems. They offer a full spectrum of impeller designs for diverse applications:

- PORTABLE/FIXED MOUNT MIXERS
- SANITARY MIXERS
- STATIC MIXERS
- HEAVY MIXERS



Common Applications: Chemical Processing, Flue Gas Desulfurization, Food & Beverage, Mining & Minerals, Oil & Petroleum, Pharmaceutical & Biotechnology, Pulp & Paper Industries, Water & Wastewater Treatment

PLENTY Side Entry Mixers

Plenty is the market leader for side entry mixers. LIGHTNIN and Plenty have combined their capabilities to offer the most comprehensive range of products and solutions for side entry fluid mixing applications with a combined experience of over 130 years in the key side entry markets of oil, edible oil, waste water treatment, chemical processing and pulp and paper. Plenty also produces a line of rotary positive displacement pumps for use in oil and gas, petrochemical and sugar industries.

- TRIRO TRIPLE SCREW PUMPS
- MAGMO SUGAR PUMPS
- TWINRO TWIN SCREW PUMPS
- VANE PUMPS

Common Applications: Oil & Gas, Petrochemical, Chemical Processing, Tank Storage, Sugar Processing, Power, Marine





APV Plate Type Heat Exchangers

The first commercially successful plate-and-frame heat exchanger in the world was introduced in 1923 by Aluminum Plant and Vessel Company Ltd., commonly known today as APV.

The very first Paraflow Plate and Frame Heat Exchanger was constructed of cast gunmetal plates and enclosed within a frame that set the standard for today's computer-designed thin metal plate heat exchanger known around the world.

Heat Exchanger Function

A plate heat exchanger is a unit that transfers heat continuously from one media to another media without adding energy to the process. The basic concept of a plate and frame heat exchanger is two liquids flowing on either side of a thin corrugated metal plate so heat may be easily transferred between the two. The plate heat exchanger efficiency requires less floor space compared to other types of heat transfer equipment and is lighter in weight.

Heat Exchanger Designs

- **Paraflow Plate Heat Exchangers:** The Paraflow is the original plate type heat exchanger designed by APV to provide maximum efficiency and cost effectiveness in handling a wide variety of heat transfer applications. Units come in different configurations, as follows:
 - **Single Wall Gasketed (Paraflow) Plate Heat Exchangers** - The traditional plate and frame heat exchanger
 - **Double Wall (Duo-Safety) Plate Heat Exchangers** - Used to prevent cross contamination of the fluids
 - **Semi-Welded (Paraweld) Plate Pair Plate Heat Exchangers** - No gaskets on one plate channel, gasket on the other side for the ultimate in flexibility and safety
- **ParaBrazed Plate Heat Exchangers:** ParaBrazed heat exchangers are a compact, cost effective unit designed to deliver high thermal efficiency while maintaining lower pressure drops. It's the perfect choice for many single and two phase heat transfer applications for industrial and refrigeration duties.
- **Hybrid Heat Exchanger** - All Welded Design: All welded Hybrid heat exchangers combines the advantages of a plate and frame heat exchanger with those of a tubular exchanger. The APV Hybrid heat exchanger has a very flexible design for a wide range of temperatures and pressures.
- **Plate Type Evaporator**
- **Scrape Surface heat Exchangers**
- **Tubular Heat Exchanger**

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- *Compact & durable design*
 - *High efficiency due to full concurrent flow*
 - *Easy to clean*
 - *Resistant to thermal stress*
 - *Largest PHEs in the market*
 - *Applications: Gas Compression, Gas/Oil/Water Separation, Dehydration / Desalting, Desulphurization*
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IHS is one of the leading global providers of critical technical information, decision-support tools, and related services to customers in the energy, defense, aerospace, construction, electronics, and automotive industries. We have developed a comprehensive collection of technical information that is highly relevant to the industries we serve. Our decision-support tools enable our customers to quickly and easily search and analyze this information and integrate it into their work flows. Our operational, research, and strategic advisory services combine this information and these tools with our extensive industry expertise to meet the needs of our customers. Our customers rely on these offerings to facilitate decision making, support key processes, and improve productivity.



The Company is organized into two operating segments – **Energy** and **Engineering**:

The **Energy** segment provides a comprehensive suite of information services to the oil and gas industry – from well and production data to economic and consulting products and services. Energy segment services and solutions support oil and gas professionals as they evaluate subsurface issues related to geology, technology, and reserves potential, and as they assess the economic impact of political, fiscal and environmental risks. IHS helps its customers make informed decisions quickly, while managing and understanding the risks associated with finding and producing oil and gas. With 17 technical teams positioned worldwide and proficiencies in 42 languages, IHS covers the petroleum industry in over 90 countries.



The **Engineering** segment develops and implements engineering, technical and regulatory information solutions for customers in over 100 countries. IHS solutions include Internet subscriptions via customized solutions such as data conversion, information portals and systems integration via IHS Enterprise Solutions, CD-ROM, and hardcopy documents via IHS Global Engineering Documents. The Engineering segment provides solutions for the following verticals: automotive, aviation/aerospace, construction, energy, government/department of defense, electronics/telecommunications, petrochemical and utilities. IHS is an ISO 9001 registered company.



Selected Customer References

<i>FERTILIZER</i>	<i>PROCESS / CHEMICAL</i>
<ul style="list-style-type: none"> • FFCL / FFBL 	<ul style="list-style-type: none"> • Ittehad Chemicals Ltd.
<ul style="list-style-type: none"> • Fatima / Pak Arab Fertilizer 	<ul style="list-style-type: none"> • Sitara Chemical Ltd.
<ul style="list-style-type: none"> • Engro Chemical Pakistan Ltd. 	<ul style="list-style-type: none"> • ICI Soda Ash Ltd.
<ul style="list-style-type: none"> • Dawood Hercules Ltd. 	<ul style="list-style-type: none"> • Pakistan PTA Ltd.
<i>REFINING</i>	<i>EXPLORATION & PRODUCTION</i>
<ul style="list-style-type: none"> • Pakistan Refinery Ltd. 	<ul style="list-style-type: none"> • Pakistan Oilfields Ltd
<ul style="list-style-type: none"> • National Refinery Ltd. 	<ul style="list-style-type: none"> • Pakistan Petroleum Ltd.
<ul style="list-style-type: none"> • Pak-Arab Refinery Ltd. 	<ul style="list-style-type: none"> • Marri Gas Ltd.
<ul style="list-style-type: none"> • Attock Refinery Ltd. 	<ul style="list-style-type: none"> • ENI Pakistan Ltd
<i>UTILITY</i>	<i>POWER GENERATION</i>
<ul style="list-style-type: none"> • Sui Northern Gas Co. Ltd. 	<ul style="list-style-type: none"> • Aes Lalpir Thermal Power Station
<ul style="list-style-type: none"> • Sui Southern Gas Co. Ltd. 	<ul style="list-style-type: none"> • KESC
	<ul style="list-style-type: none"> • KAPCO



Management Team

MISL employs 25 fulltime staff with the following team members:

Product Sales Team	Electronic Technicians
Branch Managers	Electrical Technicians
Mechanical Engineers	Network & I.T. Department

Facilities Available

The facilities of our sister concern MECO, which has a large covered manufacturing area of 90,000 sq ft, are available to us. The manufacturing facility currently houses welders, fitters & turners, mechanics in different trades and includes the following features:



A covered area of 90,000 ft2.	Paint shop, conveyer belt driven
Shearing machine	Brake press
Mechanical presses	Vacuum pumps
Backup generator	Lathes
Milling machines	Mould making equipment
Argon arc welding	Electric welding

Contact Information

MISL's headquarters are in Karachi, with regional offices in Lahore and Rawalpindi.

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