



Bob Horton, March 2014

# Houston User's Group Customer Meeting



# Service in ABB CEO message



## CEO letter

### Ulrich Spiesshofer:

As we have started the new year, I would like to reaffirm that service is one of our greatest opportunities for profitable growth. Our customers base their buying decisions more and more not only on our reputation or the quality of our products, solutions and systems, but also on life-cycle partnerships and the services we can offer.

→ [Read more](#)

" Service – a key engine for the next level of profitable growth. To drive service to the next level, we need to listen well to our markets and aim to understand them."

# The Gulf Coast is on fire !!

## 78 of 97 announced Chem projects in the GC

60B+ to be spent over next 6 years on new capacity

NORTH AMERICA ETHYLENE EXPANSIONS BASED ON SHALE GAS				
Company	Project	Capacity	Location	Start-up
Sasol	New cracker	1.5m tonnes	Lake Charles, Louisiana	2017
Occidental Chemical/Mexichem	New cracker	544,000 tonnes	Ingleside, Texas	Feb 2017
ExxonMobil Chemical	New cracker	1.5m tonnes	Baytown, Texas	Late 2016
Chevron Phillips Chemical	New cracker	1.5m tonnes	Cedar Bayou, Texas	mid-late 2017
Dow Chemical	New cracker	1.5m tonnes	Freeport, Texas	2017
Shell	New cracker	World-scale	Monaca, Pennsylvania	2019-2020*
Formosa Plastics	New cracker	1.2m tonnes	Point Comfort, Texas	2017
Williams	Expansion	272,158 tonnes	Geismar, Louisiana	Q4 2013**
INEOS	Debottleneck	115,000 tonnes	Chocolate Bayou, Texas	end 2013
Westlake Chemical	Expansion	113,399 tonnes	Lake Charles, Louisiana	2014
Westlake Chemical	Expansion	82,000 tonnes	Calvert City, Kentucky	Q2 2014
LyondellBasell	Expansion	363,000 tonnes	La Porte, Texas	mid-2014
LyondellBasell	Expansion	113,000 tonnes	Channelview, Texas	2015
LyondellBasell	Expansion	363,000 tonnes	Corpus Christi, Texas	Late 2015
BASF Fina Petrochemicals	Expansion	NA	Port Arthur, Texas	2014
<b>Considered expansions</b>				
LyondellBasell	New cracker	World-scale	US	NA
Hanwha Chemical	New cracker	World-scale	US	NA
Axiall	New cracker	World-scale	US	NA
Indorama Ventures	New cracker	1.3m tonnes	US	NA
SABIC	New cracker	World-scale	US	NA
Braskem	New cracker	World-scale	US	NA
PTT Global Chemical	New cracker	World-scale	US	NA
Aither Chemicals	New cracker	272,000 tonnes	US Northeast	2016
NOVA Chemicals	Expansion	NA	Corunna, Ontario, Canada	NA

# The Gulf Coast is on fire !!

February 25, 2014 5:00 pm

## BASF to focus investments outside Europe

By Chris Bryant in Frankfurt

BASF, the world's biggest chemical maker by sales, will make the most of its capital investments outside Europe for the first time, as it responds to the continent's higher energy costs and growing demand in North America and emerging markets such as China.

Compared with the US, where chemical companies are enjoying a resurgence thanks to low-cost shale gas, and China, where producers are switching to inexpensive coal as a feedstock, European chemical makers are competing at a significant disadvantage.

Meanwhile, Europe's chemical market is stagnating because of the recession, making investments in the US and emerging markets appear more attractive.

# The Gulf Coast is on fire !!

## 10 LNG Projects under consideration

### Gulf Coast LNG projects at a glance

#### Cheniere Energy Inc. (NYSE: LNG)

**HQ:** Houston

**LNG location:** Sabine Pass, Cameron Parish, La.

**Estimated Cost:** \$10 billion

**Estimated Completion:** 2015

**The Partners:** [Cheniere Energy Partners](#) (Houston), Bechtel Oil, Gas and Chemicals Inc. (Australia), Total Gas & Power North America Inc. (France)

**Capacity:** 2.2 billion cubic feet (bcf) per day

#### Freeport LNG Expansion LP

**HQ:** Houston

**LNG location:** Quintana Island, near Freeport, Texas

**Estimated Cost:** \$7.3 billion

**Estimated Completion:** 2017

**The Partners:** [BP Plc](#) (London), Osaka Gas Co. Ltd. (Japan), Chubu Electric Power Co. (Japan)

**Capacity:** 2.8 bcf per day

#### Pangea LNG BV

**HQ:** The Woodlands

**LNG location:** Ingleside, Texas

**Estimated Cost:** \$5.6 billion

**Estimated Completion:** 2018

**The Partners:** [Statoil North America Inc.](#) (Norway)

**Capacity:** 1.07 bcf per day

#### Lake Charles Exports LLC

**HQ:** Lake Charles, La.

**LNG location:** Lake Charles, La.

**Estimated Cost:** \$8.3 billion

**Estimated Completion:** 2018

**Capacity:** 2 bcf per day

#### Cameron LNG LLC

**HQ:** San Diego, Calif.

**LNG location:** Hackberry, La.

**Estimated Cost:** \$7.4 billion

**Estimated Completion:** 2017

**Capacity:** 1.7 bcf per day

#### Excelerate Liquefaction Solutions 1 LLC

**HQ:** The Woodlands

**LNG location:** Port Lavaca, Texas

**Estimated Cost:** \$7 billion

#### Gulf Coast LNG Export LLC

**HQ:** Houston **LNG location:** Brownsville, Texas

**Estimated Cost:** \$15.8 billion

**Estimated Completion:** 2018

**Capacity:** 2.8 bcf per day

#### Golden Pass Products LLC

**HQ:** Houston

**LNG location:** Sabine Pass, Cameron Parish, La.

**Estimated Cost:** \$6.6 billion

**Estimated Completion:** 2018

**Capacity:** 2.6 bcf per day

#### Cheniere Energy Inc. (NYSE: LNG)

**HQ:** Houston

**LNG location:** Corpus Christi, Texas

**Estimated Cost:** \$12.2 billion

**Estimated Completion:** 2017

**Capacity:** 2.1 bcf per day

#### Freeport-McMoran Energy LLC

**HQ:** Phoenix, Ariz.

**LNG location:** Offshore Louisiana

**Estimated Cost:** \$16.6 billion

**Estimated Completion:** 2018

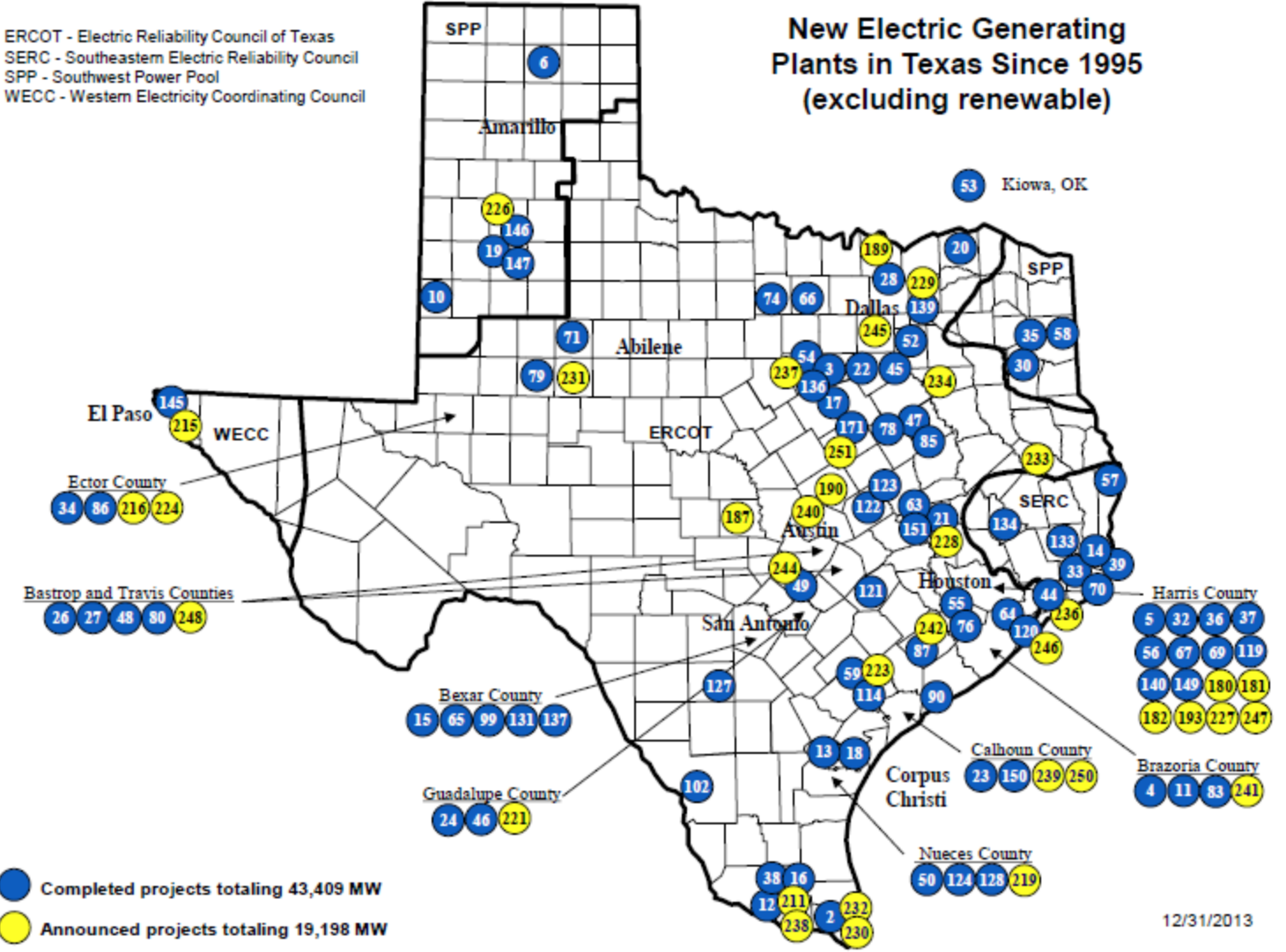
**Capacity:** 3.2 bcf per day

# The Gulf Coast is on fire !!

## New Generation to support energy needs

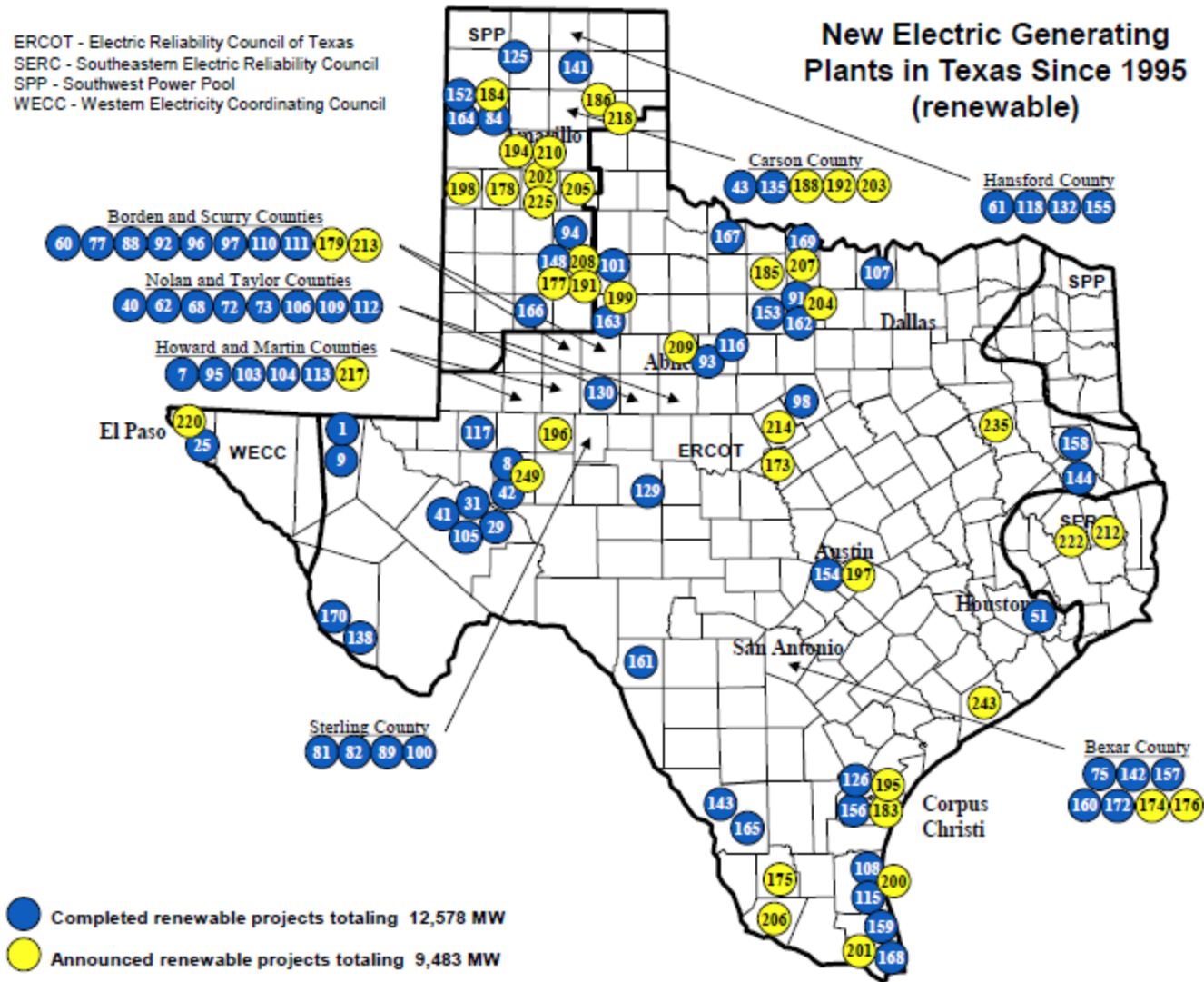
ERCOT - Electric Reliability Council of Texas  
 SERC - Southeastern Electric Reliability Council  
 SPP - Southwest Power Pool  
 WECC - Western Electricity Coordinating Council

**New Electric Generating Plants in Texas Since 1995 (excluding renewable)**



# The Gulf Coast is on fire !!

## New Generation to support energy needs



12/31/2013



# North America Service – A history of innovation

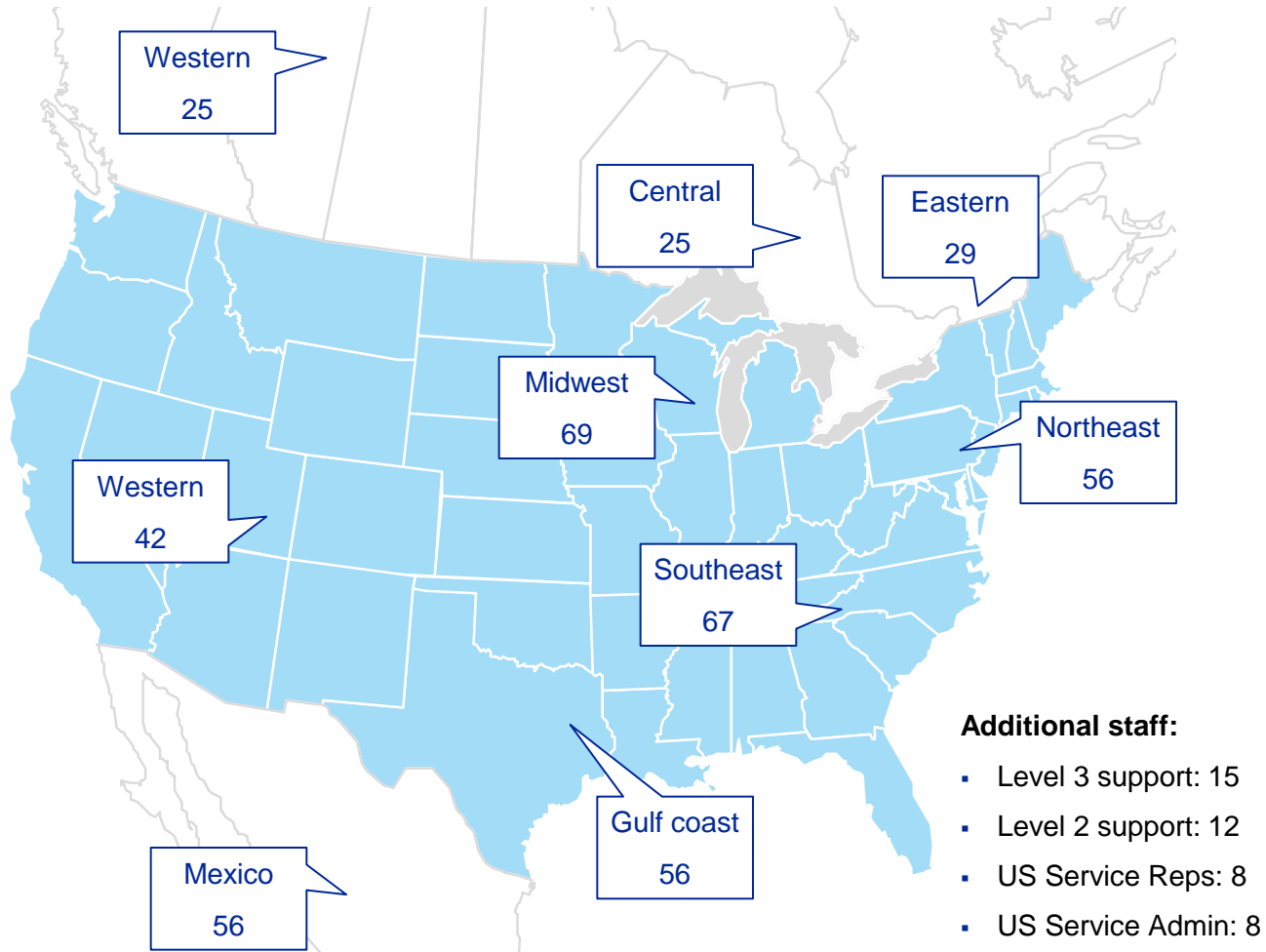
## Driving value for our customers & ABB

- Sentinel
- ServicePort
- ServicePro
- ServicePoint
- SolutionsBank
- KnowledgeBank
- QR Codes
- Optimization Services
- Evolution Audits & Programs
- Cadet Program
- PowerHelp CRM
- DriveTime sales training
- PC Refresh
- PowerHelp CRM
- Business Online
- Asset Health Center
- TRES
- MTMP
- MBMP
- Asset Monitoring
- ServiceGrid
- Cyber Security
- S+ Alarm Management
- Assured Performance Agreements
- Pre-Owned Parts
- Parts Vans
- PartsPro
- VBS,CTS for Service
- Breaker Radiography
- RiR Breakers
- Etc....



# ABB Process Automation Services

- Number of engineers per region

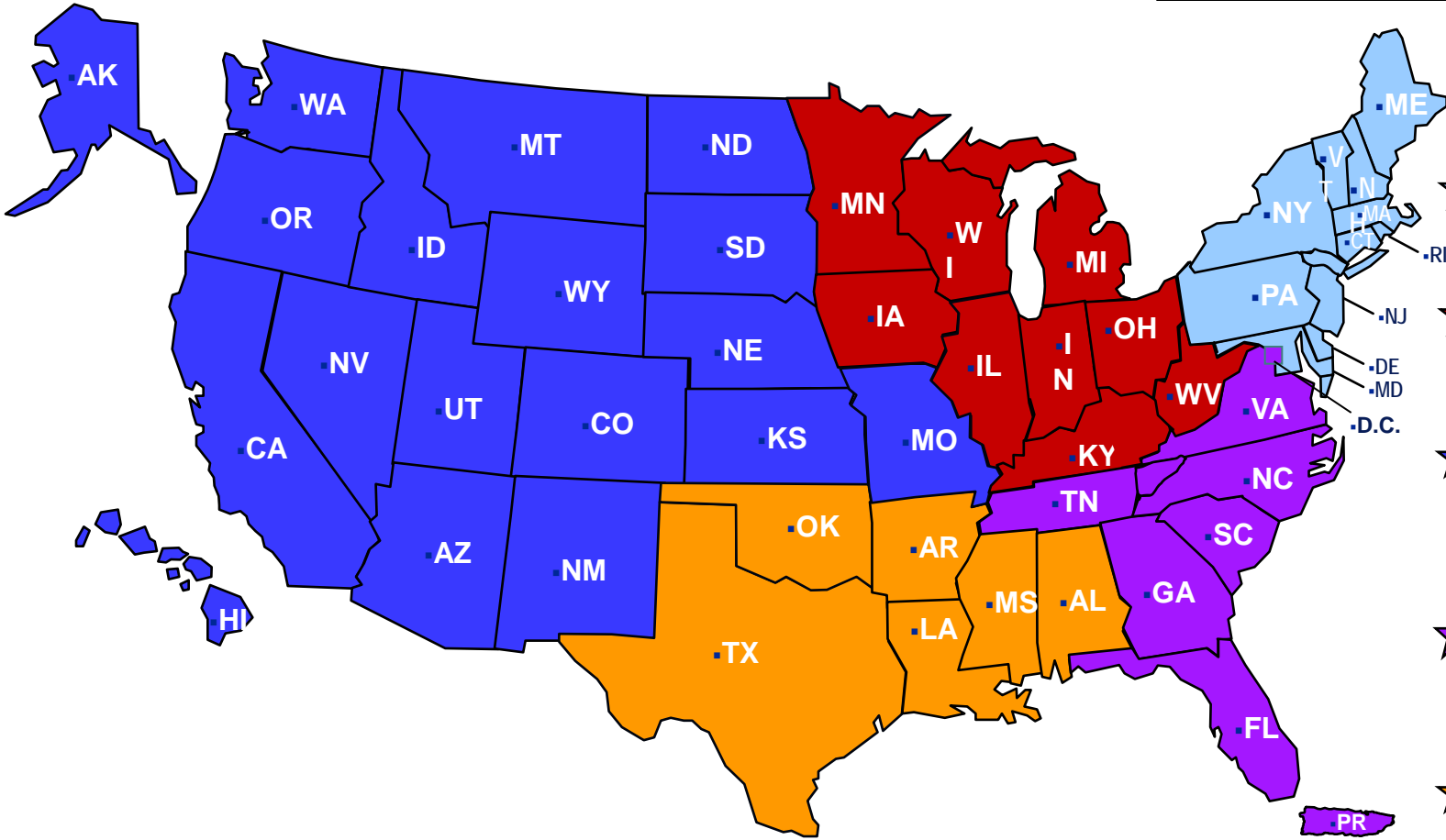


# South Service Personnel



# Service Coordinator Assignments

•Boiler & Turbine:	<b>Aaron Martin (acting)</b>
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•Drives:	<b>Anthony Tumidajewicz</b>
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•Process Analytics:	<b>Stella Pangilinan</b>
•	Office: (713) 821-8943
•	Cell: (281) 660-7405



•1 800 HELP365

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•Midwest

- Wayne Hightower
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•West Region

- Western
- Jonathan Kozakiewicz
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•South Region

- Southeast
- Tina Evanchuck
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•Gulf

- Ivana Krekovic
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# Houston Energy Center Vision



DM, LV, PP Divisions | PS / PA / Ventyx

# Agenda

## Harmony/Infi 90/Symphony Plus Users Group Meeting

Tuesday, March 4

8:30 AM	Breakfast
9:00 AM	Introductions and welcome: Rick Dolezal
9:20 AM	Service region presentation: Robert Horton
10:00 AM	Symphony Plus update: Wayne Stefancin
11:00 AM	Symphony Plus demo: Wayne Stefancin
12:00 PM	Lunch
	My Control System: Steve Burt
1:00 PM	System and Process Optimization: Jennifer Love
2:00 PM	Wrap-up

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