

SoEnergy partners with gas turbine specialist

By Murray Pollok

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Miami-based power rental company SoEnergy International has formed a partnership with UK and Dubai-based Masood John Brown International (MJB I) that will see SoEnergy gain expertise in servicing and refurbishing of GE gas turbines in Latin America and the Caribbean.

MJB I specialises in maintenance services, spares and replacement parts for gas turbines, and in particular GE's frame range of turbines. SoEnergy

said the agreement will allow it to offer more cost-effective solutions, including co-generation and combined cycle power plants using refurbished turbines, and give it the opportunity to refurbish and maintain turbines rather than buying new ones.

In addition, MJB I gives SoEnergy a service and repair partner for gas turbines as an alternative to the original manufacturer.

SoEnergy said the combined range of services – power rental, parts, maintenance and repairs, commissioning, refurbishing, and operation of large-frame gas turbines – represented a US\$250 million annual market in Latin America alone, while the worldwide market for large-scale sale of power was “in the billions”.

Andres Molano, vice president of sales with SoEnergy, said; “This strategic partnership will enable us to gain a tremendous competitive advantage as we provide clients with the cost-effective, customised power solutions along with value-added services they need so they can focus on running their core businesses.

“We are very excited to seize the tremendous market opportunities globally and in the Latin American and Caribbean regions.”

Brian Waddell, general manager of MJB International (MJB), said the company had selected SoEnergy as its strategic partner “because of its significant market knowledge, experience, and long-standing relationships with the major energy buyers in the region.”

SoEnergy - formerly called Energy International - is one of five strategic partners with Caterpillar for international power projects worldwide.

Masood John Brown International (MJB) has offices in United Arab Emirates (Abu Dhabi, Dubai) and the UK, with a repair facility and workshop in Dubai.