

# BOSTON STRATEGIES INTERNATIONAL

**April 2012  
News & Insights**

We are pleased to announce that PTT Group, Elliott Group, and Geoforce have won BSI's 2012 Oil and Gas Supply Chain Excellence Awards!

The selection was made after BSI screened over 200 candidate operations and supply chain management improvements among National Oil Companies (NOCs), International Oil Companies (IOCs), Equipment Providers, and Service Providers.

PTT Group won the award based on its successful use of simulation software to raise output at its Gas Separation Plant No. 6 in Rayong, Thailand.

Elliott Group won the award based on its improved delivery time and increased productivity for custom turbomachinery parts.

Geoforce won the award based on its ability to reduce third party equipment costs and nonproductive downtime through the use of its equipment tracking service.

The awards will be conferred at the 6th Annual Global Procurement and Supply Chain Management for the Oil and Gas Industry conference on 24-26 September 2012.

Click [here](#) for full press releases for PTT Group, Elliott Group, and Geoforce.

Click [here](#) to register for the event.

[Inside](#)

[BSI in Nigeria & China](#)

[BSI Adds Global Trade Management](#)

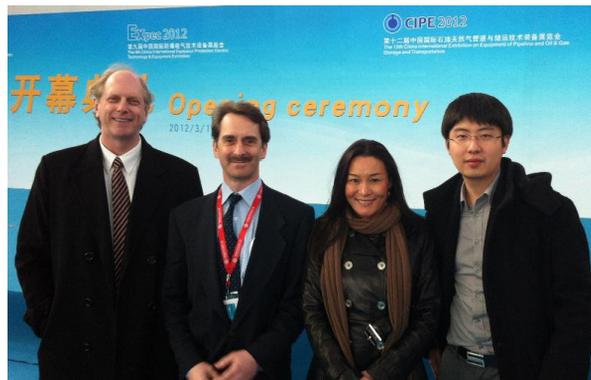
[Tom Cook Joins BSI Leadership](#)

[Venezuela-Colombia Pipeline Critique](#)

[Give Us Feedback](#)

**BSI Expands Presence in Nigeria and China**

BSI recently attended numerous events in Nigeria and China along with its local partners IESL (Nigeria) and Sunbridge (China). The cornerstone of the events included national oil and gas conferences Nigeria Oil and Gas (NOG) and the China International Petroleum & Petrochemical Technology and Equipment Exhibition (CIPPE).



To inquire about our capabilities in Nigeria or China, email David Jacoby at [djacoby@bostonstrategies.com](mailto:djacoby@bostonstrategies.com).

## BSI Expands Channel Partner Network to include Global Trade Management

BSI has expanded its partner network to include freight forwarding and global trade management solutions through a new affiliation with [American River International](#). ARI has provided freight forwarding, warehousing operations, and logistics consulting for 30 years, and has over 450 offices, agents and/or key contacts strategically located in both domestic and international cities. The combination of consulting and freight services allows BSI to execute the logistics recommendations that it prescribes.

BSI also has channel partnerships with [Naizak](#), [ISCEA](#), [Logistics Recruitment](#), and the [University of Sheffield](#).

## Tom Cook Joins BSI Leadership Team



Tom Cook, a recognized expert on trade logistics, compliance and security, is expanding BSI's consulting and training capabilities in international insurance, exporting, logistics, compliance, security, and trade finance. Tom has published six books and authored over 225 articles on international trade, and has lectured worldwide. He won the prestigious International Partnership Award, which was bestowed upon him personally by former President Bill Clinton. He sits on the Board of American River International, The Trade Resource Group of Customs, World Trade Magazine, American Management Association, IOMA, and The World Academy.

## Venezuela to Colombia Oil Pipeline Assessment

President Santos of Colombia and President Chavez of Venezuela signed a letter of commitment to build a \$6.7 billion pipeline from Venezuela's Faja heavy-oil region, west across Colombia to the Pacific port of Tumaco. Three key strategic and logistical questions should be answered about the project.

Click [here](#) to read BSI's "Energy Tribune article on Tumaco Pipeline."

## Give Us Feedback

If you have had an experience with Boston Strategies International - through an engagement, proposal, presentation, or even just based on this newsletter - please share your feedback.

Click [here](#) to share your feedback with us.

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