



SMALL FAMILY BUSINESS BECOMES MULTI-MILLION DOLLAR SUPPLIER

Luanda, Angola — NASA Commercial Import & Export Ltd. (NASA) is an Angolan company and is dedicated to supplying Personal Protective Equipment (PPE), such as uniforms and boots to the oil industry. It is a family-owned company headed by Mr. Nascimento Alberto as Founder and Managing Director of the company. The company began its operations in 1997 with only two people but has grown to 20 employees.

NASA's relationship with CAE started in 2005, when it became one of the first companies to register with CAE. NASA has participated in various CAE training courses and has benefited from consulting services and technical assistance provided by CAE. As a result of these services, NASA got its CAE certification on the 17th of March, 2008. NASA has also won two contracts, one for the supply of coveralls and another for the supply of safety shoes. Both contracts are with Chevron totalling \$5,000,0000. over a period of 5 years, with the possibility of renewal in 2014. NASA has also got additional contracts with Halliburton, Schlumberger, Vector Gray, Petromar, and Bechtel



Mr. Nascimento Alberto -
NASA's Managing Director

Continuing its expansion into other markets related to the oil and gas industry, NASA created a company called Allead Energy in December 2008, which supplies lubricants, grease, marine paints, protective coatings, and chemicals.

When asked about CAE's participation on NASA's achievements, Mr. Nascimento Alberto states the following:

"CAE's participation in the achievements of NASA is positive at all levels, because CAE is an institution that is always ready to provide support to Angolan SMEs, through the sharing of relevant information regarding the Oil Industry, which is an industry that relies on high technologies and that is also very demanding. NASA has participated (benefited) in several trainings provided by CAE, namely: Financial Management, HR Management, Bids and Contracts, Marketing, etc, and the knowledge we were able to get from those trainings were fundamental for NASA to reach the success we do have right now, because for NASA capacity building is and will always be in first place, aiming at satisfying the needs of our customers."

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