



Well Flow pushes for stronger hold in Middle East with tech-driven solutions

WELL FLOW INTERNATIONAL, an independent provider of technology-enabled stimulation chemicals, wellbore cleanup chemicals and associated downhole tools, showcased its products at the Kuwait Oil & Gas Show (KOGS) 2015 in October.

"Well Flow provides a wide range of stimulation chemicals, which focus on scale removal rather than reservoir stimulation in oil and gas wells," said Tom Sherwin, vice president and group commercial director.

Scale deposits, like barium sulphate, can build up inside the wellbore after drilling. The hydrochloric acid-based cleanup solutions offered by most companies are not completely effective in removing scale.

"Our solutions mitigate wellbore damage in all types of formations and reservoir environments. By combining Well Flow's chemicals and tools, resource holders can improve recovery and injectivity rates, accelerate production, and maximise existing production or disposal infrastructure," Sherwin asserted.

At ADIPEC, Well Flow will launch its newest, state-of-the-art stimulation chemical, HDC®-3. "It is the most powerful barite-dissolving chemical we've ever seen," said Sherwin, adding, "And this solution is a game-changer. It is effective in downhole temperatures greater than 200°C/400°F, can dissolve 300 gm/litre or



Tom Sherwin, vice president at Well Flow International

more of drilling-grade barite."

Already being extensively tested by customers in the region, Sherwin said it will have a great impact on solubility. Other products include tools and chemicals that provide efficient and cost-

effective wellbore cleanout appropriate in nearly every major producing region.

KOGS was a huge support in promoting engineered chemistry technologies in scale remediation to the Kuwait market, Sherwin noted. "Kuwait is a major oil producer and we understand there is a huge market for specialised, technology-driven chemical and mechanical solutions for oil and gas industry leaders worldwide."

Focussing on ADIPEC 2015, Sherwin reiterated that Well Flow looks to engage with as many customers as possible at the international event, as well as increase brand and product awareness. "There is an opportunity to expand operations into the UAE, Kuwait, Oman and Iraq, and Well Flow will also be exhibiting at trade shows in those areas," said Sherwin.

Outside of Well Flow's long-time partnership with Saudi Aramco and IOCs such as BP, Halliburton and Shell, the company is active in pilot projects specifically focused on analytics-oriented solutions. "ADIPEC is an international gathering of the strongest, smartest, most strategic organisations in the world, and the Well Flow team looks forward to promoting new advancements in this ever-changing industry," Sherwin remarked.

Stand: 13485

Terracotta and CURISTEC to launch joint venture in UAE

EMIRATI ESTABLISHMENT TERRACOTTA and French energy services consultant CURISTEC have announced that they would be launching a joint venture Curiscotta to cater to the oil and gas companies in the region.

Already associated with big names like ADNOC, Philippe Thirion, managing director at Terracotta, said, "We are a local company with global expertise. The reason we have associated ourselves with CURISTEC is to bring their R&D and software expertise to the Gulf to benefit local companies here."

Axel-Pierre Bois, CEO at CURISTEC, added, "We did not want an agent or a branch. This JV with Terracotta will help us get connected to the right people in the Middle East region. We have the best solution for oil and gas industry. What we want is to create value for the services we provide. We want to show that Curiscotta is about creating values."

Already working with clients in Oman, Kuwait and Saudi Arabia, CURISTEC is hopeful that their association in the UAE will be long-term.

Apart from imparting training skill sets to locals, Terracotta's Thirion said that with oil prices going down, many companies are looking to spend on solutions rather than not spend at all. With CURISTEC technology and expertise, the joint venture can bring help clients save costs and optimise operations. "Innovation is the key," Bois added.

CURISTEC's CEO also noted that the company is a pioneer in creating one-of-a-kind software like CurisData and CurisIntegrity.

Stand: 9230E

Al-Rewaqa Al-Dahabi brings the best of Europe to Kuwait

KUWAIT'S AL-REWAQA AL-DAHABI established its foothold at KOGS that was held from 11-14 October 2015.

Ibrahim Al Muwaizri, commercial manager at Al-Rewaqa Al-Dahabi, said, "We are the supplier of best and highly-certified European products in the GCC specialising in design, installation, integration, training, maintenance and consultation in electro-mechanical, O&G, petrochemical industries, defence, security and construction."

Al-Rewaqa Al-Dahabi client list includes Spain's Cofen, Umirs from Hungary and H&G Explosives from the UK.

Showcasing world-class solutions at KOGS, the commercial manager noted that Al-Rewaqa Al-Dahabi also tailors products as per the customers' needs in Kuwait. Giving an example, Muwaizri mentioned USA's AVANTE that provides web-based 24/7 end-to-end tracking services by using its RFID ZONER™-RELAYER™ container security devices, carrier-based and yard based fixed site communication links and personnel badges to provide cargo container visibility and security management.

With oil prices falling, he opined that companies are looking at health and safety to optimise costs.

Muwaizri added, "With regards to business, we are growing and strategising further reach in the GCC. We are a local company working with international companies. I believe there is a need for domestic companies to grow in Kuwait to push the economy in these times."