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### Welcome

As the well control industry heads to Denver, USA in August for the **2009 IADC Well Control Conference of the Americas**, this edition of the O&G Review has a focus on our DrillsIM Customers.



Despite the global economic downturn, Drilling Systems has experienced its busiest year in the Company's twenty-one year history. Demand for technically advanced training tools has never been more appropriate as more and more hi-tech "cyber" rigs enter service. Whilst some companies cut-back investment on training, others are using this downturn to prepare themselves for the years ahead. Not only are clients investing in the new modern "cyber" rig simulators (DrillsIM-6000 & DrillsIM-600), they are also ordering the older "classic" rig simulators (DrillsIM-5000, DrillsIM-500 etc).

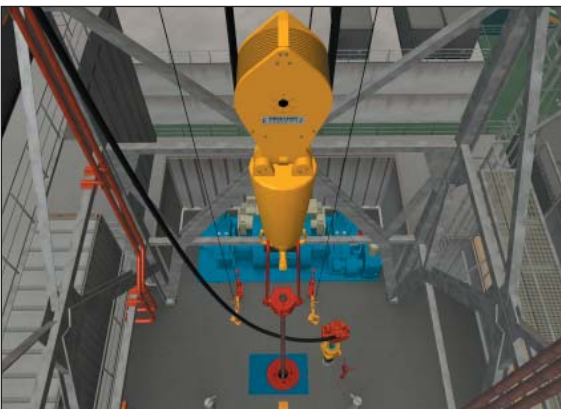
HR and Organisational Development policies and programmes are moving the experienced drillers to the modern cyber rigs, so they need to be trained in joystick style drilling. This of course leaves a void in the staffing of older style rigs, so those driller and AD positions require training as well.

### DrillsIM-5000 3D Graphics Upgrade

Through our policy of continuous product improvement, our DrillsIM-5000 customers are beginning to benefit from our investment in 3D graphics technology. Now available as an option on the DrillsIM-5000 "Classic Style" full size rig floor drilling and well control simulators, the three 40" screen solution provides various views of the rig. The 3D package is already in use in training centres in Aberdeen, Anchorage, Dubai & Singapore.



Transocean APU Training Centre  
Singapore



## Well Control Operations Training

Since Drilling Systems launched the first **DrillsIM** simulator back in 1992, the Company has sold over 250 well control simulators around the globe. Listening to the industry over recent months, it appears we have been under-selling the technical capabilities of the simulators. Functionality and standard features that have been within DrillsIM for many years have surprised some of you, so here is a quick summary of well control training capabilities within **DrillsIM**:-

- Kicks while Drilling
- Kicks while Tripping
- Stripping
- Kicks while out of hole
- Kicks while running casing or liners
- Drillers method of well control
- Volumetric method of well control
- Wait and Weight method of well control
- Concurrent method of well control
- Low Choke method of well control
- Bullheading



### Causes of Kicks

The **DrillsIM** simulators provide an excellent opportunity for demonstrating the causes of kicks. Such demonstrations assist Trainees in the formulation of proper procedures for kick prevention. Causes of kicks that can be demonstrated include:

- Insufficient Mud Density
- Loss of Circulation
- Abnormal Formation Pressure
- Failure to Fill the Hole on Trips
- Swabbing

### Happy with your well control simulator ?

Over the years Drilling Systems has performed a number of upgrades on simulators not originally manufactured by the Company. A typical upgrade includes the full replacement of the old I/O system, new wiring, new computers, new LCDs and touchscreens and most importantly, the latest DrillsIM software modules.

Typically, the upgrades have been focused on full size rig floor simulators, however the Company has designed an upgrade pack for a range of portable simulators. So, if you are unhappy with the performance of your simulator(s) and want the feature packed, advanced DrillsIM software, then give us a call.



Bohrmeisterschule, Celle, Germany

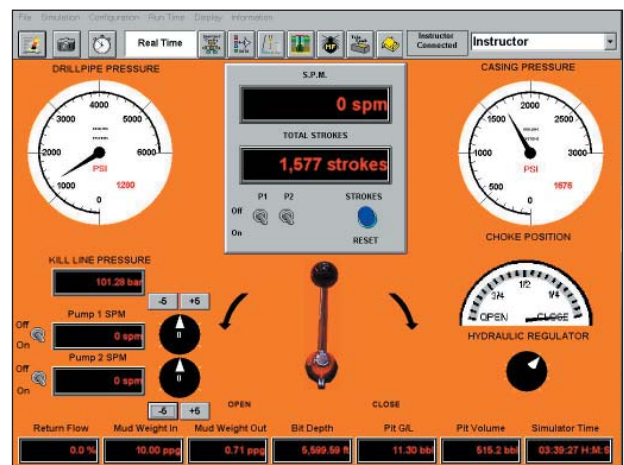


Drilling Systems is delighted to have supplied a number of simulation products to the new Texas A&M faculty in Doha, Qatar.

The University has been equipped with a **DrillSIM-5000**, three **DrillSIM-20s**, along with multiple software licences for **DrillSIM-5**, **DMT** & **ProdSIM-5**.



**DrillSIM-5**, the PC or web-based application is a perfect tool for students to practice well control and drilling practices. Whether this is used within an Instructor-led class or for remote self-learning, the software compliments existing course curriculums. Instructors can remotely connect to the Student Stations to monitor their performance and where necessary, can introduce a range of malfunctions to challenge the trainee. The same DrillSIM-5 Instructor software can also connect to any one of the hardware based simulators, sitting on the same network. As well as running single DrillSIM-5 sessions on each computer / notebook, the software can be configured to run one exercise across multiple screens, ie drilling screen on one, BOP panel on another, choke panel on another etc.



## Something New ?

The improvement in 3D visualisation technology over recent years has enabled **Drilling Systems** to develop or enhance a wide range of cutting edge products. As recognised experts in real-time simulation and 3D visualisation, Drilling Systems has a wealth of experience in delivering complex solutions to the Oil and Gas Industry.

If you or your Company have any specific training needs that could benefit from 3D visualisation, such as explaining how a Subsea BOP works, getting to grips with U-tubing etc, then feel free to brainstorm your ideas with our development team.



# Well Control in Latin America



**Alessandra Bunel**, Business Development Manager for Latin America has been busy over the last couple of years flying the flag for Drilling Systems, generating a lot of new leads and business. As well as building on existing contracts with Petrobras in Brazil, PEMEX in Mexico and PDVSA in Venezuela, Alessandra, fluent in both Portuguese and Spanish has developed numerous relationships with a wide range of clients.

*"Thanks to the complexity and the particular aspects of the region (culture, language, market positioning, lack of money for the small companies, high import taxes and the typical bureaucracy in the National Oil Companies), generating new business in Latin America is one of the biggest challenges I have faced in my career. This challenge, even with its slow pace for my fiery Brazilian spirit, is very rewarding, giving me great personal and professional satisfaction."*

In **Brazil**, with Petrobras's well publicised increase in drilling activity over the next few years, the interest in drilling, well control and mechanised pipe-handling simulators is on the up. A number of international and national drilling contractors & commercial training schools are finalising their plans to support the rapid growth in the market.

In Campo do Goiatazes (Campos) in Rio state, three local companies have pooled their resources to create **SEED Trainamentos**, purchasing a **DrillSIM-50**. SEED offers commercial courses under IADC WellCAP (accreditation pending).

In Fortaleza, in the north east of Brazil, **UNICA Segurança de Poços** have their brand new **DrillSIM-20** and their experiences have been very interesting so far.

*"The support from Drilling Systems has been enormous from day one. We are very happy with their personal assistance, from the first contact to the actual acquisition of the simulator. The prompt after sales and technical support has been a pleasant experience. The fact that they have someone that can speak Portuguese and Spanish, give us much more freedom to communicate".* **Joao Cleano Bezerra Martins - ÚNICA Segurança de Poços – Managing Director**

**Brazil**



**Chile**



**Columbia**



**Cuba**



**Mexico**



**Venezuela**



In **Chile**, Drilling Systems has supplied its **DrillSIM-50** to the southern most continental city in the world - Punta Arenas. According **ENAP Magallanes'** Raúl Hernández Barria, responsible for the acquisition and implementation of the training facilities, the simulator has a fundamental role in the improvement of their operations.

*"The use of the simulator enables us to make the applications of Drilling and Well Control tools, interacting simulated training with real practices, in a comfortable and safe environment.*

*The training provided by Drilling Systems has been very productive, clear and precise. Even without broader knowledge in Drilling and Well Control, I understood very well the function of the simulator and its interaction with real situations.*

## More than just drilling and well control simulators - a little reminder!

Whilst our DrillSIM range of drilling and well control simulators is our major product line, driven by IADC WellCAP and IWCF accreditation requirements around the globe, the Company does manufacture a whole range of products for the Oil and Gas Industry.

Pipe Handling (conventional & mechanised), **Managed Pressure Drilling (MPD)**, Cementing, **Coiled Tubing**, Directional Drilling/BHA Design, Drilling Fluids Management, Pumping and Fracturing, Workover, Snubbing, Wireline, Stripping, Perforating, Drillstem Testing, Sand Control / Gravel Packing, **Offshore Crane Operations** (pedestal, knuckle boom and gantry cranes), **Subsea Lifting**, Surface Testing, Oil & Gas Production, Oil & Gas Processing, Gas Treatment, Degassing, **Gas Lift**, Gas Compression, Oil Refining.



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