

Providing coverage of the oilfield service and supply industry in Alaska and Canada's Arctic

Petroleum

DIRECTORY



A semi-annual supplement

Petroleum
news

Vol. 13, No.1

Service companies involved in Alaska and Arctic Canada's oil and gas industry

A

ACE Air Cargo
 Air Liquide
 Air Logistics of Alaska
 Airport Equipment
 Alaska Air Cargo
 Alaska Analytical Laboratory
 Alaska Anvil
 Alaska Computer Brokers
 Alaska Coverall
 Alaska Dreams
 Alaska Frontier Constructors
 Alaska Interstate Construction (AIC)
 Alaska Marine Lines
 Alaska Railroad Corp.
 Alaska Regional Council of Carpenters (ARCC)
 Alaska Rubber & Supply
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 Mapmakers of Alaska
 MAPPA Testlab
 Marathon Oil
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N-P

Nabors Alaska Drilling

NANA/Colt Engineering
 Natco Canada
 Nature Conservancy, The
 NEI Fluid Technology
 NMS Employee Leasing
 Nordic Calista
 North Slope Telecom
 North Star Equipment Services (NSES)
 North Star Terminal & Stevedore (NSTS)
 Northern Air Cargo
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 Opti Staffing Group
 P.A. Lawrence
 Panalpina
 PDC Harris Group
 Peak Civil Technologies
 Peak Oilfield Service Co.
 Penco
 Petroleum Equipment & Services
 Petrotechnical Resources of Alaska
 PGS Onshore
 Prudhoe Bay Shop & Storage
 PTI Group

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 Rain for Rent
 Salt + Light Creative
 Schlumberger
 Seekins Ford
 Shaw Alaska
 Spenard Builders Supply
 STEELFAB
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PETROLEUM DIRECTORY

Vol. 13, No. 1

The Petroleum Directory is a semi-annual marketing publication of Petroleum News, which is owned by Petroleum Newspapers of Alaska LLC. The directory is devoted to promoting the organizations that advertise on a regular basis in Petroleum News.

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Cover photo: Nanuq building Eni's Nikaitchuq project. Courtesy Judy Patrick

CMI gains customer loyalty with top-quality equipment, systems and tools

Construction Machinery Industrial's heavy equipment lines — Volvo, Atlas Copco, Hitachi and more — keep Alaska businesses humming the way they should

Construction Machinery Industrial is a full-service dealer and distributor of top-of-the-line heavy equipment that saves customers time and money and keeps their Alaska projects moving forward.

Q. When was Construction Machinery founded, who founded it and what was its original name?

A. Our company was founded in 1985 by Kenneth Gerondale Jr., Billy J. Allen and Robert Elliot as Construction Machinery Inc. It was reorganized as Construction Machinery Industrial LLC, in April 2002.

Q. Where is CMI located?

A. We have four branches to serve our customers — Anchorage, Fairbanks, Juneau and Ketchikan. All the necessary contact information is available on line at: www.cmiak.com.

Q. Who heads up Construction Machinery Industrial LLC and who is on its senior management team?

A. Kenneth L. Gerondale Jr. is president. The senior management team consists of: Chee Kong Toh, director of finance and credit; Robert Gerondale, corporate operations manager; Ron Allen, sales manager; Wade Gies, Fairbanks branch manager; and Chris Gerondale, Southeast region manager

Q. What is the company's primary business sector? What services does the company offer?

A. We don't have just one. Our primary business sectors are petroleum and mining; private and government civil projects; general construction and logging. We sell and service heavy equipment for the construction, logging, aggregate, min-



Hitachi EX1200-5 in use by Wilder Construction, Wrangell, Alaska

COURTESY CMI

ing, oilfield and agricultural industries throughout Alaska. CMI represents more than 40 vendors, including Volvo, Hitachi, Atlas Copco, mentioned above, and Ingersoll-Rand.

Q. Who are the company's main clients?

A. Companies involved in the oil, gas, mining, construction and timber sectors.

A. CMI is a full-service dealer and distributor of first-choice heavy equipment. We are the full-line representative for Atlas Copco, Volvo, Hitachi, Ingersoll-Rand, Link Belt Cranes, Genie Manlifts, Almand Brothers, Gorman Rupp, and Fleetguard Filters; we also handle a full line of stationary air systems and pneumatic tools.

Q. Is CMI expanding any of its operations and/or locations?

A. In Fairbanks we completed a warehouse expansion and interior renovation and are planning a shop expansion for 2008.

Q. What is CMI's main strength, i.e., its edge over the competition? Main competitors?

Q&A

By Paula Easley

CMI President Ken Gerondale answered questions for this company profile

Q. How many employees does Construction Machinery have?

A. We have about 100 employees, with most working out of the Anchorage branch.

Q. Describe your essential equipment in general terms. Purchases planned?

A. As a “people-oriented” business, our biggest asset is our company’s human resources. CMI is committed to continuous training and development of our employees, all through the ranks. We strive to be regarded as the “employer of choice” in the marketplace. A team of employees and manufacturers committed to customers’ needs and satisfaction is a winning team, especially when we have the locations best able to fulfill those needs. With every heavy equipment dealer in Alaska as our competitors, we have to be good to protect and grow our market share.

Q. What new markets, clients and/or projects did Construction Machinery Industrial attract in the last year?

A. That would have to be the crane market, through our Linkbelt Crane line. We have also generated underground mining clients with equipment and drilling accessories manufactured by Atlas Copco.

Q. Has the company invested in any new technology in the last two years?

A. Acquiring, implementing and training our employees in state-of-the-art manufacturers’ software systems that allow us to be more efficient, streamlined, productive and proactive in diagnosing and doing preventive maintenance has been a major investment. This has allowed us to optimize our customers’ productivity and profitability. The latest technology has also helped improve our inventory management system to ensure we maintain and manage our parts inventory to have the right part in the right place at the right time.

Q. What is the biggest challenge the company faces?

A. I’d have to say recruiting and developing our human resources to be able to present the most knowledgeable person for each customer’s needs is a big challenge, one we’re meeting more efficiently every day. We’re always looking to find enough industry-specific, skilled service technicians to facilitate company growth.

Q. What are the biggest obstacles to completing work the company undertakes?

A. The huge, expansive geographical



Articulated Dump Truck used by AIC, Hicks Creek, Alaska

Alaska marketplace that demands intense logistical management and control has to be the biggest obstacle.

Q. What do you see as future trends or opportunities for CMI from events such as long-term weather fluctuations?

A. The focus for the future will be in cutting emissions and greenhouse gases, and that will become a major factor in peoples’ purchase decisions. We’re pleased to represent Volvo, which is the leader in engine technology and fuel efficiency.

Q. Do you have an anniversary or other landmark event coming up?

A. Not this year, but we do celebrate a customer appreciation day every year in June.

Q. What is the average length of time employees work for the company? Are you hiring for any positions?

A. The average length of employment is 4.9 years. We are currently looking for more sales staff in Anchorage, Fairbanks and Juneau as well as additional service techs to better serve our clientele in those branches.

Q. What is Construction Machinery’s safety record?

A. Excellent. I’m happy to say it has

been wholly uneventful.

Q. Do you have a Web site?

A. Construction Machinery Industrial’s Web site is: www.cmiak.com.

We also invite readers to visit these websites of manufacturers we represent. They are:

- Allmand Brothers www.allmand.com;
- Atlas Copco AC Connect www.atlascopco.com;
- BTI www.rockbreaker.com/;
- ESCO www.escocorp.com;
- Fleetguard Filters www.cumminsfiltration.com;
- Genie Industries www.gogenielift.com/;
- Gorman-Rupp Dealer Net www.gormanrupp.com/;
- Ingersoll-Rand pneumatic Tools www.irtools.com/;
- Ingersoll-Rand www.ingersollrand.com/;
- Ingersoll-Rand Stationary Air <http://air.irco.com/>;
- Hitachi www.hitachiconstruction.com;
- Link-Belt www.linkbelt.com;
- Metso Minerals www.metsominerals.com;
- Multiquip www.multiquipparts.com;
- PSM www.psmcorp.com/;
- SPX Powerteam www.powerteam.com/;
- Volvo Construction Equipment www.volvoce.com/; and
- Weldco-Beales www.weldco-beales.com/.

COURTESY CMI

Epoch announces rollout of new Arctic mud logging fleet

New custom built mud logging units being constructed for Alaska market

Q. Where is Epoch Well Services located? More than one location?

A. The corporate office is located in Houston, Texas. We have field offices in Anchorage; Bakersfield, Calif.; New Iberia, La.; Grand Junction, Colo.; Williston, N.D.; and Rock Springs, Wyo. We have three offices in Oklahoma — Hartshorne, Oklahoma City and Weatherford; and in Texas we have offices in Alice and Odessa.

Q. When was the company founded, who founded it and what was its original name?

A. The company was founded in 1979 in Bakersfield, Calif., as Epoch Well Logging Inc. by Steve Appleton and Bill Anderson, who were at the time new undergraduate geologists from California State University at Northridge. Upon our merger with Nabors Industries in 1996, the company became known as Epoch Well Services.



James Carson answered questions for this company profile

Q. Who heads up your company and who is on its senior management team?

A. Chris Papouras is president of Epoch and also serves as president of Canrig Drilling Technology Ltd. Mark Carey is vice president of operations, Scott Boone is vice president for technology and Pradeep Aniyappa serves as vice president of software development.

Q. Describe any partnership arrangements and when they became effective.

A. Epoch merged with Nabors Industries in 1996 as a technology-oriented subsidiary and retained the original company name to maintain and enhance an already well-recognized industry brand.



COURTESY EPOCH

Epoch's digital sample photography service

Q. What is the company's primary business sector? What services does the company offer?

A. We provide drilling focused services consisting of Digital Mudlogging (DML), RIGWATCH Drilling Instrumentation, myWells.com Web Based Live Data Delivery and Rig Report Morning Report Software.

Q. Who are the company's main clients?

A. Anadarko Petroleum, BP Exploration (Alaska), Chevron, ConocoPhillips Alaska, ExxonMobil, Marathon Oil Co., Pioneer Natural Resources, Savant Alaska LLC and XTO Energy.

Q. How many employees does your company have? How many in each of its locations?

A. Epoch has more than 400 employees nationwide, with 18 employees based in Alaska.

Q. Describe your essential equipment in general terms. Purchases planned?

A. Epoch provides advanced digital mudlogging, geological evaluation, digital drilling instrumentation equipment, leading edge software applications and live data delivery equipment and services to the drilling market in Alaska. In response to anticipated market growth in Alaska, Epoch has completed the rollout of fourth generation E-Series™ FID gas detection equipment and is in negotiation with various suppliers for new Arctic grade logging cabins.

Q. Is your company expanding any of its operations and/or locations?

A. Epoch has established a service facility in Deadhorse, Alaska, with the cooperation of our fellow subsidiary, Nabors Alaska Drilling. Epoch is now poised to provide improved service and support response to our customers located on the North Slope.

Q&A

By Paula Easley

Q. Is the company changing any of its services?

A. Yes. Epoch has upgraded our real-time data portal, myWells.com by converting to Plumtree enterprise portal to more efficiently manage and display real-time drilling data to our customers.

Q. What is your company's main strength, i.e. its edge over the competition?

A. We have had a continuous 19-year presence in Alaska with highly experienced, competent employees. These employees have a significant understanding of Alaska geology, local management well-versed in the logistical challenges, and a top-down management dedicated to the growth of the Alaska market.

Q. What new markets, clients and/or projects did your company attract in the last year?

A. Epoch was chosen by Chevron to provide mudlogging, instrumentation and data delivery services on several critical wells for Chevron on the Kenai Peninsula and on the North Slope. In addition, Epoch was also chosen to provide mudlogging services on Savant Alaska's first exploration well on the North Slope this year.

Q. Has the company invested in any new technology in the last two years?

A. Indeed we have: We have placed an order with a vendor for four new Arctic grade mudlogging cabins to meet the forecast demand in Alaska for the remainder of the decade. In addition to new units, we are also investing heavily in our Fourth Generation E-Series™ FID Gas Detection Equipment, MotoSat™ Self Aiming Satellite Systems, @Road™ GPS Tracking, Plumtree™ Web Portal Application for myWells.com.

Q. What is the most challenging job the company has undertaken?

A. Each individual project in Alaska presents its own unique set of challenges, so it is difficult to isolate one single case as being the most challenging. However, the efficient planning, logistics, support and execution of remote winter exploration drilling projects in NPR-A typically present us with our greatest challenges. To date,



COURTESY EPOCH

Interior view of new Epoch logging unit

we have met those challenges with a very high rate of success.

Q. What are the biggest obstacles to completing work the company undertakes?

A. The largest challenge to market growth and expansion is by far headcount and staff growth. Attracting quality professional employees has been a significant challenge in the oil service sector for nearly three years now. Epoch has responded to this challenge by hiring a recruiting and training manager in Houston, Texas and exploiting numerous internet-based recruiting methods to attract technically-oriented applicants.

Q. What do you see as your company's biggest challenge in the next five years?

A. The big picture challenge is in the realm of technology. In an "on-demand" business world, this year's technology is next year's obsolescence. Researching, evaluating and deploying new market-focused technologies will be our largest challenge due to the ever accelerating rate of change in technological advancement. Epoch senior management clearly understands this challenge and constantly recalibrates our business vision to meet future technical realities and market demands.

Q. What do you see as future trends or opportunities for your company from events such as long-term weather fluctuations, resource development, etc.?

A. Clearly, the greatest opportunity for Epoch in Alaska would be the construction of the Alaska Gas Pipeline. Allowing this vast stranded resource on the North Slope an outlet to market would encourage drilling activity and provide additional work opportunities for us. Additional, more immediate opportunities exist for our company with the entrance of new operators into Alaska, and we warmly welcome all the new entrants into this exciting market.

Q. Does your company have an anniversary or other landmark event coming up?

A. The 20th anniversary of our presence in Alaska will take place in November of this year.

Q. What is the average length of time employees work for the company? Are you hiring for any positions?

A. The average length of service for Epoch employees in Alaska is well over five years. Several Alaska based employees including the division manager have been with the company over 10 years. Epoch is currently recruiting qualified candidates for the position of logging geologist in Alaska and elsewhere in the Lower 48.

Q. What is your company's safety record?

A. Epoch holds an outstanding safety record in Alaska, with a YTD Total Recordable Incident Rate (TRIR) of 0.0 and a Lost Time Accident rate (LTA) of 0.0.

Q. Does your company maintain its own Web sites?

A. Epoch maintains two key Web sites, one for general company information and one as a real time data delivery portal and well information repository.

The general information Web site is www.epochwellservices.com.

The live data delivery Web site is www.mywells.com. We gladly invite Petroleum News readers to visit our Web sites at their leisure.

If new technology demonstrates advantages to clients, F. Robert Bell acquires it

Clients appreciate three-dimensional digital laser scanning that provides data exceeding their expectations

Q. Where is F. Robert Bell and Associates located? More than one location?

A. We have offices in Wasilla, Prudhoe Bay, Fairbanks, Valdez and Russia. Our main office is at 801 West Fireweed Lane Anchorage, Alaska.

Q. When was the company founded, who founded it and what was its original name?

A. The company was founded in 1974 by Bob Bell and John H. Herring as Bell Herring and Associates. John retired in 1980 and we became F. Robert Bell and Associates.

Q. Who heads up your company and who is on its senior management team?

A. Bob Bell P.E., P.L.S. is president and CEO. Gordon Brinker P.L.S. is Bell's chief of surveys, in charge of Bell's survey activities; Rick Wentworth LS in our Wasilla office and Lenny O'Hanley in Prudhoe Bay are also survey managers. Dave Calderone P.E. heads up our mechanical engineering department. Craig Shavlik P.E. heads up the civil engineering department.

Q. Describe any partnership arrangements and when they became effective.

A. We currently have a joint venture with Chugach Corp. to provide surveying services to Alyeska Pipeline Service Co.; the joint venture is called CSMI-Bell J.V. Inc. We also have a Russian partner, Geolaser Inc. of Novosibirsk, for our work in Russia.

Q. What is the company's primary business sector? What services do you offer?

A. We operate statewide and in Russia,



COURTESY F. ROBERT BELL

North Slope surveying

providing services to hundreds of clients large and small; our clients are in the private sector as well as governments and not-for-profits. We provide civil and mechanical engineering services as well as land and construction surveying.

Q. Who are the company's main clients?

A. Our largest clients are the oil companies and government.

Q. Does your company have subsidiaries? If so, what services do they provide?

A. Our only subsidiary is CSMI-Bell J.V. Inc.

Q. How many employees does your company have? How many in each of its locations?

A. We peak each summer at about 120 employees. We have about 30 in Anchorage, three in Wasilla, three to six in Russia, 25 in Prudhoe Bay and 50 to 60

on Alyeska Pipeline projects (through CSMI-Bell J.V.).

Q. Describe your essential equipment in general terms. Purchases planned?

A. Most of our equipment is state-of-the-art survey equipment and computer workstations. We purchase equipment as client projects call for it, or if new technology demonstrates a clear advantage for our clients and the new technology can be readily applied to a project to save time, money or manpower.

Q. Is your company expanding any of its operations and/or locations?

A. We are expanding our Wasilla office to keep up with residential and commercial growth in the Mat-Su area. We are also staffing up at Prudhoe Bay due to increased demand for services. In addition to our contract in Russia, we are looking at other oil and gas infrastructure opportunities in Alaska and the Lower 48.

Q. Is the company changing any of its services?

**QA
AND**

By Paula Easley

A. We are providing a new service in three-dimensional digital laser scanning. This is a new technology that has strengthened our surveying capacity and is providing our clients with accurate data that often exceeds their expectations. We are also expanding into providing water and wastewater certification and inspection services in the Mat-Su area.

Q. What is your company's main strength, i.e. its edge over the competition?

A. We have a very professional staff that has been with the firm for many years. Most of our management people have been here for 15 to 30 years. We also buy and train on the latest technology in engineering and surveying. We have clients who have used our services consistently for many years.

Q. What new markets, clients and/or projects did your company attract in the last year?

A. On the North Slope, we're doing a design-build project for a petroleum services company, expanding our previous work in Russia, and have taken on new civil engineering projects at Prudhoe Bay and surveying work for slope independents.

Q. Has the company invested in any new technology in the last two years?

A. We have invested in the 3-D digital laser scanner, the latest GPS equipment, and are in the process of installing a virtual reference system for Alyeska Pipeline Service Co. Each of these technologies reduces the amount of time needed to complete a project or to increase the quantity and/or quality of the data provided to the client.

Q. What is the most challenging job the company has undertaken?

A. Taking over the surveying for Alyeska Pipeline Service Co.

Q. What are the biggest obstacles to completing work the company undertakes?

A. Currently, it's finding good professional staff to keep up with the work.



COURTESY F. ROBERT BELL

Scanner work in Korea in the Hyundai Shipyard

Q. What do you see as your company's biggest challenge in the next five years?

A. Our biggest challenge is staffing projects with the quality people that we need to maintain the level of performance we demand for our clients and promoting company growth.

Q. What do you see as future trends or opportunities for your company from, say, political events or long-term weather fluctuations?

A. Once again the gas pipeline. Also, there is a lot of work at Prudhoe Bay for the next few years. If warming trends continue, a lot of facilities built on permafrost will have to be replaced or modified — that could be a big issue for Alaska.

Q. What is the most humorous story from your company's years in business in Alaska?

A. We did a two year project in Ulsan Korea. At the end of the first year our project manager, who was Canadian, left our survey equipment in "storage." Before we remobilized to Korea for the second year the manager quit. Our new manager arrived in Korea and no one knew where the equipment was located. After considerable investigation he discovered the equipment had been left with the bar-

tender in a Canadian gay sports bar in downtown Ulsan. The manager went to the bar and contacted the bartender who demanded he prove the equipment was ours. After considerable discussion he managed to "prove" it was our equipment with a \$20 bill. He then gathered up the \$20,000 worth of equipment and fled back to our office.

Q. Does your company have an anniversary or other landmark event coming up?

A. 2009 will be our 35th year in business.

Q. What is the average length of time employees work for the company? Are you hiring for any positions?

A. Most of our employees have been here more than 10 years and we have four employees who've been with us more than 25 years. We are looking for both civil engineers and surveyors.

Q. What is your company's safety record?

A. We have not had a lost time accident in over 10 years and only three recordable accidents in the same period.

Q. Does your company or its partners or subsidiaries maintain Web sites?

A. Our Web site is www.frbcmh.com

Attention to operational techniques, productivity and safety pays off for Offshore Divers

There's no waiting for a warm, sunny day in the oilfield commercial diving business

The principals of Offshore Divers worked in the North Sea, Gulf of Mexico, Egypt, New Zealand, South America and many other oilfield areas before starting the company. With that experience they brought the best of international safety and operational techniques to Alaska's oilfield diving challenges.

Q. Where is Offshore Divers located?

A. Our operation is based in Anchorage, Alaska, at 5400 Eielson Street.

Q. When was the company founded, who founded it and what was its original name?

A. It was founded in 1998 by Don Ingraham and Leif Simcox as Inlet Offshore Divers. We later shortened the name to Offshore Divers.

Q. Who heads up your company and who is on its senior management team?

A. Don Ingraham is general manager and Leif Simcox is operations manager.

Q. What services does Offshore Divers perform?

A. Primarily oilfield commercial diving. Underwater construction, platform inspection, pipeline repair, nondestructive testing (NDT) and salvage work. Offshore Divers now performs the majority of the commercial diving work in the main oilfield areas of Cook Inlet and Valdez.

Q. Who are the company's main clients?

A. Chevron, Shell Oil, Alyeska Pipeline



John Juettner emerging from ice during recovery operations on the North Slope

COURTESY OFFSHORE DIVERS

A. Yes, we're expanding to offshore North Slope in support of Shell's drilling operations.

Q. Is the company changing any of its services?

A. No. Offshore Divers has increased gross revenues each year since its inception in 1998, so we believe we have a good business model and should keep on doing what we do best.

Q. What is your company's main strength?

A. Our main strengths are our efficiency and our unparalleled safety record.

Q. What new markets, clients and/or projects did your company attract in the last year?

A. We were the only diving company approved by Shell for Alaska Arctic diving in support of the company's drilling operations. We have a three-year contract for this work.

Q. Has the company invested in any new technology in the last two years?

A. All inspection and NDT equipment are the newest technology. We don't hesitate to rely on the best equipment available. One example of technology providing an increase in both safety and productivity is our ADCP Doppler current profiler. This \$20,000 unit allows the diving supervisor to view the water speed and direction simultaneously from the seafloor to the surface. This not only permits longer bottom times, but allows the supervisor to warn the diver of dangerous currents which may be developing above or below the diver. Offshore Divers is the only diving company in the United States to use an ADCP in this manner.

Service Co., XTO Energy, Marathon Oil, BP, Cook Inlet Pipeline, Crowley Maritime and State of Alaska. Attention to safety and production has led to many sole provider contracts with large oil and marine companies.

Q. How many employees does your company have?

A. We employ up to 35 during the Cook Inlet season.

Q. Describe your essential equipment in general terms.

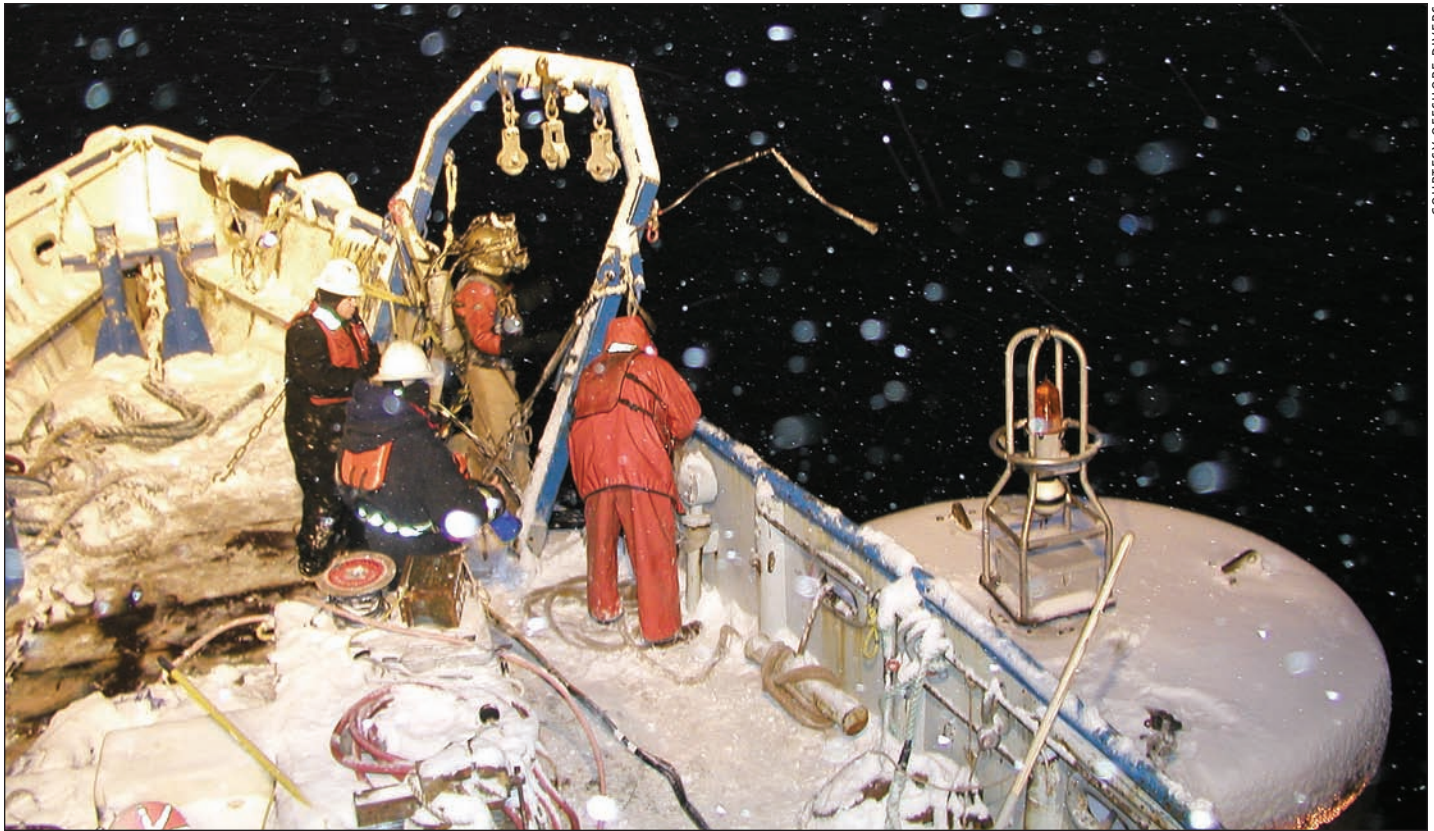
A. We operate from an 80-foot dive support vessel. Our main equipment consists of decompression chambers, compressors, inspection, welding and construction equipment.

Q. Is your company expanding any of its operations and/or locations?

Q AND

By Paula Easley

Matt Holta provided information for this article



COURTESY OFFSHORE DIVERS

Above, a diver prepares to inspect and service a buoy system in Chenega, Alaska, for Alyeska Pipeline Service Co.

Q. What is the most challenging job the company has undertaken?

A. Becoming the only company to get successfully qualified by BP to dive in Cook Inlet. We performed extensive live-boating in support of old pipeline decommissioning for BP.

Q. What are the biggest obstacles to completing work the company undertakes?

A. All work on pipelines and platforms in Cook Inlet are performed by feel in zero-visibility water. Tides in the inlet are up to 35 feet.

Q. What do you see as your company's biggest challenge in the next five years?

A. Expanding into deeper water in new areas where Shell and other companies are starting to drill.

Q. What do you see as future trends or opportunities for your company from, say, political events or long-term weather fluctuations?



COURTESY OFFSHORE DIVERS

Left to right: Pete LaPella (Chevron), Leif Simcox (Offshore Divers), Don Ingraham (Offshore Divers) Accepting safety award from Chevron in Houston, Texas.

A. Higher oil prices are leading to increased offshore drilling work in Alaska.

Q. Does your company have an anniversary or other landmark event coming up?

A. July 2008 will mark our tenth anniversary.

Q. What is the average length of time employees work for the company? Are you hiring for any positions?

A. Some employees have been with

company since it started. Prospective employees must have extensive training and experience.

Q. What is your company's safety record?

A. The company has never had a case of bends or injury to a diver. We recently received a safety award from Chevron in a ceremony in Houston, Texas.

Q. Does your company or its partners or subsidiaries maintain Web sites?

A. Yes: www.offshoredivers.com.

Opti Staffing helps clients weather economic downturns, a shrinking candidate market

Finding top talent to serve Alaska's professional, distribution, manufacturing and construction industries is Opti Staffing Group's strong suit

Opti Staffing Group is a full-service personnel company with offices in Oregon, Washington and Alaska, and with another office opening in Chicago, Ill., this June. Opti performs temporary, contract, contract-to-hire, and direct hire placements. The company was founded in Anchorage, Alaska, by three individuals with a combined 35 years in the recruitment/staffing industry. Opti Staffing Group's president oversees the Alaska operation.

Q. Where is your company located? More than one location?

A: Opti Staffing Group has operations in Anchorage, Alaska; Tacoma and Seattle, Wash.; Lake Oswego and Northeast Portland, Ore.; and we are opening an office in Chicago, Ill., in June.

Q. When was the company founded, who founded it and what was its original name?

A: The company was founded March 30, 2000, as Opti Staffing Group by Avonly Lokan, Ron Hansen and Mike Houston.

Q. Who heads up your company and who is on its senior management team?

A: The president is Avonly Lokan; vice president of sales and marketing is Mike Houston; and our vice president of operations is Ron Hansen.

Q. What is the company's primary business sector? What services does the company offer?

A: With a distinct focus on long-term placement, Opti has three distinct divisions to best serve the needs of our clients: skilled trades, operations and executive recruiting. We handle customer service, administrative, accounting/finance, management and skilled trades positions. They are



COURTESY OPTI STAFFING GROUP

Anchorage office staff gathered for this photo

provided on contract, contract-to-hire, and on a permanent/direct hire basis.

Q. Who are the company's main clients?

A: We work with clients in a wide variety of industries from manufacturing, distribution, construction and professional services.

Q. How many employees does your company have? How many in each of its locations?

A: We have 64 employees: Anchorage 14; Seattle 11; Tacoma 10; Lake Oswego, Ore., 16; North East Portland, 13.

Q. Is your company expanding any of its operations and/or locations?

A: Yes. Chicago, Ill.

Q. Is the company changing any of its

services?

A: Not at this time. Our primary focus is not on growth of market share or billable hours. It is on working with companies and candidates who realize individual efforts make a difference. Through these efforts consistent long-term growth is assured. We are committed to this and do so with a focus on the quality of service we provide and the realization that individual efforts are at the center of any company's success, which leads us to our motto of, "Our Success is Determined by Your Success."

Q. What is your company's main strength, i.e. its edge over the competition?

A: Opti firmly believes that the candidates we represent are the reason for our success. It is this philosophy that has allowed us to continue to grow and continue to change the lives of our candidates and clients.



By Paula Easley

Matt Holta provided information for this article

PESI and subsidiaries make seamless product procurement the rule

With a solid background in projects, procurement, logistics and service, Petroleum Equipment and Services Inc. measures up to demanding oilfield requirements

Q. Where is your company located? More than one location?

A. Petroleum Equipment and Services Inc. is located at 5631 Silverado Way, Unit G, Anchorage, Alaska. We have grown from a single office to a state-of-the-art 11,000 square foot facility, including 17 offices and warehouse space. We also have two satellite offices in Alaska. One is on the North Slope and the other is in Kenai, Alaska.

Q. When was your company founded, who founded it, and what was its original name?

A. We are entering into our 25th year of continuous operations as Petroleum Equipment and Services Inc. The company has maintained its original name and concept of services.

Q. Who heads up your company and who is on its senior management team?

A. Kevin S. Durling, president, is an Alaska resident of 30 years. Kevin has 36 years of oilfield experience. The senior management team includes Donald Parker, vice president, who is an Alaska resident of 30 years and who has 47 years of oilfield experience. Rick Harding is senior sales and logistics coordinator for all personnel. He's been an Alaska resident for 27 years.

Last but not least is Al Hull with 22 years of experience in the gas and oil industry. He also is a 27-year resident of Alaska and is the district manager for ASTECH. ASTECH is a specialty company that offers an environmentally safe method of cleaning and recycling thread-protectors for the petroleum industry.

Q. Does your company have subsidiaries? If so, what services do they provide?

A. In 1999 PESI acquired MRO Sales Inc., also an Alaska-based corporation. MRO is currently operated as a wholly owned

subsidiary of PESI. MRO Sales Inc. has a strong in-house sales team that reduces customers' procurement costs by offering a single-source purchasing point. In 2000 PESI & MRO added a service division with trained personnel to operate various tools and equipment for the companies we represent. Our field personnel are rig savvy and maintain our corporate standards of quality service.

PESI also created a limited liability corporation, Alaska Sales & Technology (ASTECH). As mentioned, ASTECH is a specialty company that offers an environmentally safe method of cleaning and recycling thread protectors for the petroleum industry.



By Paula Easley

Kevin Durling, President, provided information for this article

Q. What is the company's primary business sector?

A. Petroleum Equipment & Services Inc. is a broad-based operation that represents, as an agent, a variety of companies that provide equipment and service to the oil and gas industry.

Q. What are the company's main clients?

A. Our clients are all the oil companies operating in Alaska.

Q. What new markets, clients and/or projects did your company attract in the last year?

A. We're pleased to represent Porta-Kamp International. Porta-Kamp is a global leader in the manufacture, supply and construction of top-quality crew housing facilities. Through this company we supply drilling contractors and operators the broadest line of remote-area housing in the industry.

Q. How many employees does your company have?

A. We have 19 employees altogether.

Twelve are in Anchorage, three are in Kenai and four are located on the North Slope.

Q. What is your company's main strength?

A. Through the oil and gas industry's good and bad times, we've operated continuously for 25 years. We're very proud of our experience, the outstanding service we offer, the quality of our products, and above all, the best people to do the work.

Q. What do you see as your company's biggest challenge in the next five years?

A. It's always the challenge of finding experienced, qualified personnel.

Q. Does your company have an anniversary coming up?

A. This year we are celebrating 25 years of continuous operations. We have maintained our commitment to bring products and services not previously available to the Alaska marketplace. We offer customers a competitive alternative to existing suppliers, and we continue to provide existing companies and new ones entering the field with the most cost-effective equipment solutions.

Q. What is the average length of time employees work for the company?

A. The average is about eight years.

Q. What is your company's safety record?

A. Our safety record is excellent, and we keep it that way by paying strict attention to safety policies and procedures.

Q. Do Petroleum Equipment and Services and its subsidiaries maintain Web sites?

A. Yes we do. Visit these sites to learn

Providing comforts of home just one of PTI Group's multi-faceted services

From sea level to 14,000-foot high mountaintops, PTI Group provides the best quality of life facilities for people working in remote areas

PTI Group's business is turning remote possibilities into reality. Its rapid-response team has dispatched and installed 500-person camps — serving steak dinners to forest firefighters — in less than 24 hours.

Q. When was the company founded, who founded it and what was its original name?

A. PTI Group (formerly Peace Trailer Industries) was a family-run business founded in 1977 in Peace River, Alberta. The company originally built and rented trailers for the oil and gas industry working in the region. Today, PTI is a subsidiary of Oil States International (NYSE: OIS).

Q. Where is your company located? More than one location?

A. PTI Group is headquartered in Edmonton, Alberta Canada. PTI also has a number of satellite offices located in Canada and the U.S. to support sales and operations. That said, the company delivers services to customers operating in markets around the world.

Q. Who heads up your company and who is on its senior management team?

A. PTI Group is owned by Oil States International, Inc., based in Houston, Texas. Oil States International is publicly traded on the New York Stock Exchange under the symbol OIS.

PTI Group Inc.'s executive team is led by President and CEO Ron Green. Other members of the executive team and their photographs are available at www.pti-group.com/executive_team.php.

Q. What is the company's primary business sector? What services does the company offer?



PTI Beaver River properties. Serving the Alberta oil sands

A. PTI Group's core services can be defined as "industrial workforce accommodations, catering and support services." Each segment is described here:

Modular Facilities: PTI offers design, production, transportation and installation of modular structures for resource-based industries operating in isolated and harsh locations. PTI's camps can accommodate from 25 to 5,000 people.

Open Camp Properties: PTI maintains the largest chain of permanent base camps in the industry, strategically located in remote areas where many companies need to house staff at a common location. From shared rooms to private suites, PTI has a complete range of accommodation options to house personnel for any length of time. As needs grow, so do our services. Depending on the camp location, we offer everything from satellite and Internet access to confectionery items and fuel sales.

Fleet Rentals: As a cost-effective alter-

native for shorter term requirements, PTI has over 2,000 camp units specifically designed for the oil patch, mining and remote area logging. These modular self-contained accommodations vary in size to suit the needs of a project.

Environmental Services: PTI offers highly portable water and wastewater treatment plants to service the needs of facilities operating in remote areas where municipal services are not available.

Facility Management & Support Services: As part of its turnkey service offering, PTI Group handles the day-to-day operations of any facility — making sure there's food, power, water, communications, housekeeping, proper security, snow removal — whatever is required to keep the camp running smoothly and guests happy.

Facility Maintenance and Mobile Services: PTI's fleet of fully stocked service vehicles is strategically positioned to respond at a moment's notice to address maintenance issues in the field. These trucks are staffed by fully qualified jour-

Q AND A

By Paula Easley

neymen and apprentices capable of handling anything from generator servicing to full camp installations.

Q. Who are PTI Group's main clients?

A. Our core business is typically positioned to service the oil and gas, mining, forestry, military and humanitarian aid industries.

Q. How many employees does your company have?

A. PTI Group currently employs approximately 2,900 during our peak operating periods of the year, November through March.

Q. Does PTI Group have subsidiaries?

A. PTI has a number of operating divisions. An overview of each can be found online at www.ptigroup.com/divisions.php.

Q. Describe your essential equipment in general terms.

A. Aside from the fleet and open camp properties, we have two manufacturing plants in Alberta where we manufacture modular facilities for our own operations and for customers looking to purchase facilities outright. The business relies on skilled labor for our manufacturing side, and field staff for our camp, catering and facility management side.

Q. What is your company's main strength, i.e., its edge over the competition?

A. Essentially, PTI is a "turnkey" service provider offering a full complement of services needed to set up and operate a camp in remote areas. While other companies provide a very narrow suite of services (i.e. facilities-only, catering-only, etc.), PTI provides it all. Our new generation of facilities is becoming well-known for providing the best quality of life for our guests, giving us a competitive advantage. Thirty years in the business and a proven track record in some of the earth's harshest environments have made PTI an industry leader.

Q. What new markets, clients and/or projects did your company attract in the last year?



COURTESY PTI GROUP

Basecamp at Diavik Diamond Mines, Northwest Territories

A. PTI has had a fantastic year expanding its three flagship facilities in the Alberta oil sands. PTI Beaver River Executive Lodge (730 private executive suites) and PTI Athabasca Lodge (1,950 private rooms) sit on the same property north of Fort McMurray to service the growing number of oil sands projects in the area, and PTI Wapasu Creek Lodge near Fort McMurray, Alberta. This lodge has approximately 344 rooms and will expand to 1,353 rooms.

PTI also received all necessary land lease approvals to begin the construction of PTI Conklin Lodge, its fourth major lodge in the oil sands region of northern Alberta, Canada. Conklin Lodge will open with 376 rooms providing PTI's full suite of first-class accommodations and services including catering, internet service, conference rooms and leisure facilities for fitness, entertainment and relaxation.

Q. What is the most challenging job you have undertaken?

A. Each project has its unique challenges. PTI has built and installed a mining camp on a 14,000 foot mountaintop in Kyrgyzstan. We have also manufactured and installed three 1,500-person facilities for an oil sands client in a 12-month period. Our rapid response team has dispatched and installed 500-person camps serving steak dinners for forest firefighters in less than 24 hours. Our business is turning remote possibilities into reality.

Q. What are the biggest obstacles to completing work the company under-

takes?

A. The biggest obstacles are logistics (how services and facilities are deployed into the field), weather (impacts access to sites, ice roads, etc.) and availability of skilled labor.

Q. What do you see as your company's biggest challenge in the next five years?

A. Attraction and retention of skilled labor is key. PTI's business is dependent on the people in our manufacturing facilities and in the field who deliver our services. With the growing shortage of skilled labor available, PTI will need to continue positioning itself as an employer of choice.

Q. What is your company's safety record?

A. The health and safety of our customers and our employees is the most important part of our operating philosophy. We don't do anything without first considering how we can provide the safest possible workplace for everyone involved in a project, from our employees to those of our clients. We've made safety a part of our culture company-wide, ensuring we exceed best practices and government regulations. Our safety program has been recognized by industry associations as one of the best.

Q. Does your company or its partners or subsidiaries maintain Web sites?

A. www.ptigroup.com.

Tubular Solutions Alaska sees steady growth in providing supply chain management services

While constantly reviewing industry needs, TSA delivers best value in tubular goods to Alaska's major oil companies, 24/7/365

Q. Where is your company located? More than one location?

A. Our company's main location is in Anchorage, Alaska. We also have offices in Fairbanks and on the North Slope.

Q. When was the company founded, who founded it and what was its original name?

A. The company was founded in 2003 by Sumitomo Corporation of America. Tubular Solutions Alaska, LLC (TSA) was its original name.

Q. Who heads up your company and who is on its senior management team?

A. Toshikazu Nambu is the president and CEO. John Harris is general manager and chief operating officer.

Q. What is the company's primary business sector? What services does the company offer?

A. We primarily operate in the area of oil industry service and supply. Tubular Solutions Alaska provides complete supply chain management services for OCTG products for oil and gas operations as far as 700 miles north of our main offices in Anchorage, Alaska. We procure down-hole casing and tubing from various mill sources, both domestic and international, and transport it to Kenai, Prudhoe Bay and other areas in Alaska. From ordering at the mill to delivery, it can take six to nine months, depending on the availability of tubular products, so there's little room for error in specifications. A mistake would be extremely costly for our customers and our reputation as a reliable, dependable supplier.

Q. Who are the company's main clients?



A. We work with all independent and major oil and gas operators in Alaska. Much of this work is performed under supply agreements, but we do maintain substantial inventory to support the single well operation.

Q. How many employees does your company have? How many in each of its locations?

A. We have eight employees in our Anchorage office, one in Fairbanks and six on the North Slope. Our sales and planning departments are in the Anchorage office, and logistics for all operations is maintained in our Fairbanks office. Our coordination department at Prudhoe Bay arranges delivery to the North Slope customers. We're available 24/7/365. Providing good service is a requirement of all employees, from the president on down the line.

Q. Is your company expanding any of its operations and/or locations?

A. Not at this time. However, we constantly review market conditions and are positioned to meet the needs of our customers. One of the benefits of a strong financial parent is the ability to react quickly to supply changes and requirements.

Q. What is your company's main strength, i.e. its edge over the competition?

A. Our main strength is our people. Ninety-nine percent of our employees are Alaska residents. And most of our people have 20 or more years experience in the

industry. Clients call Tubular Solutions because they know we will provide them with the best value for supplying tubular goods. We sell dependability and reliability. Another important strength is our financial stability.

In addition, we maintain the largest independent inventory of OCTG products in the state. Inventory management is a challenge for any company and can be even more difficult in remote locations like the North Slope of Alaska. However, it is what TSA does best. Our goal is to eliminate the inventory needs and problems of our customers.

Q. What do you see as your company's biggest challenge in the next five years?

A. Our biggest challenge will be maintaining staff and keeping abreast of industry needs. We work hard to be an employer of choice to attract the best, most experienced people. Adapting to new customer needs and requirements — while maintaining a competitive package — places a constant demand on our staff.

Q. What do you see as future trends or opportunities for your company from, say, political events or long-term weather fluctuations?

A. TSA will continue to operate within its core business of OCTG supply management. As events unfold around the gas pipeline and the type of drilling necessary to support gas supply, customer requirements will change. TSA will adapt to the changes and will recognize continued opportunities for expansion and growth.

Q. Does your company have an anniversary or other landmark event coming up?

A. We are proud to celebrate five years of business in July of 2008.

Q. What is the average length of time

see page 17

Q AND A
By Paula Easley

continued from page 16

TUBULAR SOLUTIONS

employees work for the company? Are you hiring for any positions?

A: The majority of our employees have been with us since 2003, when the company was started. All positions are currently staffed.

Q. What is your company's safety record?

A: Tubular Solutions Alaska has an excellent safety record, with zero reportable incidents.

Q. Does your company or its partners or subsidiaries maintain Web sites?

A: We maintain a general mailbox. The e-mail address is tsaocgtsales@tsalaska.com. Our Anchorage office is at 310 K St. Ste; 402, Anchorage, Alaska 99501-2039. Phone: 907-770-8700.

continued from page 13

PESI

more about what we have to offer.

www.pesiak.com, www.mrosalesinc.com.

Our locations and contact numbers are: 111 North Main Street, Deadhorse, Alaska 99734, 907-659-9206, Fax 907-659-9207.

5631 Silverado Way, Unit G, Anchorage Alaska 99518, 907-248-0066, Fax 907-248-4429.

200 Trading Bay Road, Kenai, Alaska 99661, 907-335-2782, Fax 907-335-278-3200.

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OPTI STAFFING

Q. What new markets, clients and/or projects did your company attract in the last year?

A: Opti has established partnerships with companies on the North Slope, as well as on the Kenai Peninsula.

Q. Has the company invested in any new technology in the last two years?

A: As of June 2007, Opti Staffing Group has converted to a cutting-edge system that is contact based and allows Opti to service our clients in a more organized and efficient manner.

Q. What is the most challenging job the company has undertaken?

A: Changing the perception of what drives the staffing profession and moving toward the philosophy that business is not commodity driven and clients and candi-

dates must be at the forefront of everything we do.

Q. What do you see as your company's biggest challenge in the next five years?

A: Continuing to assist our clients in the identification of top talent, while continuing to help overcome the increasingly shrinking candidate market.

Q. What do you see as future trends or opportunities for your company from, say, political events or long-term weather fluctuations?

A: Many people believe the current situation with the economy can have an adverse effect on business. Opti Staffing Group believes that our service is even more valuable because the investment in employees can help companies sustain their competitive advantage during downturns in the economy. By utilizing Opti, a company can continue to find the top talent quickly, and reduce the amount of time that a position remains open.

Q. Does your company have an anniversary or other landmark event coming up?

A: The opening of our Chicago office in June 2008.

Q. What is the average length of time employee's work for the company? Are you hiring for any positions?

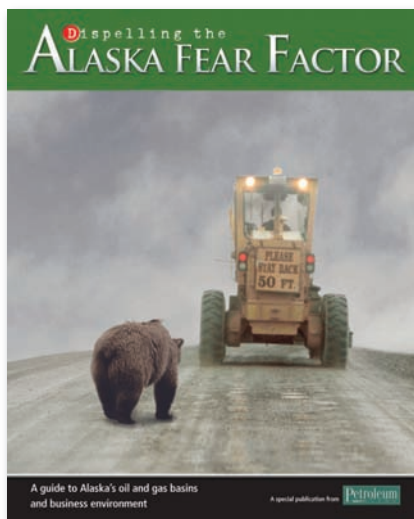
A: We are currently looking for a dynamic individual to join our team as an executive recruiter.

Q. What is your company's safety record?

A: Excellent. We recently promoted an internal employee and named him director of safety and loss control.

Q. Does your company or its partners or subsidiaries maintain Web sites?

A: Our Web address is www.optistaffing.com.



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Contact: Jeanine St. John
Phone: (907) 245-1544
Fax: (907) 245-1744
E-mail: custsvc@lynden.com
The combined scope of the Lynden companies includes truckload and less-than-truckload highway connections, scheduled barges, intermodal bulk chemical hauls, scheduled and chartered air freighters, domestic and international air forwarding and international sea forwarding services.

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Northern Air Cargo

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Anchorage, AK 99502
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Phone: (907) 249-5149
Fax: (907) 249-5194
E-mail: mliland@nac.aero
Website: www.nac.aero
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Contact: Richard Rearick, architectural mgr.
Contact: Ken Pinard, survey mgr.
Contact: Wiley Wilhelm, engineering mgr.
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Fax: (907) 273-1831
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XTO Energy, established in 1986, is engaged in the acquisition and development of quality, long-lived producing oil and gas properties and exploration for oil and gas.

Carlile's new president in it for the long haul

Linda Leary has returned to Alaska after successfully overseeing the trucking company's operations in Tacoma, Washington

By SARAH HURST

For the Petroleum Directory

When Linda Leary graduated from the University of Maine with a bachelor's degree in home economics and business studies, she thought that she might become a nutritionist or go into interior design. Little did she know back in 1982 that she would climb the trucking industry ladder to become president of Anchorage-based Carlile, a position that Leary took up on March 1.

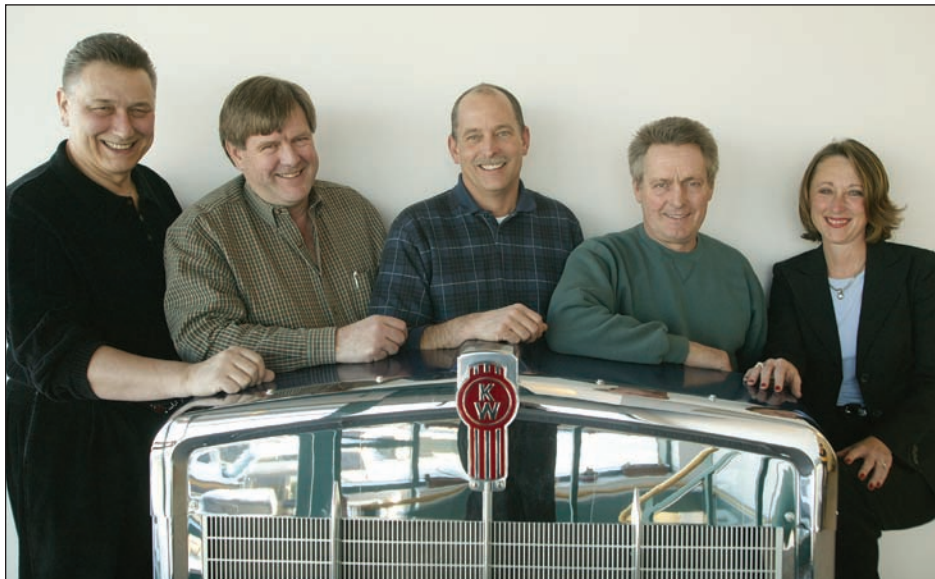
Leary now oversees a fleet of 300 trucks and 1,500 trailers, more than 600 employees and 11 terminals that stretch from Prudhoe Bay to Forest Lake, Minnesota and Houston, Texas - focusing on routes between oilfields and also the Midwest. She has just returned to Alaska from Tacoma, Washington, where Leary and her family spent the past seven years, during her time as Carlile's vice president of sales and marketing.

Leary was promoted to president of the company when co-founder Harry McDonald, who had been president since Carlile was formed in 1980, decided to take on the new role of CEO. "My role is kind of more tactical, managing the managers," Leary told Petroleum News. "His is more strategic so he can work on big projects, acquisitions, sitting on boards and doing community stuff," she said. Co-founder John McDonald, Harry's brother, is executive vice president of the company, overseeing maintenance, shops and the heavy haul group.

Growing up in a Swedish-American family in the small town of Stockholm, Maine, Leary learned from an early age that hard work can be rewarding. The mainstays of the northern Maine economy were potatoes and timber, and from the age of six onwards the children in the area were let out of school for a month in the fall to pick potatoes six days a week, for which they were paid a modest wage. Leary still remembers buying a Spirograph with one



Linda Leary has been promoted to president of Anchorage-based trucking company Carlile



Owners Karl Hoenack, VP HR, Harry McDonald, CEO, Jeff Allen, VP operations, John McDonald, Sr. VP and Linda Leary, president.

of her first paychecks. She finally got the chance to visit the more well-known Stockholm in 2001, where she celebrated her 41st birthday.

Job prospects didn't look too bright in Maine in the 1980s and Leary was looking for an adventure. Some of her friends and relatives had already moved to Alaska, so a week and a half after she finished college, she came up here and stayed with her cousins. One cousin subsequently spent 10 years as a teacher in bush Alaska, and another now owns the Steinway dealership in Anchorage.

"When I moved here the average age was 26 - it was really a lot of fun, a very entrepreneurial feel here, as it is now," Leary said. She found out recently that the average age in Anchorage is now 36, an indicator that more people are staying in Alaska permanently. Leary's first job was in customer service, working for consolidator Northern Lights Express, which is now part of Horizon Lines. Then she did a short stint at an employment agency, where she made at least one customer very happy: he just celebrated 25 years with the company she placed him in.

Leary worked for Arco for 18 months, then for Lynden as a contractor at the airport's freight terminal, until she joined Carlile in 1985. Answering the phones and dealing with the billing were among her

first duties with the company. In those early days Carlile consisted of the four owners, four or five drivers, and Leary herself. "I was manning the fort," Leary said.

In 1994 Leary became an owner-partner, and soon after that she was promoted to vice president of sales and marketing. She was responsible for the company's overall revenue and growth, as well as "making sure you understand the market you're in and looking for new opportunities to expand," Leary said. "You have to make sure you have a good rapport with operations and that they understand what the customers' needs are too - it's a balancing act," she added.

Launching Carlile into the market in Tacoma was one of Leary's biggest achievements, she thinks. Alaska is a relatively small market and everyone knows the company in this state, but Carlile was completely unknown in the Lower 48 when it started out there, Leary explained. She oversaw the construction of a 65,000-sq. ft. terminal at the Port of Tacoma, rail spur and container freight station that allows the company to handle international freight.

"One of our goals was to try and generate business that offsets the Alaska market," Leary said. "To make sure we have a good blend of clients, and markets, too. We were

see page 44

Alaskan designer produces camp with comfort

North Slope workers could soon be relaxing in their own private rooms at the end of a long shift, thanks to John Wagner's ingenuity

By SARAH HURST
For the Petroleum Directory

When John Wagner had to share a room with someone who was using a sleep apnea machine that hummed all night, he decided that life in Alaska's remote camps would be vastly improved with the addition of some privacy. Last summer Wagner conducted a survey of 130 people waiting for flights out of the Deadhorse airport, and they all agreed: having to share bedrooms and bathrooms was their number one complaint.

"When you come home from working 14 to 16 hours a day, you don't want to deal with a 19-year-old playing Nintendo all night," Wagner told Petroleum News. So he designed a camp consisting of eight single rooms,



JOHN WAGNER

each with their own showers, toilets and widescreen TVs. He also dealt with the other issues the survey participants had talked about, chief among them being high noise levels, stale air and the inability to control the temperature in camps. People told stories of blankets freezing to the walls. "You either freeze or you're cooking in your room," Wagner said.

Working for Anchorage-based Kuukpik Arctic Services at the time, Wagner took his concept to the headquarters of Stallion Oilfield Services in Houston and pitched it to that company's management. They were impressed, and Wagner spent 21 days straight sitting with Stallion's CAD expert making the rough design into something that could be built. The plans were drawn up by Anchorage-based EEIS Consulting Engineers. The camp measures 30 feet by 60 feet, totaling 1,800 square feet.

Camps meet local code

In his career with Kuukpik, Wagner had found that he was spending a great



Stallion's camp can be assembled in a few hours, which offsets the additional cost of the single room and other features.



John Wagner, standing in front of a closet and widescreen TV in one of the camp's eight bedrooms, is now Alaska regional manager for Stallion Oilfield Services.

deal of time retrofitting camps that were designed by companies based outside Alaska and that didn't comply with the local construction code or fire regulations. "You had people ordering camps

that really had never stayed in them," Wagner said. As a lifelong Alaskan he knows what is needed here, and he has ensured that every component of the camp, from windows to washbasins, can be purchased in Alaska, which cuts down the wait for replacement parts.

Some features of this camp make it more expensive than average — especially the single rooms — but that is offset by the fact that it can be assembled in just six hours, compared with several weeks or even months for other camps. Diesel fuel provides power for the camp's radiant floor heat, outside air is pumped into each room through a filter and exhausted through a filter, and the windows keep most noise outside where it belongs. "We didn't skimp on this," Wagner said. "We wanted to give the guys in the field what they wanted."

Stallion is sending 20 of the camps to Deadhorse this spring on spec with the goal of leasing them out. There's no shortage of interest, judging by the number of senior company representatives who visited a camp that was set up temporarily in the Sears Mall parking lot in Anchorage. The only part missing is the kitchen: companies using this camp will have to provide a separate kitchen facility. ■

SARAH HURST

SARAH HURST

Colville expands service across North Slope, offshore

PETROLEUM NEWS

The Regulatory Commission of Alaska recently approved the expansion of Colville's solid waste service area across the North Slope, stretching from the eastern border of ANWR westward to Point Hope and extending offshore to the Chukchi and Beaufort seas. A map of the area as proposed and approved can be found at www.colvilleinc.com.

"With this expansion, Colville holds not only the largest certificated service area of any regulated utility in Alaska, but also one of the largest service territories of any regulated utility in the entire United States," Colville attorney Matt Findley of Ashburn & Mason said in a May 27 Colville press release.

In existence since 1981, Colville Solid Waste Services has grown in response to both increased exploration and expanded production in the oil industry. The company said its environmental record is "excellent in recycling as well as disposal."

Colville's ultimate goal for the future is "zero landfill disposal," said company President and Chief Executive Officer Mark Helmericks. "We already supply a waste-to-energy plant in Spokane with



MARK HELMERICKS



BUD HELMERICKS



COURTESY COLVILLE

Colville maintains a fleet of specialized equipment, including vehicles, bear-proof dumpsters and trailers to move solid waste across northern Alaska's seasonal ice roads and year-round gravel roads.

valuable resources sorted and recycled from the solid waste stream. That material would have otherwise been buried, reducing the useful life of the NSB's Oxbow Landfill by many years."

"Colville has been a solid business presence on the North Slope since its inception, and has consistently demonstrated that it has the resources and capability to operate efficiently and reliably in the region's challenging physical and business climates," said longtime Colville counsel Bill Saupé of Ashburn & Mason.

Colville originated with the philosophy of "handling the leavings of industry in an environmentally sound manner in the harsh, yet fragile Arctic," said Helmericks.

That simple phrase is attributed to his father and founder of the company, Bud Helmericks, and is described as the founding principle of Colville's solid waste utility in regulatory documents.

Colville maintains a fleet of specialized equipment, including vehicles, bear-proof dumpsters and trailers to move solid waste across seasonal ice roads and year-round gravel. The company's staff consists of some of the most knowledgeable drivers and handlers in the business. Often pulling two loaded trailers behind a heavy hook truck, Colville drivers will log hundreds of miles in a work rotation safely handling customer's unique needs in all Arctic conditions, the company said. ■

continued from page 42

LEARY

big on the heavy haul oversize market in Alaska, a niche opportunity, and we've been growing that in the Lower 48." Much of this heavy hauling in Alaska consists of oilfield modules that weigh up to 200,000 lb, containing items like electronic equipment or compression stations.

In the coming year Leary's goals include "continuing to work on safety and having a world-class safety organization," and installing a new computer system called

TruckMate, as well as training employees. Carlile will also ramp up its communications, with Peggy Spittler as the new marketing manager, Leary said.

Leary is happy to be back in Alaska and relishing the new challenge. Her sons, Lukas and Kyle, now 17 and 19, went to elementary school in Alaska. Husband Michael is a lifelong Alaskan who currently works for a snow machine outlet in Eagle River, in the finance and credit department. He was a race marshal for the Iron Dog snow machine race for several years, and has also competed in the race himself. The

whole family enjoys outdoor activities, but "I don't really like to get cold," Leary admits.

"Growing up in New England you do canoeing, mountain climbing. It's such a grander scale here," Leary said. "I love to fish, I'm a fishing fanatic. I'd probably rather fish than golf. My dad is this vicious fisherman, he fished every day after work. If you wanted to spend time with him, you had to go fishing." Leary caught her first big rainbow trout last summer, a 28-incher. In Alaska she almost certainly has other big fish to catch. ■

AADE combines good food and fun for worthy causes

PETROLEUM NEWS

The American Association of Drilling Engineers Alaska chapter has confirmed another successful Fin, Feather, Fur, Food Festival. The annual event was held May 16 at Kincaid Park. Out of 24 participating teams Cameron - TSA took first place for the best dish, Burgoo BBQ, the BP Wells Team took second place and the MI Swaco team took third. The attendees voted for the best dessert, which went to Unique Machine's apple pie. Three judges determined the winner of the Showmanship Award, and the unanimous choice went to the Schlumberger "Schlumberstones". The Nordic-Calista "Nordic Vikings" were the first runner up. Charities receiving donations from the proceeds are Beans Café, Downtown Soup Kitchen and Kid's Kitchen. Scholarships and Knowledge Box Scholarships are awarded in the fall.

The AADE was founded in New Orleans in 1978 and is made up of an affiliation of nine independent chapters, including Alaska, with over 5000 members that are licensed and governed by an AADE National Board. The Knowledge Box is a traveling exhibit showcasing the many aspects of the oil and gas industry, including teacher resources, hands-on activities and interactive lessons correlated to state and National Science Standards. The curriculum is geared toward all grade levels and will be the organization's next national initiative. Contact Dallas Rhodes, AADE national representative, for further information regarding company sponsorship at drhodes@miswaco.com.



Clockwise from top: Schlumberger's "Schlumberstones" Nordic Calista's "Nordic Vikings" Unique Machine provided food and games for families MI Swaco team serving etouffee and fireweed cobbler



Photos by Amy Spittler

COMPANYNEWS *in brief*

Udelhoven acquires TNM

In late 2007, Udelhoven Oilfield System Services Inc. acquired True North Management LLC.

Both firms are Anchorage-based, providing project/construction management services to the Alaska, Lower 48 and international oil and gas industry. Now a UOSS division, TNM's contracts and employees transferred to UOSS, including Lee A. Gabrielson, co-founder and president of TNM, who is now a UOSS project manager and oversees the TNM operation.

Gabrielson received his bachelor's degree in engineering from Utah State University and brings to UOSS over 25 years of extensive engineering and project management experience associated with pipeline construction and maintenance, and module fabrication.

Jim Udelhoven, who founded UOSS on the Kenai Peninsula in 1970, continues to serve as CEO of UOSS, and Jim Gilbert remains its president.



JIM UDELHOVEN



JIM GILBERT



LEE A. GABRIELSON

Schlumberger signs long-term service contract with Hess

Schlumberger will provide geological, geophysical, reservoir engineering, economics, drilling, and production software for Hess Corp. under an agreement signed June 13. Terms of the deal weren't disclosed.

The pact includes data management services and enhanced application and workflow support. Hess will deploy GeoFrame reservoir characterization, Petrel seismic to simulation, ECLIPSE reservoir simulation, Merak project economics, as well as OFM and Drilling Office softwares.

"We need a comprehensive suite of software tools for our geoscientists and

STEELFAB adds biggest burning table in Alaska



CLARK JAMES MISHLER

Anchorage-based STEELFAB has replaced its 45-foot long table with a 55-long, 10-foot-wide table that steals from its predecessor the distinction of being the largest capacity burning table in Alaska. (In the adjacent photo, the plasma fuel is ignited and steel is burned.) The table burns steel, stainless steel and aluminum underwater at the fastest, computer-guided rate possible on the market, giving STEELFAB the fastest and largest capacity for cutting all kinds of steel, stainless steel and aluminum in straight or very intricate shapes. "Customers can send their specifications and designs directly to the table because of a direct link to the Internet. This capacity also allows for direct factory troubleshooting and interactions," the company said in a May press release.

engineers," said Hess' Scott Heck, senior vice president, exploration and production technology.

Tony Bowman, president of Schlumberger Information Solutions, says his company will "partner with Hess in a long-term agreement as they define and deploy their next generation interpretation platform."

For more on Schlumberger, check its website at www.SLB.com. The link for Hess is www.hess.com.

Northern Air Cargo adds Deedre Nicola to sales team

On Feb. 5 Northern Air Cargo announced it had hired Deedre Nicola to complement their statewide sales team. Nicola has worked in a variety of sales and marketing capacities for the past seven years as an Alaska resident with a background in hospitality. She will be



DEEDRE NICOLA

responsible for account management in Barrow, Kotzebue, and Nome as well as a variety of industries here in Anchorage. She will be based at NAC's corporate headquarters in Anchorage.

Northern Air Cargo is Alaska's largest all-cargo airline, operating a fleet of Boeing 737 and Douglas DC6 aircraft to multiple destinations throughout Alaska.

Unique Machine GM Hanley named coach of the year

In March, the US Youth Soccer Adidas Coach of the Year program recognized Pat Hanley of Anchorage, Alaska, as its candidate for Region IV.

Hanley is general manager of Unique Machine LLC, or UML.

The program is designed to recognize top coaches throughout the United States in girls and boys programs at the state, regional and national levels.



PAT HANLEY

"I'm both honored and humbled by this award," said Hanley, president of Northern Lights Soccer Club and head coach for the 95 girls teams. "Soccer is the fastest growing sport in Alaska and there are many great coaches throughout the state that are deserving of this honor. I share this honor with my players, parents, club, and coaches that touched the lives of the kids I coached over this past year. Without their support and inspiration, this would not have been possible. I am truly blessed to coach a group of girls that play with so much passion and heart and who exhibit tremendous character on and off the field."

In its press release, US Youth Soccer and Adidas said it was proud to "highlight these Coaches of the Year for their time and efforts in contributing to America's youth through the great game of soccer. By promoting teamwork, discipline, fitness and fair play these coaches are making a difference."

NACLink goes independent, Holthaus appointed president

NACLink, a Northern Air Cargo subsidiary, began operating as an independent company owned by NAC parent Saltchuk Resources on March 1, a status it says offers the business new opportunities for growth in the logistics field. Under a new name, Alta Air Logistics, the firm is continuing to provide clients with innovative solutions throughout Alaska and the world.

Stephanie Holthaus has been named president and is transitioning from her position as a vice president with NAC. She is filling out Alta's management team with General Manager Roslyn Mitchell and Project Manager Dave Slyker, both of whom have extensive transportation experience.

Holthaus explained that going forward the company will look to clients to help define Alta's future. "We are a team of service oriented individuals dedicated to providing high quality transportation and logistics to our customers. We are very excited about exploring new opportunities and solutions with our clients as we step into the future."

Holthaus can be contacted at 907-771-5405 or by email:



STEPHANIE HOLTHAUS

FORREST CRANE

sholthaus@shipalta.com.

LeBlanc moves to CH2M Hill

Anchorage city manager Denis LeBlanc stepped down in January to take a new job as operations and maintenance director for the Anchorage office of CH2M Hill, an engineering, construction, management and design firm that recently purchased VECO Corp. City manager since 2003, LeBlanc was formerly an executive at Alyeska Pipeline Service Co., the Anchorage-based operator of the trans-Alaska oil pipeline.



DENIS LEBLANC

ESI expands to Anchorage

Kubota Engine distributor Equipment Source Inc., based in Fairbanks, expanded its offices to Anchorage in January, and appointed Ken Pugh and Jeff Johnson as the business' new A Team in Anchorage.

Longtime Alaska residents, Pugh and Johnson each bring an acute understanding of engines and their applications to the sales team at ESI.

Johnson has 25 years experience in the engine industry working with Alaska Diesel Electric. He also has a broad background in sales and applications to benefit customers.

Pugh started his experience in an open pit mine in 1988, serving the mine as a parts guy. He moved into parts and sales as a heavy equipment dealer before spending 10 years in sales at Alaska Diesel Electric. He brings with him more than 20 years experience in a wide variety of industrial applications in both sales and after-sales support and customer service.

The new Anchorage store is located in the Huffman Business Park, 12201 Industrial Way, Unit D1.

Contact ESI at 341-2250, ken@equipmentsourceinc.com or jeff@quipmentsourceinc.com. The Web site is



KEN PUGH

FORREST CRANE



JEFF JOHNSON

FORREST CRANE

www.equipmentsourceinc.com.

ESI is an Alaska-owned and operated company and is the exclusive distributor for Kubota Engine in the state of Alaska. ESI also specializes in designing and testing Arctic products, including the top-selling indirect fired heater on the North Slope. Other products under their distribution include Carlin burners and Engineered Performance Ducting.

Northern Air Cargo makes management changes

On March 1, David W. Karp stepped up as the new president and chief operating officer of Northern Air Cargo. Karp will be responsible for all operational and financial performance for NAC and its two subsidiaries, Northern Air Maintenance Services and Northern Air Aviation Services. A life-long Alaskan, Karp has served as senior vice president and chief operating officer of NAC for the last two years.

NAC operates a fleet of Boeing 737's and Douglas DC6 aircraft throughout Alaska and has offices in Anchorage, Bethel, Fairbanks and Deadhorse.



DAVID W. KARP

FORREST CRANE

Mike Barcom joins Solstice

Mike Barcom recently joined Solstice Advertising as creative director.

Barcom brings 20 years of experience as an art director and creative director to Anchorage-based Solstice, and has worked in Alaska, Hawaii, Arizona and Colorado. He will be responsible for management of the creative department within Solstice, and will oversee all client projects.

Barcom's past experience includes work with clients in healthcare, financial services, food and packaged goods, Native corporations, insurance, tourism and recreation, among others.

Conoco partners on training

ConocoPhillips is partnering with the National Energy Education Development Project to provide teachers with training and resources on key energy topics.

Over the course of this year, ConocoPhillips will sponsor 24 energy education workshops in communities across the United States. These seminars

are designed to equip teachers in elementary, middle and high schools with tools to improve their students' energy knowledge and encourage classroom dialogue about energy.

ConocoPhillips also will sponsor teacher training through workshops at national and regional educator conferences.

"ConocoPhillips believes that the science of energy is an important topic for our nation's education system, and is pleased to join the NEED Project to provide training and resources to help energy become a part of America's classrooms," said Jim Mulva, chairman and chief executive officer of ConocoPhillips.

"As part of our company's long-standing commitment to education, we believe it is vital that we prepare today's students for careers in math and science, in order to ensure the efficient use of our natural resources now and in the future."

The NEED Project is designed to promote an energy conscious and educated society by creating effective networks of students, educators, business, government and community leaders to design and deliver objective, multi-sided energy education programs.

For more information, go to www.need.org.

Frank Chandler joins AIC

Alaska Interstate Construction LLC (AIC) said April 4 that Frank Chandler has joined the company as chief estimator.

Chandler brings 35 years of professional experience in highway, airport, waterline, sewerline, subdivision and building construction to bear in bidding and managing AIC's civil development projects.

Chandler was born in Oklahoma and raised in California. Before moving to Alaska 35 years ago, he majored in Literature and Survey Technology and spent his first dozen years in the state as a surveyor before moving into construction management.

His mathematical background has provided a sound technical basis for estimating and bidding, as well as for controlling



JIM MULVA

projects, AIC said.

Chandler spent his first dozen years in Alaska as a surveyor, before moving into construction management.

Formerly marketing vice president of Beta Construction, and before that sole estimator at Tam Construction and Pruhs Corp., Chandler will be based at AIC's headquarters in Anchorage, where he will handle bidding and manage prospects worldwide in the oil and gas, mining, public contracting, international and Cook Inlet region private development divisions.

Hawthorne named Ace Air Cargo's sales, marketing chief

Ace Air Cargo said April 18 that it has named Greg Hawthorne as its new director of sales and marketing. Based in Anchorage, Hawthorne, 47, has been with Ace Air Services for four years as director of operations in Unalaska.

In his new role, he will divide his time between the firm's Anchorage headquarters and the Dutch Harbor-Unalaska station.

"We are glad to have Greg join our Anchorage-based Ace team," said Mike Bergt, Ace Air Cargo president. "He will bring solid experience within the company and a new energy to our sales and marketing operations."

Ace has 57 employees and has freight and passenger charter operations that serve locations in Western Alaska, Southcentral Alaska, the Aleutians, the Pribilofs and Southeast Alaska.



GREG HAWTHORNE

American Tire looks to buy Goodyear's Topeka's OTR plant

In an April 21 letter to Goodyear Tire & Rubber Co.'s board of directors, American Tire Corp. offered to buy Goodyear's OTR tire plant in Topeka, Kan., at "any reasonable price."

The Topeka operation is Goodyear's largest OTR tire plant in the world and its only one in North America. If it's successful in purchasing the plant, ATC plans to spend \$200 million to modernize it, increase by at least 20 percent its production capacity for all sizes of OTR tires, and create more and better paying job opportunities.

According to ATC, the acquisition would not affect its manufacturing activities in Washington.

Already a well-established OTR tire manufacturer, ATC's objective is to become the largest and best manufacturer for 63-inch and 57-inch tires.

For more information, visit its Web site www.americantire.us.

Alaska Railroad profits up in 2007 on increased ridership

The Alaska Railroad Corp. made a profit of \$16.3 million for 2007, up 57 percent from the prior year, according to its annual report released in April.

Total revenues were \$169.3 million for the year, with operating revenues rising 12 percent to \$148.6 million.

Passenger ridership rose to a record of nearly 565,000 travelers, and assets grew by \$120 million to \$835 million.

"The Alaska Railroad had another banner year," said John Binkley, chairman of the railroad board.

The only troubling part of the report was a decline in freight tonnage for 2007, though freight revenues rose.

For the future, the railroad managers want to be prepared in the event of an economic downturn, Binkley said, and the board decided 2007 should be a year of belt-tightening.

The railroad has to be prepared for more economic gloom Binkley noted, or for the growth that a natural gas pipeline would bring.

"Accommodating either economic scenario will require the railroad to improve our fundamental corporate position, focus more on the core business, and streamline the organization where possible," Binkley wrote.

"2007 allowed us to pause, re-baseline, and prepare a follow-on five-year plan," said Pat Gamble, the railroad's president and CEO.

The year also was marked by the signing of three important labor contracts, issuance of \$88 million in revenue bonds, and an aggressive maintenance program. The railroad laid more than half a million feet of new rail, 61,000 wooden ties, and 22,000 concrete ties, still coming in \$1 million under budget for the mainline track work, according to Gamble.

There were only 14 minor derailments, none on the main line, and the corporation compiled an excellent safety record for the year, he said.

Schlumberger teams with other firms on hydrates project in Canadian Arctic

In Canada's Arctic, Schlumberger recently worked with the Japan Oil, Gas and Metals National Corp., Natural Resources Canada and the Aurora Research Institute to conduct the world's first de-pressurization test of gas hydrates in the Mackenzie Delta. (See article on this project in the April 27 edition of Petroleum News online at <http://www.petroleumnews.com/pnads/643077844.shtml>.)

The project used services and technologies from Schlumberger IPM and Artificial Lift, in addition to Well Testing Vx multiphase meters, Completions MeshRite sand screens, and Well Services ARCTICSET cementing blends.

Reservoir parameters were monitored in real time by the Schlumberger technology center in Fuchinobe, Japan.

Wally Niles back at NAC

Northern Air Cargo said in mid-April that Wally Niles has been appointed the company's director of operations, effective May 3.

Niles is returning to NAC where he previously spent 21 years. Recently he has spent more than six year with the Federal Aviation Administration as an aviation safety inspector.

An Alaska resident for 36 years, Niles has a degree in Professional Piloting from the University of Alaska Anchorage.

In his new position he will be responsible for all aspects of Northern Air Cargo's flight operations.

ATC starts delivery of Colorado 33.00R51 radial tires

American Tire Corp. said in an April 23 press release that it has started delivery of all-steel radial Colorado 33.00R51 E4 tires.

ATC said it has delivered bias Colorado 33.00-51 E4 58PR tires with guaranteed 3,000 ~ 8,000 work hours for "quite a long time," and its heat-resistant 33.00-51 bias tires normally work around 5,000 hours in tropical areas.

The all-steel radial Colorado 33.00R51 tires have been testing since early 2008. The final launch of this size, ATC said, enables it to satisfy more users for long haul purpose.

Crowley delivers new assist tug to Cook Inlet for Tesoro



COURTESY CARLA STANLEY

Tesoro Alaska took a major step to improve oil spill prevention in Cook Inlet recently when it contracted with Crowley Maritime Corp. for the construction of a new tractor tug, the first permanent vessel of its kind.

According to Cook Inlet RCAC, Captain Jack Jensen of Tesoro Alaska said the new assist tug, the M/V Vigilant, arrived in Homer on March 25. While in Homer, a few minor adjustments were made to the vessel before it was permanently stationed in Nikiski.

Cook Inlet RCAC has long advocated for a full-time tug to serve in Nikiski as an added precaution to wintertime berthing and unberthing operations of crude oil tankers. Currently, however, U.S. Coast Guard and State of Alaska regulations do not require the presence of an assist tug at the Nikiski dock.

"Tesoro should be applauded for their commitment to navigational safety by bringing this tug into Cook Inlet," said Cook Inlet RCAC executive director Michael Munger. "It's a rare but welcomed occurrence for a corporation to go above and beyond regulatory compliance."

The M/V Protector, the tug being replaced by the 6,700 horsepower Vigilant, was brought into service in January 2007 when heavy ice conditions in Cook Inlet threatened tanker moorings. The Vigilant will be operated for Tesoro by Crowley.

A small delay in early November occurred when the ship yard responsible for fabricating the new tug Vigilant, Nichols Brothers Boat Builders Inc. of Langley, Washington, shut its doors and filed for bankruptcy. At that time, Crowley indicated that the Vigilant was 90 percent complete and the christening, originally slated for early January 2008, was going to be delayed by two months and possibly longer. The construction later resumed in early December.

The Vigilant departed Washington on March 17 for its nine-day maiden voyage to Alaska.

—Petroleum News

According to ATC's new policy, all Colorado tires, including the newly developed 33.00R51 radial tires, made after April 1 are guaranteed a normal performance from 6 months to 12 months on site. Also, the company is providing on-site engineering service, free of charge, for all Colorado OTR tire users with large orders or long-term contracts.

With the objective to become the largest and best manufacturer for 63-inch and 57-inch tires, ATC is a well-established OTR tire manufacturer which has had several "firsts" in the OTR tire industry, the company said in its press release.

For more information, go to <http://www.americantire.us>.

H.C. Price, Gregory & Cook Construction merge pipeline infrastructure businesses

There's a new combination in the pipeline-infrastructure business, as Charles Price, chairman of H.C. Price Company, and Paul Gregory, president of Gregory & Cook Construction, Inc., have combined their businesses. The change came on January 31.

Price Gregory Services Inc. brings together two of the largest and most respected pipeline-related infrastructure businesses in North America.

The combined company will have a larger asset base, greater geographic coverage, and expanded management depth.

Price Gregory Services is also moving to build a broader midstream infrastructure company, adding two executives who formerly worked for Hanover Compressor Co.

John Jackson, formerly Hanover's president and CEO, and Lee Beckelman, formerly Hanover's CFO, have come to work for Price Gregory Services to augment the corporate management team, and have solicited an equity investment from SCF Partners, a leading energy-focused private equity firm.

Jackson and Beckelman will be leading a future initiative for strategic growth and financing. Tom White, currently president of Price, will become the COO of Price Gregory Services.

Gregory and Price will serve on the board of Price Gregory Services.

Davenport returns to Solstice

Emily Davenport, who grew up in Juneau, has returned to Alaska to work for Solstice Advertising in its Anchorage office.

Davenport recently moved to Anchorage from Chicago, where she worked for Plan B. Besides her work servicing ad accounts, Davenport has been a campaign coordinator, art director and media strategist.

She formerly worked at the White Pass and Yukon Routes and as a manager for Collaboration, a non-profit arts foundation.

Davenport will oversee client relations and play an active role in business development at Solstice.



EMILY DAVENPORT

Schlumberger technology used in record-setting offshore well

*Company team helps Maersk Oil Qatar break 10 records
with extended reach drilling project*

PETROLEUM NEWS

Schlumberger's expertise in advanced drilling technologies again bore fruit in a recent well drilled offshore Qatar, as engineers set ten new records in extended-reach operations as a Schlumberger team spent more than a year assigned to the project.

Among the landmarks was a new record for total depth of an astounding 40,320 feet for the well drilled by Schlumberger customer Maersk Oil Qatar in the Al Shaheen offshore field. Total stepout distance was 35,770 feet.

In all, the well set 10 records including:

- Longest well ever drilled
- Longest along-hole departure (37,956 ft)
- Longest 8 1/2-in. section (35,449 ft)
- Highest ERD ratio (AHD/TVD): 10.485
- Highest Directional Drilling Difficulty Index (DDI): 8.279
- Deepest directional control
- Deepest downlink, MWD transmission and LWD Geosteering (40,320 ft)
- Deepest battery-less operation
- Longest reservoir contact (35,449 ft)
- Longest open hole

"Extended reach drilling is a natural application of our high-performance drilling technology," said Mike Williams, global sales manager, drilling and measurements, Schlumberger. "This helps our customers access more reservoir vol-

umes from a single drill site, reducing overall costs and environmental impact."

Drilled in two runs

The 8 1/2-inch horizontal section was drilled in two runs with the PowerDrive X5 and PowerDrive Xceed RSS. The TeleScope high-speed telemetry-while-drilling system transmitted geosteering information in real time and continuous measurements of the parameters that affect drilling efficiency.

The system also ensured that commands were received by the bottomhole assembly all the way to total depth. Continuous trajectory control enabled drillers to keep the wellbore within the 3-foot 'sweet spot' of the 10-foot thick reservoir 95 percent of the time, Schlumberger said.

One new technique involved using a turbine generator driven by drilling fluid circulation, allowing battery-less operation of the TeleScope, geoVISION and adnVISION systems.

Schlumberger provided close support as the project was designed and completed. Drilling engineers located in Maersk's offices provided close collaboration and Operation Support Center (OSC) engineers made sure that clear communications and vital data were available for decision-making. Schlumberger's repair and maintenance personnel prepared and tested the equipment as Maersk sent the drill to its unprecedented destination. ■

Solstice Advertising provides a full range of advertising and public relations services in Anchorage. The company website is www.solsticeadvertising.com.

Lounsbury and Associates establishes UAA scholarships

In May, Lounsbury and Associates

announced the establishment of the Hewitt V. Lounsbury Scholarship benefiting engineering and geomatics majors at the University of Alaska Anchorage. Two scholarships will be awarded each semester to degree-seeking engineering and geomatics students. Plans are for the scholarship to become a self-perpetuating endowment.

Interested students should contact the financial aid office at the University of Alaska Anchorage for details.

Hewitt V. "Hoots" Lounsbury came to Alaska in May 1944 with the U.S. Army Corps of Engineers. Hewitt was born in St. Paul, Minn. on Feb. 22, 1911 and passed away Jan. 8, 1971.

In 1946 he started a candy company called L&W Candies, later known as Brownie Bear Candies. He founded Hewitt V. Lounsbury and Associates in 1949.

Hewitt served on the Anchorage City Council and was Mayor from 1958-1959. He was also an active member of the Downtown Rotary and one of the founding members of the Alaska Society of Professional Land Surveyors.

Lounsbury and Associates is the oldest continuously operating surveying and engineering company in Alaska with 60 employees in Anchorage, Wasilla and Kuparuk.



American Tire donates to China earthquake fund

American Tire Corp. (ATC) recently donated US\$15,000 to World Hongming Foundation's Earthquake Relief & Reconstruction Fund to aid the relief and reconstruction efforts in the wake of the massive earthquake affecting China, the company said in May.

The magnitude 7.9 earthquake took place on May 12, causing the deaths of more than 20,000 people. Nearly 30,000 people, including thousands of government officials, remain buried in collapsed buildings, and millions of people became homeless. Thousands of students lost their schools.

Established in 2002, World Hongming Foundation is an IRS-approved nonprofit, public-benefit, charitable foundation organized under the Section 501(c)(3), Internal Revenue Code.

For more information, go to Web site: www.whmf.us.

Schlumberger releases ACTIVE downhole coiled-tubing services

In early May, Schlumberger released the ACTIVE family of live downhole coiled-tubing services. The company said

these services provide innovative interventions to elevate the performance, efficiency and results of coiled-tubing operations in various types of well configurations.

A ruggedized high-bandwidth fiber-optic cable deployed inside the coiled-tubing string connects bottomhole sensors with surface monitors and controls, allowing engineers to measure, interpret, and act on downhole events in real time as they unfold.

Continuous monitoring provides instantaneous insight and quantitative feedback on the progress of downhole treatments, and alerts the engineer to any deviation from the job design.

The real-time measurements can be instantly cross-referenced to surface and reservoir data so that service performance can be evaluated and enhanced, Schlumberger said.

"You can only improve what you can measure," said Sherif Foda, vice president, coiled-tubing services, Schlumberger. Presently, the ACTIVE portfolio is composed of six services.

For more information, visit: www.SLB.com/active.

Alta Air promotes Mitchell

On May 1, Roslyn Mitchell accepted the position of vice president for Alta Air Logistics. Her responsibilities include business development and strategic planning, as well as providing oversight to the operational aspects of the business, Alta Air said in a press release.

In her role as general manager, "Roslyn has demonstrated her dedication, ability to lead and confidence in the rigorous growth plans of the company. We are very happy that she is taking on the challenges and rewards of the vice presidency," Alta Air Logistics said in a prepared statement May 20.

Northern Air Cargo nominated for prestigious freedom award

Northern Air Cargo said May 29 that it has been nominated for the prestigious Secretary of Defense Employer Support Freedom Award, the United States' highest recognition given to American employers of National Guard or Reserve members for their exceptional support above the requirements of federal law.

The 2008 recipients will be announced midsummer and honored in Washington, D.C. at the 13th annual cere-

mony on Sept. 18.

To learn more visit www.esgr.mil.

This nomination originated with a Northern Air Cargo employee serving in the National Guard or Reserve. NAC is proud of all its employees who serve in the Guard or Reserve and in his press release about the award said, "We are thankful to them and to their families for their service."

ENSR wins multiyear Corps cleanup contract in Alaska

ENSR was recently awarded a \$4.5 million, three-year U.S. Army Corps of Engineers contract to perform environmental consulting engineering services under the Hazardous, Toxic, and Radioactive Waste, or HTRW, program at multiple locations in Alaska. ENSR, part of AECOM, is a leading global environmental management firm.

The Corps' HTRW program covers planning and design for cleanup of unsafe, hazardous, toxic, and radiological waste and debris as part of a broader Corps environmental program designed to clean up formerly-used defense sites.

ENSR will provide site investigation, remedial investigation and feasibility studies, hazard and risk assessments, and will ultimately develop the most appropriate, cost-effective remedial action plans.

"ENSR has worked within the Alaska District's HTRW program since 1994, and we're delighted to support the U.S. Army Corps of Engineers' commitment to Alaska's environment and communities," said ENSR Alaska operations manager Chris Humphrey, P.E.

ENSR supports Corps districts worldwide with a full spectrum of environmental services, including planning, compliance, investigation, design, and remediation.

ENSR is currently providing HTRW dredged material management, Base Realignment and Closure (BRAC), hydraulic engineering, planning, and compliance support to 10 Corps districts nationwide.

ENSR is a leading worldwide environmental firm serving industrial clients and government agencies with 2,600 employees from 90 global offices. The company



CHRIS HUMPHREY

provides comprehensive consulting, engineering, remediation, and environmental health and safety (EHS) management solutions, and is the recipient of numerous industry, client EHS, business achievement and organizational innovation awards.

For more information, visit:
www.ensr.accom.com.

Marketing Solutions welcomes new account managers

Anchorage-based Marketing Solutions, an award-winning, full-service advertising and public relations agency, recently added three staff members to its client services team. As account managers, Lincoln Garrick, Blake Arrington and Michelle McMillian will represent several of the agency's most prominent clients.

McMillian, a graduate of the University of Miami, brings "an effective combination of creative campaign strategy and dedication to excellence to her client relationships," the agency said in a June 11 press release.

As a former marketing professional for various Florida-based companies, McMillian represents Marketing Solution's clients in the telecommunications, education and tourism industries.

Garrick, an Illinois native, graduated from the University of Alaska Anchorage's School of Business and is currently earning his master's degree from Alaska Pacific University.

Garrick brings an extensive background in the education and nonprofit industries to the agency, where he works with clients in the healthcare and mining industries.

Arrington's extensive experience in the tourism and marketing industries "translate easily to his new role as account manager for several of MSI's tourism clients," Marketing Solutions said.

After serving in various roles for Hawaiian Vacations, including marketing manager, he works closely with the agency's clients in the tourism and transportation industries.



LINCOLN GARRICK



MICHELLE MCMILLIAN

Carlile receives national awards from transportation group

Anchorage-based Carlile Transportation Systems said April 14 that it has received two first-place awards from the Transportation Sales and Marketing Association of America, a national organization founded in 1940 and dedicated to improving knowledge and communication skills through sales and marketing in the transportation industry.

This year's recipients were presented at the annual national convention in Phoenix, Ariz., on April 8. Carlile said recipients of the awards reflected a diverse membership of the industry including companies with billion-dollar global networks and smaller niche service transportation companies.



HARRY MCDONALD



JOHN MCDONALD

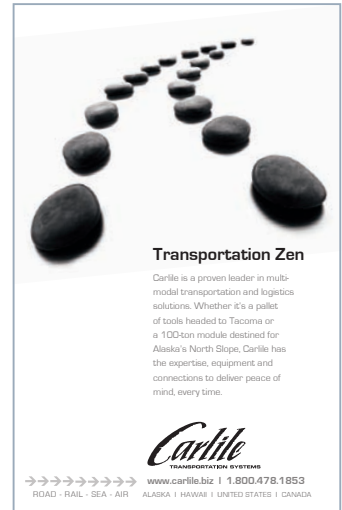
Carlile received two first place awards for their 2007 "Zen" print ad campaign and the development of services marketing materials. Both the ad and correlating support pieces were created for Carlile with the assistance of their marketing and advertising agency, Marketing Solutions, and graphic artist Mariajose Echeverria.

To view the ad series and promotional materials visit carlile.biz or marketingsol.net.

Founded in 1980 by brothers John and Harry McDonald, Carlile has grown from two tractors to one of Alaska's largest trucking companies. Carlile Transportation Systems is based in Anchorage, Alaska and has 675 employees, including 110 at the Tacoma location.

Carlile terminals serve Alaska from Anchorage, Fairbanks, Kenai, Kodiak, Prudhoe Bay/Deadhorse, Seward, Forest Lake, Minn., Tacoma and Fife Wash., Houston Texas, and Edmonton, Alberta.

Carlile also offers service between the West Coast and Honolulu, Hawaii.



MARIAJOSE ECHEVERRIA

Schlumberger: Microseismic downhole monitoring goes live

In a May 30 press release Schlumberger said its microseismic monitoring "provides direct 4D information about stress changes in a reservoir by recording seismic waves generated during very small slip events."

Relatively new to the oil and gas industry, the technology can "map the path of fractures from the wellbore into the reservoir as they are created by hydraulic stimulations. When used with recently developed real-time monitoring technology, microseismic information helps engineers optimize production and mitigate risk throughout the life of the field by optimizing hydraulic fracturing jobs on the fly," Schlumberger said.

Previously, microseismic data from a produced or stimulated well was acquired using a tool positioned in a separate well often drilled for that purpose. Today, "an innovative technology that reduces noise associated with fluid flow allows this data to be obtained in active treatment or production wells," the company said.

Used with the PS3 passive seismic sensing system, the Omega-Lok device couples geophones to the inside of casing as part of the well completion. It also decouples the sensors from the tubing, "minimizing completion noise passively while maximizing formation coupling.

A hydraulically activated release mechanism is used to deploy the fit-for-purpose, low-noise-floor sensors," reducing the noise by a factor of 100 compared with other tubing-conveyed monitoring

methods, enabling “long-term monitoring without the cost of drilling offset monitor wells and exploits the full value of microseismic information on a reservoir-wide scale,” Schlumberger said.

Schlumberger, WesternGeco acquire Integrated Exploration Systems

Schlumberger said June 8 it has acquired Integrated Exploration Systems, the Aachen, Germany-based supplier of advanced petroleum systems modeling software and services for the exploration and production industry.

IES specialized in the modeling of the generation, migration and entrapment of oil and gas using PetroMod software, which Schlumberger said is used to “estimate undiscovered hydrocarbons in frontier basins,” mitigating exploration risks.

“The combination of IES expertise with WesternGeco and Schlumberger technology will ... provide our customers with fully integrated exploration services,” said Dalton Boutte, WesternGeco president and Schlumberger vice president.

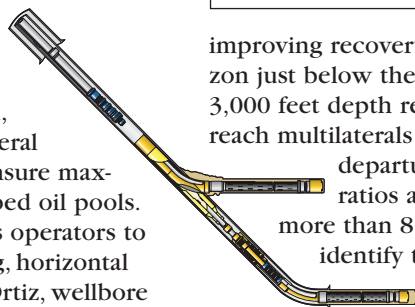
IES’s Aachen headquarters will become a Schlumberger Center of Excellence for Petroleum Systems Modeling.

Baker installs breakthrough tool system on North Slope

Baker Oil Tools has completed the world’s first successful installation of an innovative new drilling system, using it in the challenging conditions on Alaska’s North Slope.

The new rotating, self-aligning multilateral (RAM) system allows operators to continuously rotate liners and screens into extended-reach lateral bores while simultaneously landing multilateral junctions.

In the Alaska situation, “extended-reach multilateral wells are necessary to ensure maximum contact with trapped oil pools. The RAM System enables operators to efficiently construct long, horizontal multilaterals,” said Alex Ortiz, wellbore construction manager for Baker Oil Tools. “The RAM system is an evolutionary tool based on our HOOK Hanger and FORMation Junction technologies.” The operator on this well found that



improving recovery from the sand horizon just below the permafrost at around 3,000 feet depth required extended-reach multilaterals with horizontal departures of more than 5:1 ratios and liner lengths of more than 8,000 feet. Baker didn’t identify the operator.

Continuous rotation was needed to get the drill pipe and liner to total lateral depth in these long horizontal sections. The RAM system was used to land two multilateral junctions and simulta-

neously rotate liners to bottom.

Liner length of the upper lateral was 8,689 feet and total depth was 17,035 feet, at 3,212 feet total vertical depth.

It was the world’s first successful RAM multilateral system. Expanding the use of this system could provide an economical option for developing the large viscous oil reserves in Alaska, according to Baker Oil Tools, a division of Baker Hughes Inc.

More information on the company and its drilling technologies is available at www.bakeroiltools.com

CH2M Hill pilot program for Southwest Alaska a success

Fifteen students recently completed a pilot program offered by CH2M Hill to promote career advancement for residents of southwest Alaska. Graduation was held at the Southwest Alaska Vocational & Education Center in King Salmon on April 12.

The students came from almost all areas of southwest Alaska, from Bristol Bay to the Aleutian and Pribilof islands.

Under the direction of certified instructors from CH2M Hill, students completed vigorous three-week training courses in sheet metal and scaffolding; all with an emphasis on safety.

Those finishing the program, which emphasized safety, will be offered employment on the North Slope, CH2M Hill said, noting that the company focused on Southwest Alaska because it was an untapped resource for personnel.

“We focused on Southwest Alaska because it is essentially an untapped resource for workers. With the significant amount of oil and gas work in Alaska on the horizon, our long term goal is to develop a transferable workforce to meet the needs of our company and our clients,” said Trevor O’Hara, CH2M Hill.

Of the 18 students that began the program, 15 were able to maintain the high quality and safety standards required of CH2M Hill employees. The focus of the program is to simulate a real life work environment that will prepare these students to join and succeed in the workforce.

“This project has a focus on recruiting and retention of entry-level employees joining the North Slope environment successfully,” said O’Hara.

While at SAVEC, students were also taught “soft” skills, including resume writing and construction math to further enhance their employability.

Call Trevor O’Hara for details about upcoming Alaska programs at 907-246-4608.



Graduates of CH2M HILL’s pilot program in King Salmon, along with their instructors. The students completed a three-week course in sheet metal and scaffolding, preparing them to enter the workforce.

Those finishing the program, which emphasized safety, will be offered employment on the North Slope, CH2M Hill said, noting that the company focused on Southwest Alaska because it was an untapped resource for personnel.

Siberia technology school opens

PETROLEUM NEWS

Schlumberger officially opened its new Siberian Training Center in Tyumen, West Siberia, in the Russian Federation on March 21.

Vladimir Yakushev, governor of the Tyumen Region, and Andrew Gould, chairman and chief executive officer of Schlumberger, officiated at the opening ceremony in front of more than 170 guests drawn from regional government, oil company and Schlumberger representatives.



The new state-of-the-art center has been designed to provide basic and advanced training in the Russian language for Schlumberger field engineers and specialists as well as to offer specialized courses for the Russian oil and gas community. The site covers 150 hectares (371 acres) and is entirely self-sufficient with accommodation for 160 students in custom-designed study-bedroom cottages, Schlumberger said in a press release about the facility's official opening.

More than \$100 million

Total investment will exceed \$100 million. The center is the latest and largest of such centers that Schlumberger is opening around the world, Schlumberger said.

Opening the facility, Governor Yakushev remarked, "On behalf of the government of the Tyumen Region, I would like to thank Schlumberger for selecting the region for making the investment

and building this training center. I am sure that the center will contribute considerably to the training of oilfield service workers not only in the Tyumen Region but also in Russia as a whole."

The center includes classrooms, workshops, fully equipped laboratories and field technical equipment to provide Schlumberger geoscientists, field engineers, field technicians and maintenance engineers from the Russian Federation and Russian-language countries with new technology skills.

Training courses will be held in artificial lift, directional drilling, well cementing and stimulation, data services and information solutions as well as in integrated project management. A strong focus will be placed on technologies applicable worldwide, as well as on fit-for-purpose applications for the Russian market, Schlumberger said.

First of three training centers

"The Siberian Training Center is the very latest of only three new-generation training centers that we are opening around the world. These new centers are designed to respond to the challenge of training the future generations of engineers and technicians that the industry will need. They are remarkable not only by their size, but also by the training opportunities that they provide," said Gould.

Construction of the center started in February 2006. The first phase, which included completion of the specialist driver-training facility, opened in January 2007 and the main facility and accommodation blocks opened in February 2008.

The training capacity is expected to double over the next year to reach 350 students. ■

Bieber's novel 'Saylor's Triangle' makes Anchorage debut

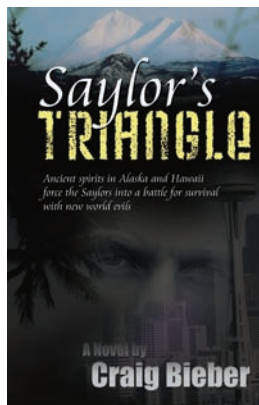
Former M-I Swaco Alaska manager and Petroleum Club of Anchorage President Craig Bieber hosted a book signing at the club on June 19 for his new novel, "Saylor's Triangle." Bieber was surrounded by family and colleagues and the evening appeared to be a success, giving him not just an opportunity to sell books, but a chance to get some feedback and catch up with old friends.

Saylor's Triangle is an adult action drama that takes place in Alaska, Hawaii, and Washington.

Nick Saylor is a wealthy man when he semi-retires on the island of Maui, leaving his sister Beth in Seattle as president of Saylor Industries and Beth's flawed ex-husband Devon as the company's Alaska manager in Anchorage.

Devon quickly heads Saylor Industries down a path of destruction with his affinity for criminals, loose women and dirty money.

Nick is drawn back into the business by the mystical warnings of a new kapuna friend in Maui, and an Alaska Native spiritual leader. Beth and Nick contend with Mexican drug cartel members, deranged killers-for-hire, would-be terrorists, law-enforcement agents, and a drug dealer as they scramble to save themselves, their company and a slice of humanity.



"Saylor's Triangle" has been selected to be part of the Tucson Festival of Books in March 2009 at the University of Arizona, where authors from all over the United States will participate. The event draws 50,000 visitors over a three-day period.

Bieber's novel also has a five star rating from Amazon Books, including the following review from Richard E. Kelly, author of Growing Up in Mama's Club: "I just completed reading 'Saylor's Triangle,' and I am still out of breath. ... The book is well-written and difficult to put down. ... Be prepared to be tantalized and surprised by the unexpected. ... Bieber is a great storyteller,

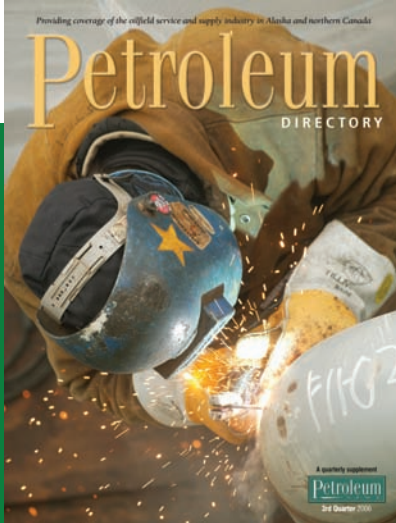
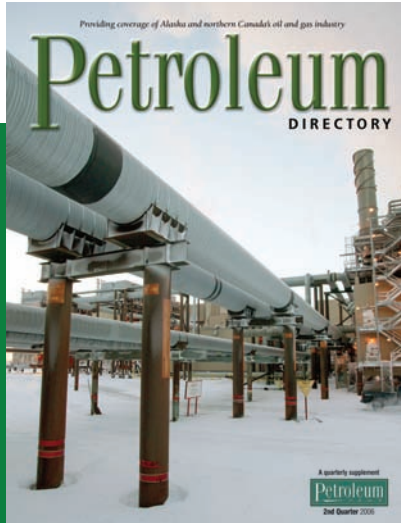
and this book is a must read."

Bieber was born, raised, and educated in South Dakota, at a time when he says "imagination, dreams, and literature were the windows to the world." After nearly 40 adventurous years in Alaska, he wrote "Saylor's Triangle." He now spends summers in Anchorage, winters in Tucson, and is working on a new novel.

If you missed the signing you can find information about his book at www.saylorstriangle.com or you can purchase the book online from Amazon.com or pick up a copy in Anchorage at Title Wave or Borders book stores.

—Amy Spittler

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