

twma update

Oil and gas waste management newsletter for TWMA staff and clients

September 2011

TWMA Lands First Offshore West Africa Contract



Multi-Million Dollar Hess Contract • Extended North Sea Deal With TOTAL • TWMA Targets Norway Growth • First Peru Project • New Website Launch • Onshore Processing Contract Wins • Record Month for Peterhead Site • New Head of Environmental Services Division • Tall Ships Sponsorship

Welcome to the latest edition of TWMA's Newsletter

As we enter the second half of 2011, now is a good time to reflect on our achievements this year and look forward to the rest of 2011.

We have accelerated growth through expanding our customer base and identifying opportunities for our services in new markets. Increasing our focus on the Norwegian North Sea, West Africa and Latin America has paid off immensely with the award of significant new onshore and offshore drilling waste management contracts. There are promising opportunities to penetrate these markets further as we build relations with new and existing clients in these regions.

In response to growing worldwide demand for our services, we are increasing our rental fleet of TCC RotoMills and to help us continue providing a responsive service to our customers, we have already recruited around 50 talented onshore and offshore personnel this year as part of our ongoing recruitment drive.

We consistently pursue the progression of our innovative technologies, evidenced by the development of the new TCC RotoMill Heli-Lift unit, which gives us access to previously unreachable oil and gas projects in remote areas. The launch of this equipment is a first for the industry and I'm extremely proud to introduce it at Offshore Europe 2011 in Aberdeen.

I look forward to building on the success of this year and to seeing you all at our Offshore Europe stand, 2D07.



Ronnie Garrick, Managing Director

Solids Control Deal Offshore West Africa

TWMA has won its first offshore service contract in West Africa, signifying its intention to expand its business in this important region.

The contract was awarded by AGR Petroleum Services and is worth around £1million over six months. It covers supply, installation and operation of an integrated drilling waste management solution.

TWMA will provide a range of solids control to AGR for its drilling campaign in the Hyperdynamics' concession offshore the Republic of Guinea.

The drillship Jasper Explorer has been contracted by AGR, on behalf of Hyperdynamics, for this exploration project. It will leave Singapore where it is currently based for Conakry in Guinea later this month with drilling due to commence in August.

The service package, which includes cuttings dryers, centrifuges and pumps along with TWMA's field proven CCDS cuttings handling, storage and transfer system has been deployed from TWMA's facilities in Aberdeen and Egypt.

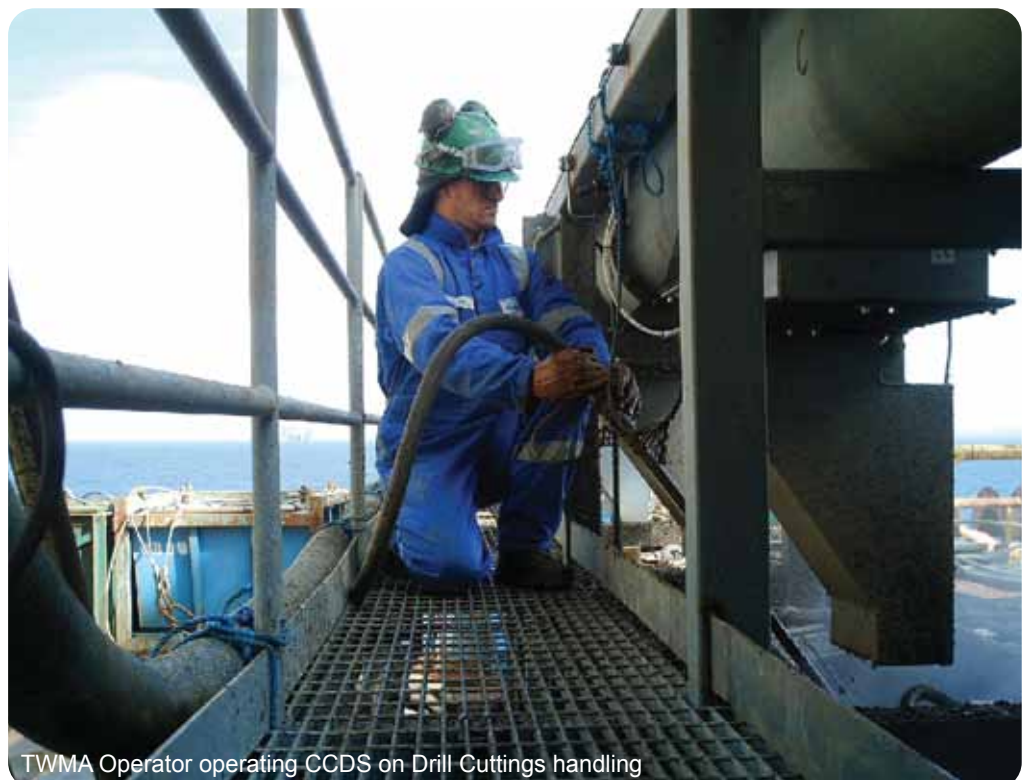
A crew of up to 15 technicians will be mobilised from Aberdeen to install the equipment on the drillship and an operating team will remain onboard for the duration of AGR's drill programme.

Ronnie Garrick, managing director of TWMA, said: "West Africa is a priority region for our ongoing internationalisation plans and this landmark contract offshore Guinea provides a basis for us to continue expanding our waste management services in the region.

"Our ability to provide a complete solids control package to AGR and deliver short

mobilisation times for projects worldwide sets us apart from other companies. We are delighted that AGR has chosen to work with TWMA again and look forward to this latest campaign.

"As we continue to strengthen and build relations in West Africa through a focused and dedicated resource for the region, we are confident of winning further new business for all our service lines."



TWMA Operator operating CCDS on Drill Cuttings handling

TWMA Secures Multi-million Dollar Deal with Hess in North Dakota and Plans Major US Expansion

TWMA was recently awarded a multi-million dollar contract by Hess Corporation to process, recover and recycle drilling wastes from the operator's onshore drilling programme in North Dakota, USA.

The waste management agreement is a one-year contract with two one-year extension options.

The market leading TCC RotoTruck processing equipment was mobilised to process drilling wastes at multiple rig locations in the oil-rich Bakken shale, North Dakota.

The TCC RotoTruck is a pioneering technology solution designed to dispose of hydrocarbon-contaminated drilling wastes in a clean and environmentally friendly manner. It has revolutionised the handling of onshore drill cuttings worldwide.

The technology has an impressive track record worldwide, particularly across the Americas where units have been operating since TWMA entered the US market in 2008.

TWMA now plans to grow its operations in the Americas with the addition of 100 people to its regional team. To accommodate this expansion, the company will move to a larger base in Houston with engineering facilities to support maintenance and service of equipment operating across the Americas.

US-based Ian Nicolson, vice president of business development Americas, said: "We



TCC RotoTruck operating in the USA

are delighted to be awarded this contract by Hess to support their onshore drilling programmes in North Dakota.

"There is a lot of interest in our TCC RotoTruck across the US especially since we are the only company in the world offering this type of fully integrated service to the region. We have a field proven track record of improving environmental performance for operators and clients.

"Our operational cost-advantage is achieved by maximising the productivity of the equipment and reducing waste transportation

costs. We estimate that the annual cost saving to our client for this project is a substantial value."

Greg Manry, onshore Americas drilling manager of Hess, said: "TWMA has unique technology that can help us continue to improve our performance and minimise our environmental footprint.

"We look forward to working with TWMA and building a long term working relationship with their team of waste management experts."

TWMA's Heli-Lift Technology Secures First Contract in South America

In a move set to further revolutionise the global waste management industry and decrease the environmental impact of drilling in remote areas typically unreachable by waste management equipment, TWMA has developed a new version of the TCC RotoMill which is easily transported by helicopter.

The TCC RotoMill was re-engineered by TWMA's design and manufacturing teams in Aberdeen to create a customised heli-portable version of the technology for the firm's first project in South America.

The waste management contract awarded to TWMA is worth around £10million over two years.

This advanced TCC RotoMill Heli-Lift unit will begin its journey to Peru from Aberdeen, leaving the city by boat and arriving in Yurimaguas, which is in the Loreto region of northeastern Peru, early September for transportation by helicopter to the remote land-based drilling location deep in the Peruvian Amazon.

The operator investing in this community and government-backed project chose to clean-up its drill cuttings using TWMA's TCC RotoMill Heli-Lift because this established technology is proven to minimise the environmental impact of drilling operations by processing hydrocarbon-contaminated cuttings at source for reuse or recycling.



Ian Nicolson, Vice President of Business Development Americas

TWMA Targets Further Growth in Norway

TWMA Norge AS is pleased to announce that it has received Achilles approval and can now contract direct with all operators in the Norwegian North Sea. This is a major boost for the company, allowing TWMA to focus on further growth within the North Sea market.

Gaining approval for offshore processing of cuttings in the Norwegian sector of the North Sea will allow TWMA to significantly build on client relations established through the onshore-processing side of the business.

The news bodes well for TWMA's expansion plans over the next year which will see a recruitment drive for its Norwegian bases as well as several potential contract awards in the Norwegian North Sea.

Following its £1.3million expansion investment in 2010, TWMA's Mongstad site

is once again at full capacity after winning further contracts for onshore processing work with Conoco Phillips and Statoil. It is one of the largest waste processing facilities in Norway, processing up to 50,000 tonnes per year.

As part of TWMA's Norwegian growth plans Arild Hellenen has been appointed to the position of Scandinavia region manager.

Equipped with an excellent operations and business development background, Arild joins TWMA Norge AS following 15 years with BJ Services (now a Baker Hughes company) in Stavanger.

From his base in TWMA's Stavanger office, Arild will be responsible for managing the development and implementation of the business strategy and sales efforts for the Scandinavian region.



Arild Hellenen,
Scandinavia Region Manager

Global Update - North Sea

Gryphon Subsea Recycling Work

Gryphon field operator Maersk Oil has awarded TWMA a contract to handle and dispose of subsea structures and equipment damaged during the Gryphon FPSO storm incident earlier this year.

TWMA has been contracted by Maersk Oil in the UK to handle the recovered structures and equipment which suffered damage when storm weather in the UK North Sea caused the Gryphon FPSO to move off station in February.

The contract was awarded to TWMA as part of Maersk Oil's ongoing Gryphon recovery and repair programme.

TWMA's workscope covers onshore handling, cleaning, and cutting of subsea structures, including risers, riser bases, flowlines, umbilicals, mid water arches and

mattresses. The firm will maximise recycling and reuse options for all recovered materials.

The subsea structures and equipment will be recovered offshore prior to landing at Lerwick harbour, Shetland, where it will be transported to TWMA's onshore waste transfer station in Vatster Gott, Shetland. Brian Henderson, environmental services division manager of TWMA, said: "Maersk Oil is one of our longest standing clients and we are delighted that they have chosen to use TWMA for this important recovery project.

"Having a permanent presence in Shetland with a dedicated waste transfer station and team allows us to deliver a highly efficient waste management service to Maersk Oil and other clients operating in this region.

"We anticipate that 95% of the subsea material recovered from the Gryphon field will either be reused or recycled, thus dramatically reducing the volume of waste sent for landfill.

"TWMA has extensive knowledge and many years of experience in the field of recovered waste materials, mainly handling large subsea structures and equipment such as pipelines and umbilicals for the decommissioning market. We implement similar waste management strategies to undertake projects such as this where equipment needs to be recovered and replaced with minimal disruption for oil production to go back online."

Extended North Sea Deal with TOTAL

TWMA has been awarded a £4million two-year contract extension by TOTAL E&P UK Limited to handle and process drill cuttings from the Rowan Viking's first drilling campaign with TOTAL.

The N-class new-build drill unit commenced a two-well UK offshore drill programme late-May, initially for development drilling in the Elgin field and followed by the planned drilling of the Corfe prospect, south of Elgin.

The Rowan Viking jack-up is owned by Houston-based Rowan and is currently operated by TOTAL. It is one of the largest jack-up rigs operating in the North Sea.

Under the extended deal, TWMA's TCC RotoMill thermal processing technology will process and recycle cuttings alongside the firm's Cuttings Containment and Distribution System (CCDS).

Ronnie Garrick, managing director of TWMA, said: "We have a long-established relationship with TOTAL and are very pleased that the operator has chosen to continue using our services following a successful waste management campaign on the Rowan Gorilla V.

"We look forward to working with TOTAL over the course of this latest drilling programme."



TCC RotoMill and CCDS installed offshore North Sea

Record Processing Month at Peterhead

TWMA's 3.5 acre Peterhead facility had a record breaking month in May, processing more than 4,000 tonnes of oil-based mud drill cuttings produced from offshore drilling operations. The clients which attributed to this record month include ExxonMobil, Halliburton, Maersk, ADTI, Senergy and TOTAL among others. The largest of its kind in the north-east of Scotland, the facility has the capacity to handle up to 90,000 tonnes of oil-based mud cuttings and oily slops per year.

Onshore Processing Contracts awarded by Senergy and ADTI

TWMA has landed new onshore waste handling contracts worth around £1million with well management company Applied Drilling Technology International (ADTI), a division of Transocean, and energy services company Senergy to provide onshore waste processing services for drilling projects in the UK North Sea.

The drilling wastes will be treated at TWMA's Peterhead processing facility, north of Aberdeen. The contract awarded by ADTI covers treatment and recycling of drill cuttings from the Transocean Prospect semi-submersible rig, operated by ADTI for the drilling programme on the northern North Sea Cladhan discovery.

A second contract, awarded by Senergy, will see TWMA handle and recycle drill cuttings and treat slops from the Energy Enhancer jack-up rig operating on the Jacky field in the central North Sea. Under this contract, TWMA will also supply cuttings bins to transport cuttings and slops from the rig to shore.

Dave Simpson, UK business development manager at TWMA, said: "We are delighted that ADTI and Senergy have chosen to use our waste handling services again and we look forward to working with their UK teams over the coming months. TWMA has a number of large onshore processing facilities located in oil and gas hubs worldwide and it's our ability to provide clients with a complete onshore and offshore drilling waste management package that sets us apart from competitors.

"Our clients benefit from one point of contact project managing an entire waste management programme from start to finish and projects can last for months or years. We process and recycle the waste in an environmentally friendly manner using our TCC RotoMill technology, which is based onshore for these types of projects, and the technology is also used offshore to remove the need for skip and ship operations if required."



TWMA Launches VIBES Awards 2011



TWMA had the honour of hosting the first regional launch event marking the opening of SEPA's Vision in Business for the Environment of Scotland (VIBES) Awards 2011.

Now in its 12th year, this leading environmental awards scheme aims to recognise businesses of all sizes and sectors which employ environmental best practice in their daily activity to cut down on resource use, increase sustainability, improve their reputation and boost the bottom-line.

James Shannon, environmental team leader of TWMA, said: "As past winners of the prestigious VIBES product award we appreciate how well respected VIBES is, particularly here in Aberdeen where the oil and gas community is always interested in methods and technologies proven to improve environmental standards on and offshore."

"TWMA is at the forefront of reducing the environmental impact of drilling and we were delighted that the VIBES award team asked us to host their launch event at our headquarters.

"I thoroughly enjoyed speaking at the event about our long-term commitment to delivering environmental improvements in the North Sea and internationally, and providing a virtual walk-through of our award-winning TCC RotoMill which continues to be the technology of choice for operators."

New Environmental Placement Student

To maintain our strong links with academia and sustain our R&D efforts, we have taken on [Alexander Shields](#), a recent graduate of the University of Strathclyde. Alexander will complete a one year work placement within our environmental team, following his successful completion of a BEng (Hons) in Chemical and Process Engineering.

Alexander is undertaking a systematic assessment of water utilisation at our Peterhead site as part of our ongoing compliance work associated with the Pollution Prevention and Control (PPC) Permit covering the site.

As a continuation of the assessment Alexander is designing a system for rainwater collection and utilisation as well as a recirculation system associated with bin washing activities. This will potentially reduce the overall use of raw water at our facility and minimise the level of contaminated water that is discharged to the foul water system.

Furthermore, Alexander's research will strengthen our Integrated Management System by incorporating his findings into a set of procedures for water management. This will be rolled out globally across the company.



Alexander Shields,
Environmental Placement Student

Environmental Services Division



Brian Henderson, Environmental Services Division Manager

TWMA has appointed [Brian Henderson](#) to the newly created role of environmental services division manager.

He joins TWMA from Highland Industrial Supplies Ltd where he worked in various sales positions building a vast network within the oil and gas, construction, engineering and industrial sectors.

In his new position, Mr. Henderson will have wide-ranging responsibility across the environmental services division, charged with implementing TWMA's environmental strategy, overseeing operational performance and maintaining TWMA's stringent HSEQ standards.

He will also act as a client liaison, building on his business development and sales experience, whilst leading and developing the environmental services team.

TWMA Appoints Dave Cox as Business Development Manager - Key Accounts

Dave Cox has been appointed to the new post of business development manager - key accounts as part of TWMA's ongoing growth strategy.

Mr Cox has 15 years experience in the global oil and gas industry and joins TWMA from Tubefuse Technologies, part of Shell's technology ventures portfolio, where he was global commercial manager. He has previously worked in key oil and gas locations worldwide, holding management and operational positions at Weatherford International, Schlumberger and PCE which is now part of National Oilwell Varco.

Based at TWMA's headquarters in Aberdeen, he will be responsible for ongoing development of the company's key account sales and marketing strategy. In this role Dave shall further develop TWMA's key accounts with several of the Oil and Gas majors.

Mr Cox serves on various SPE committees including the global Sustainability Committee and the Aberdeen section Career Guidance Committee.



New Starts at TWMA:

Account Manager: Alastair Parker • Neil Black ; Business Development Analyst: Laura Iley ; Design Draughts Person: Douglas MacFarquhar; Engineering Placement Student: Ritchie Goodall; Environmental Services Division Manager: Brian Henderson
Equipment & Logistics Manager: Derek Richardson; Group Contracts & Commercial Manager: John Cowie; Group HSEQ Manager: Darren Brown; Group Legal Assistant: Catherine Leggate; HSEQ Team Leader: Kimberley Armstrong; ICT Co-ordinator: Iain Cameron; Lead Engineer: Paul Smith • Gordon Penny • Alan Lawson; Maintenance & Service Co-ordinator: Omar Irvine; Maintenance Electrician: Michael Skoczyloda; Office & Administration Manager: Denise Rae; Offshore Operator: Jason Morrison • Mark Fleming • Ryan Sutherland • Stewart McLroy • David Whitelaw • Shaun MacMillan • Michael McPhee • Karsten Sondergaard • Callum Adamson • John Fraser • George Taylor • Craig Slater • Ian Strachan • Peter Johnstone • James Murray • Ivor Duffus • Brian Little Thomson • Murdo MacPherson; Operations Cost Controller: Jaclyn Duncan; Plant Operator: Lee Whyatt • David Thomson; Project Engineering Services Manager: Neil Fraser Thomson
Receptionist: Christina Thomson; Receptionist / Administrator: Emma McCulloch; Senior Lead Engineer: Ian Bain • Ewan Wright; Site Administrator: Michael Innes; Site Operator: Kieran Smith • William Docherty • Neil Ritchie; Welder Fabricator: Gareth Macklin • Chris Osborne • Peter Scott • David Smith

TWMA Launch New Website

TWMA has launched its new look website. Please visit us at www.twma.co.uk for more information on our services and technologies.



Staff Raise £1,300 for Children's Hospital

The 25th City of Aberdeen Baker Hughes 10K and Fun Run was held on the 22nd of May 2011. A team of three from TWMA's Aberdeen office including Emma Yabsley, Martin Smith and James Shannon successfully completed the 10K, raising a total of £1,300 for the Royal Hospital of Sick Children in Edinburgh.

Thank you to everyone who has supported the team and well done to Emma, Martin and James for their efforts.



Tall Ships Races 2011

TWMA's Shetland base has provided a complete environmental services package worth around £1,500 to support this year's Tall Ships Races held in Lerwick, 21st-24th July 2011.

A team of TWMA personnel were onsite throughout the four day event to manage the equipment supplied by TWMA. The company supplied a waste management service, including tankers, six intermediate bulk containers (IBCs) to contain slops from the various drinks tents, vacuum tankers for sewage and bilge wastes, as well as skips for general waste generated by spectators during the event.

According to Lyndon Leask, operations manager (onshore), in Vatster: "This is the first year we have been involved with the Tall Ships Races and I'm delighted that we have contributed to the success of such an important local event.

"The festival gives a big boost to the local economy, attracting over 16,000 visitors to Shetland Port. Thousands of people spectating generates a large volume of waste that needs handled and treated. Supporting this event follows on from our ongoing involvement of the Flavour of Shetland over the past four years."



Mir arriving with Bressay lighthouse in the background



Emma Yabsley and Jill Farquhar with pupils from Ferryhill Primary School

Ferryhill's Fluffy Friends

Primary seven pupils from Ferryhill Primary School visited TWMA as part of a student business project run by the school. The budding young entrepreneurs set-up their own company and called it 'Fluffy Friends', through which they created, marketed and sold their Fluffy Friends product - a pom-pom style toy made from wool, felt and pipe cleaners.

TWMA invited the students to pitch their product to members of staff at the Aberdeen HQ. They were delighted to sell all their fluffy friends toys and receive a donation from TWMA to help boost their profits!

As a result of the school's involvement in recycling and promotion of environmental awareness, the youngsters were also invited on a tour of the HQ where they learnt about waste management and spoke to various members of staff about their jobs.



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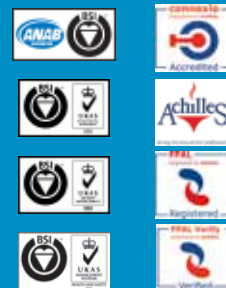
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