

setting the pace

equipment
rental solutions
to the offshore
energy sector



Rentair Offshore Newsletter

Issue 12

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Rentair Offshore and Conserve Oilfield Services combined portfolio provides added value to our customers



VENKO OFFSHORE FIRST TO BENEFIT
The recent acquisition of Rentair Offshore by Houston based SCF Partners is expected to deliver continued growth, open new opportunities and provide a number of benefits to clients.

One of those benefits comes from working with SCF owned Conserve Oilfield Services who supply complementary products into the oil and gas sector. Conserve are market leaders in the rental of offshore containers, tanks and cargo carrying units for offshore oil and gas projects.

Rentair Offshore and Conserve will be working together to provide clients solutions from the combined product portfolios. Clients will be able to benefit from one point of contact and service delivery to fulfil their equipment needs.

The first client to benefit from this added value is Venko Offshore. Venko were recently awarded a major offshore contract for rig fabric maintenance on the West Sole Bravo for Perenco UK Limited.

Venko required a package of fabric maintenance equipment from Rentair Offshore which included two 1600 Rig Safe Air Compressors, two 1000 Air Driers, a hose package and back to back offshore service technicians to manage and maintain the equipment.

For the project, Venko also required approximately 20 containers – a combination of mini containers, 20ft and 10ft half heights and a rigging loft for storage of all their rope access and working at heights equipment for the duration of the nine month project.

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Adrian Sharman, Base Manager at Rentair Offshore's Great Yarmouth facility commented: "Working together Rentair Offshore and Conserve were able to fulfil these equipment requirements and offer Venko one point of contact throughout the rental process and delivery. This was our first project with Venko and we're delighted to be working with them in the Southern North Sea and that we can now offer them added value with the addition of Conserve's product."

Venko Offshore said: "We engaged with Rentair Offshore last year to discuss our equipment requirements to support our fabric maintenance work in the Southern North Sea and have been extremely pleased to date with the service quality, product and people. On learning we could also fulfil our container requirements via Rentair Offshore from Conserve was a win-win for us, it helps reduce our supply chain and we benefit from one point of contact to get the kit we need."

For any rental enquiries and/or more information on the Rentair Offshore and Conserve equipment solutions please contact one of our regional customer service representatives:

Aberdeen	+44 (0)1224 215400
Great Yarmouth	+44 (0)1493 656003
Den Helder	+31 (0)223 630552
Singapore	+65 3106 2057

International Service Technician Team Expands

In response to increasing international activity we have been expanding our team of international service technicians in order to support our customers on a worldwide scale.

We have welcomed six new personnel into the international service technician team since November last year, all of whom join with industry background and knowledge of our products and markets from two of our direct competitors Scantech Offshore and Airpac Bukom.

We're continuing to recruit service technicians for our global operations and welcome interest from competent and experienced personnel. If you are interested in joining our team please send your CV and cover letter to recruitment.uk@rentairoffshore.com

Case Study: Borgholm Dolphin



Sector: Rig Fabric Maintenance
Location: Gannet and Shearwater

The Challenge

As part of the MSW campaign, Rentair Offshore were requested to provide a technical solution to ensure fifteen blasting nozzles could remain productive 24/7 on the gannet platform for a period of six months followed by a further six months to ensure eighteen productive nozzles on the Shearwater.

As the equipment was to be located on a flotel, there were strict occupational health criteria to be met. Temperatures were not to be too high; additional cooling was required to better manage running and ambient temperatures whilst stringent controls around exhaust gas emissions and noise levels were required to be at a minimum to ensure emissions did not encroach on the accommodation unit.

Our Approach

After conducting a full pre-site survey, and subsequent meetings with all key stakeholders to determine all relevant factors and challenges, our team of experienced technicians and product specialists identified a solution encompassing:

Gannet:
6 x Safe Zone Air Compressors
6 x Driers
6 x Receivers
1650 metres x 2" Hose



Shearwater:
8 x Safe Zone Air Compressors
8 x Driers
8 x Receivers
2000 metres x 2" Hose

To ensure our solution met the stringent technical and regulatory criteria each compressor was modified to include, but not limited to:

Acoustic baffles
Absorptive material
Exhaust extensions
Exhaust lagging

Customer Benefits

Although tasked with a challenging and complex scope of work Rentair Offshore were able to provide a technical solution which ensures air flow and pressures are achieved but more importantly a solution which considers and ensures optimal health and wellbeing of all workers on board.

Charity of the year 2014: Macmillan Cancer Care

**WE ARE
MACMILLAN.
CANCER SUPPORT**

The team at Rentair Offshore will be supporting Macmillan Cancer Care throughout 2014 as their chosen charity of the year.

Macmillan

More than one in three of us will get cancer. It's the toughest fight most of us will ever face. If you or a loved one has been diagnosed, you need a team of people in your corner supporting you every step of the way. That's who we are. We are the nurses and therapists helping you through treatment. The experts on the end of the phone. The advisers telling you which benefits you're entitled to. The volunteers giving you a hand with the everyday things. The campaigners improving cancer care. The community supporting you online, any time. The fundraisers who make it all possible.

When the time is right, you can do something to help. We can all be part of the team. We are Macmillan Cancer Support.

Macmillan do not receive government funding and rely heavily on voluntary donations for about 98% of their income and therefore every penny the Rentair Offshore team raise can make a real difference.

£203 could pay for a Macmillan nurse for a day, helping people living with cancer and their families receive essential medical, practical and emotional support. £15 could pay for 28 copies of The cancer guide. This Macmillan booklet can help someone recently diagnosed with cancer, and their families, understand more about cancer, its treatment, and the help available.

Our team will be getting involved, volunteering, running, cycling, participating in a biggest loser competition and no doubt... eating some cakes throughout the year...and watch this space for some of our teams exhilarating challenges! We're aiming to raise £10,000 over the year for Macmillan - We are all part of the team!

Message from Kieran White, Chief Executive Officer, Rentair Offshore



Rentair Offshore... the new beginning!

Rentair Offshore...the new beginning! I'm very enthusiastic that we enter 2014 with new owners and an abundance of new opportunities. In the summer of 2013 we commenced a strategic review which resulted in the sale of Coates Offshore from Australian Coates Hire Group to Houston based SCF Partners, a US based Private Equity company, in December. SCF specialise in investments in the global energy sector, and in 2012 acquired Aberdeen-based Conserve Oilfield Services Ltd and have added to their international rental portfolio with the investment in Jacks Winches, Tri-Star and Oil Patch Rentals.

SCF has a twenty-four year track record in building successful, large companies including Forum Energy Technologies, Oilstates, Tuboscope, Varco and Reservoir Group. In addition they have investment in Jacks Winches, Tri-Star and Nautronix. As the Coates Offshore brand name is held under licence by the Coates Hire Group we have only 12 months to retain the existing trading name. Therefore we asked our valued customers and employees to help us in this decision making

process. The result being we will return to our origin brand and as from the 1st of March we will start to rebrand the business as Rentair Offshore. This enables us to utilise the dominant Rentair name which has been in our business for 34 years whilst the 'Orange' is representative of the strong reputation and service quality that has been built up over 14 years of solid reinvestment into the hire fleet.

This is a fantastic opportunity to continue our growth strategy with our new owners who can bring expertise and specialist knowledge of our industry on a global scale. We will be working with Conserve to deliver a combined product offering and added value to our customer base whilst exploring a number of exciting opportunities to develop the business and customer solutions.

Kieran White

**Kieran White
Chief Executive Officer
Rentair Offshore**

How are we doing? We would be delighted to receive your feedback on our service quality. This can be provided by contacting us at customer.relations@rentairoffshore.com

Portfolio Company Spotlight: Conserve Oilfield Services

Conserve Oilfield Services Limited is an established market leader in the rental of offshore containers, tanks, cargo carrying units, associated equipment and services for participants in the offshore oil and gas industry.



Conserve Oilfield Services

Operating in the UK North Sea for over twenty years Conserve can supply a range of offshore containers and tanks:

- IMDG Offshore Chemical Tanks
- Offshore Waste Recycling Centres
- Offshore Waste Oil Tanks
- Offshore UN IBCs
- Offshore Fluorescent Tube Carriers
- Offshore Containers Closed / Open
- Offshore OBM Skips
- Offshore Cargo Baskets
- 'Step Change in Safety' Baskets
- Multi-Purpose Baskets
- Half Heights / Quarter Heights
- Patented Offshore Safety Chemical Tanks
- Offshore Open Top Containers
- Offshore Workshops

Whether you require an Offshore Workshop with Eexd lighting, heating and power supply, or units to meet your own individual specifications, Conserve can also manufacture bespoke solutions to meet your requirements.

In addition Conserve provide management services including maintenance and re-certification for clients with their own offshore container or tank fleets and asset tracking of their equipment.

Right: Mini Container

*Below: 10ft removable side half height
15ft, 20ft and 23ft versions available*



Product Focus:

Mini Containers

Ideal for transportation of equipment in offshore environments our mini containers are available with a number of options for removable shelves, single or double door access.

Dimensions

1.58m x 1.91m x 2.89m

Tare Weight (KGS)

1980

Payload (KGS)

4500

Gross Weight (KGS)

6480



For rental enquiries of any of Conserve's product please contact:

Conserve on +44 (0) 1224 873797

DNV 2.7-2 Zone II Steam Generator

High performance zone II units / improved safety enhancements / increased reliability

As safety in our industry continues to evolve we also look at how we can provide our customers with the latest products and innovation in safety and product performance.

Over the past nine months we have been developing a new product which will be coming out to market shortly and that will ensure we are the first to market to offer a fully compliant and certified Zone II steam generator that has been approved by DNV to their latest standard 2.7-2.

This high output unit will comply with DNV 2.7-2 safety recommendation which is now set as an industry standard for some jurisdictions.

This steam generator will be the safest option for both on and offshore and will have the additional safety benefit of a fire and gas detection and heat suppression system.

Our intention is to have this product launched in the spring and supports our ongoing investment and commitment in safety.



We Really Want To Provide The Best Levels of Safety & Service Quality To All Our Customers. How Are We Doing?

As always we are constantly looking for feedback from our customers on our safety and overall service quality.

Therefore in a customer focused initiative we've implemented ongoing feedback initiatives as part of our rental process. Post project feedback from clients is integral to us in monitoring and reviewing

our product and service quality on a regular basis and helps to highlight any areas requiring our attention for improvement.

This post project feedback operates across all our locations and we'd appreciate your feedback and invite you to complete our online form which can be accessed on the contact us page of our website.

With your help and input we can do things better.

If you have any questions or comments about the feedback please contact us at **customer.relations@rentairoffshore.com** and we'll be happy to help.

Regional Focus: Den Helder

Rentair Offshore has had a presence in Den Helder since 2001 due to its ideal location for access to the Dutch sector of the North Sea oil and gas fields. Over the last 12 years the opportunities for Rentair Offshore to support activity across Europe has grown significantly along with the increase in land based projects. In response to those opportunities Rentair Offshore has invested in establishing a local facility and infrastructure to meet customer demand and market needs.

Rentair Offshore's Den Helder facility has now grown into a fully functioning operational facility with Andy Muir, Base Manager taking the reins of day-to-day management; supported by a growing team of offshore and onshore service technicians.

As a result of our increased exposure and client interface we've achieved solid growth with major contract awards being made in Europe and the Caspian.

"Our capabilities in the region have expanded significantly," commented Andy. "During the latter half of 2013 we invested in our facility to ensure we have the best equipment, people and infrastructure to support our customers here in Europe. We've just completed an extensive base refurbishment to enhance our service and quality and we're delighted to have welcomed Jeffrey

Mulder into the offshore service technician team to support the existing team in Den Helder to exceed our customers' demands.

We have a range of equipment available for rent from the Den Helder facility to support well testing, rig fabric maintenance and renewables projects. We're currently working with local businesses exploring preferred compressor types to suit Dutch sector satellite platforms.

Equipment demands are high with activity remaining strong with existing clients for projects in Israel and Cyprus throughout 2013. Our work in the Dutch sector received a positive boost at the end of 2013 with the successful delivery and supply of equipment for three new jobs which we look forward to being able to support further over FY14.



"During the latter half of 2013 we invested in our facility to ensure we have the best equipment, people and infrastructure to support our customers here in Europe"



We've recently delivered successful projects in Germany for land based well testing and have a good capacity of equipment and service solutions to provide to this market.

We've also been supporting activity in Turkmenistan and Kazakhstan gaining some penetration in the Caspian region with capacity to support further projects throughout 2014."

For rental enquiries please contact the regional service team: **Den Helder: +31 (0)223 630 552**

FPAL Verify Increased Ratings for Rentair Offshore

Rentair Offshore has enhanced its OHSAS 18001 Health & Safety, ISO 14001 Environmental and ISO 9001 Quality management standards following a recent FPAL Verify supplier assessment by FPAL auditors.

Rentair Offshore has raised its scores in three elements achieving 8.2 for Health & Safety, 8.1 for Environmental Management and 7.8 in Training and Competence, an overall increase of 15.8% since it was first audited in 2010. Rentair Offshore also received a score of 8.0 for Quality Assurance, a new audit section introduced following its last audit in 2012.

Rentair Offshore has been an FPAL member since 1998, achieving upgraded status to a Verify supply member in 2010. FPAL is the oil and gas industry's supply chain database in the UK and Netherlands, and aims to raise industry standards. The scheme identifies, qualifies, evaluates and monitors suppliers on behalf of its purchasing members.

FPAL Verify is a supplier assessment that involves a two day visit to a nominated suppliers' premises

to audit Quality, Health & Safety, Environment, Competence & Training practices in line with recognised industry standards, namely OGP & NORSOK.

Rentair Offshore, which is committed to continually improving its operations, has introduced a range of initiatives over the last five years to improve engagement with its employees on how to enhance the safety culture within the business. As a result Rentair Offshore is very proud of the fact that it has recently passed a key mile stone of 1,200 days with zero lost time injuries.

The company has expanded its operational network appointing base managers, workshop and offshore service technicians in Great Yarmouth, Den Helder and Singapore. The company has also set up supporting operational units in Brazil, Middle East & Australia. The rental fleet of rigsafe and zone II rated air compressors, steam generators, heat exchangers, sand filters, suppression systems and qualified competent personnel, will soon be enhanced by upgraded



zone II's. New additions will also be added to the fleet including steam generators compliant to the latest DNV standard 2.7-2.

Rentair Offshore's QHSE Manager, Neil Macara commented: "Our improved FPAL scores and 1,200 day LTI record illustrate Rentair Offshore's commitment to quality, safety, and the environment in all areas of the business, and recognises the hard work and dedication from our entire global team in supporting one of our core values, "Safety First". We continually look at ways to raise standards and make operations more efficient and firmly believe in the benefits of maintaining and enhancing our Verify supplier status with FPAL."

Global capability on a local scale

RentAir
Offshore

Our new beginning

Coates Offshore has commenced its rebranding to Rentair Offshore as a result of the completed sale of Coates Offshore from the Coates Hire Group in Australia to Houston Based SCF Partners on 20th December 2013.

Our new brand, signifies the new beginning for Rentair and the continuation of our global growth strategy within our existing market sectors.

All our core values remain the same with Safety First the forefront of everything we do and how we act.

Look out for our new look summer edition of Setting the Pace newsletter...

+44 (0)1224 215400
www.rentairoffshore.com

Aberdeen / Great Yarmouth / Den Helder / Singapore



Singapore Technician Travels to Aberdeen Base for Product Training

One of our new recruits in Singapore recently travelled to Aberdeen for two weeks of product development training. During Fahrin's stay in Aberdeen he was mentored by Richard Michie, one of our senior technicians in Aberdeen, covering in great depth our Zone II compressors, steam generators, heat exchangers and sandfilters.

Gary Peel, our Service Delivery Manager for the Emerging Markets covered our silver service preventative maintenance training programme so that Fahrin becomes the Silver Service Champion for the Asia Pacific region based in Singapore.



We're committed to ensuring all our service technicians are competent, skilled and knowledgeable about our products, ensuring our clients of the highest service quality - worldwide.

Recruitment Drive

As a growing business we have new opportunities emerging all the time. Currently, there are opportunities across a number of roles and locations in our business including; Offshore and Workshop Service Technicians, Aberdeen Yardmen, Business Development Manager focused on the Emerging Markets, and new corporate Support Roles.

If you're interested in joining our growing team please send a copy of your CV along with a cover letter to recruitment.uk@rentairoffshore.com

In brief:

Expro North Sea

Expro has renewed their agreement with Rentair Offshore for the supply of rental equipment for Well Testing. The agreement covers the supply of air compressors, steam generators, sand filters and heat exchangers in support of Expro's Well Testing service offshore Aberdeen North Sea, Great Yarmouth Southern North Sea, Den Helder Dutch sector North Sea and into mainland Europe, Caspian and Former Soviet Union.

Dave Galloway, Business Development Manager Well Testing commented: "We've been working with Expro for nearly two decades and we're very pleased they continue to see the value in our

product and service and as a result they continue to choose Rentair Offshore in extending our supply agreement.

Gary Peek, Director of Well Testing and Commissioning at Expro said: "Rentair Offshore continue to deliver a high level of safety and service quality in support of our business. We look forward to continuing our working relationship with the team and benefiting from the investment Rentair are making in their product fleet."



Yard Trials Prove Successful with Petrofac

Petrofac recently visited Rentair Offshore's Aberdeen workshop to conduct product trials and testing on 1000cfm containerised Zone II Air Compressors. We were delighted with the success of the trials and the positive feedback from Petrofac.

Upcoming Events

OTC 2014 5th - 8th May

Our team will be visiting OTC in May and look forward to catching up with all our North American, Latin American and UK customers who are regular attendees to the largest oil & gas conference. If you'd like to arrange a meeting with our team at the show to discuss business opportunities prior to attending please contact: dave.galloway@rentairoffshore.com

OSEA 2014 2nd - 5th Dec

We will be exhibiting at this year's OSEA exhibition in Singapore where we look forward to engaging with all our Asia Pacific customers. We will announce further information about our exhibition in the next edition of our newsletter.



RentAir
Offshore

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Aberdeen Great Yarmouth Den Helder Singapore