

BRAZILIAN PAVILION
Booth # 1117

PETROBRAS
Booth # 1317

Brazil has arrived

Photo: Courtesy Google Maps



OTC 2009

The 2009 exhibition was the second largest in OTC's 40-year history
Exhibition area: 557,000 square feet (ft²)
Visitors: 66,000
Companies: 2,500
Countries: 38

For more than ten years, the Brazilian stands of the Brazil Pavilion are visited by entrepreneurs from all over the world, looking to do business with Brazil.

by Cassiano Viana

For the 11th consecutive year, the Brazil Pavilion, organized by the Brazilian Petroleum, Gas and Biofuels Institute (IBP) and the by National Organization for the Petroleum Industry (Onip) will be present at the Offshore Technology Conference (OTC).

The unfolding of the Brazilian Supply Oil & Gas, fruit of the partnership between Onip and Apex Brasil (the Brazilian Export and Investment Promotion Agency), The Brazil Pavilion, which in 2009 occupied 350 m², is now bigger and changed its location. In 2010, the Pavilion grew 40% (550 m²), and is now at number 1117, at the entrance of the Reliant Center.

There will be 37 companies taking part in the Pavilion from the most diverse segments of the Brazilian petroleum production chain,



besides the IBP, ONIP and the National Petroleum, Natural Gas and Biofuels Agency (ANP).

"The increased number of companies in the Pavilion demonstrates the export potential



of Brazilian suppliers and the interests of buyers and foreign partners awakened by Brazil, which is currently a

world offshore oil and gas reference", states the executive secretary of the IBP, **Álvaro Teixeira**.

Brazilian Technology

"The market is already at a great pace to do business", says **Melquisedec Santos**, director



of Subsín, the company whose strategy it is to consolidate as a Brazilian enterprise capable of competing in the field of

subsea projects this year with foreign players already established in Brazil.

"Given the heavy investments by Petrobras in the near future on the horizon, we already feel the great number of foreign operators planning to set up operations in Brazil", assesses Santos.

"We wish to take advantage of this moment to establish cooperation agreements with foreign partners, looking to our domestic market".

The main service item to be presented is a robot for inspecting risers, developed by Subsín. The robot is a multi-sensor platform which moves along the length of the riser, using its structure as a guide.

"This equipment has a high potential for Gulf of Mexico operations, given the problems faced in the region due to hurricanes", he explains.

"OTC 2009 was a bit jeopardized by the economic crisis and swine flu, but everyone is quite optimistic about the 2010 event, since there has clearly been



a repressed demand for oil and gas equipment", states **Zenon Meireles**, technical of Stemac,

manufacturer of generator groups with a 65% market share for energy in Brazil. "Besides presenting our new line of generator groups for diesel and natural gas, we plan on showing our new line of gas, liquid and water filters".

"The market is heating up all over the world again, even with

Organizations

ANP CTDUT
IBP ONIP

Participating Companies

- Altona
- Altus
- Artech
- Brasil Energia
- Chemtech
- Coester
- Columbia
- Deeptec
- Flexomarine
- Grupo IFM
- Grupo GP
- Jaraguá
- Keppel Fels
- Kromav
- LabOceano
- Lupatech
- MCS
- Metroval
- Multialloy
- Nuclep
- Oceânica
- Orteng
- PHDsoft
- Poland
- Protubo
- Rio Engenharia
- Sacor
- Stemac
- Subsín
- Tecnofink
- T&B Petroleum Magazine
- Tomé Engenharia
- Usiminas
- Vanasa
- Vescon
- WBS
- WEG

the fall in the price of oil", says **Duperron Marangon**, CEO of PhDsoft, a 100% Brazilian enterprise that produces simulation and engineering software for inte-

grating major structures. The company's C4D structural integration software is used by Petrobras, Transpetro, Shell, Modec and the National Laboratory for Scientific Computation.

PhDsoft has representatives in the USA and Europe and has signed several partnerships in order to consolidate the company as a Brazilian hub of software for the oil and gas industry, aggregating more value for clients with more products that complement the C4D software.

"This is a great opportunity for PhDsoft to show that the best

software-technology for offshore structure's integrity and maintenance management is produced by a strong company that easily passed through the worst world economic crisis and thus will be available to support customers' needs during the full life of their assets", says Marangon. "We will present PhDC4D® 2010 featured with many tools tailored for FPSO's".

"Despite the crisis, OTC 2009 did bring some positive results,



although not enough to maintain the level of exports at around 30% of revenues, as had been in previous years",

evaluates **Marcos Cueva**, director of Oceânica. "In 2010, we believe we will retake this height. Due to

the heating external market, the company is even better prepared from a technical and commercial point of view, and ready to take on international competitors".

Besides the traditional offshore engineering services, such as hydrodynamic and structural calculations, Oceânica will present two new service lines at the OTC: analysis of subsea operations and port and terminal operations simulations. The latter uses fast time simulators that run in personal computers as real time simulators, allowing the very pilots who practice the operations in an environment that reproduces the command bridge of ships.

"In the second semester we will already be operating with the Oceânica Simulator in Brazil, the result of a partnership with Marin of Holland", points out Cueva.

"The expectations for OTC 2010 are most certainly good and the atmosphere of will be one of optimism and back-to-business for Lupatech. Therefore things are looking good for our products, which are primarily focused on energy and industry", says



Adhemar Freire, Sales Manager for Oil & Gas Services / Oil Tools for the Lupatech Group.

Lupatech will participate in the OTC with an array of products and solutions in energy, focusing on anchoring cables for oil production platforms and FPSOs, valves, tools for oil and gas production wells, completion, injections, onshore and offshore, monitoring systems with fiber optic technology, natural



CTDUT launches WikiPipeline

THE PIPELINE TECHNOLOGY Center (CTDUT) launches, at Pipeline Pigging & Integrity Management Conference and Exhibition (February 15-18, in Houston, USA), WikiPipeline, the English version of Wikidutos. The project has as intention to organize information and definitions used for the pipeline community in the form of a collaborative web-based glossary web. The address of the site is <http://www.wikidutos.org>.

The initial version of the website was launched with more than 400 entries and a reasonable number of links,

taking into account the web philosophy of connecting the matters to other documents and sites. "All the people who act in the area of ducts are invited to visit the site and to contribute with the insertion of new terms and commentaries on the existing definitions", says the Executive Chairman of the board of CTDUT, Raimar van den Bylaardt. "With this initiative, CTDUT expects to give an important contribution towards the systematization of the sector knowledge, generating content and promoting the exchange of experiences among sound professionals, on

top of democratizing knowledge for students, researchers and other professionals", says.

In two months the website received more over 3000 page views. Wikidutos, the original Portuguese version, was visited by almost 30 thousand people worldwide in 8 months.

First glossary on-line of technical terms for the sector of ducts, in the molds of the Wikipedia, Wikidutos (<http://www.wikidutos.org.br>) was launched during the River Pipeline 2009, last September and counts on the contribution of professionals of the most diverse sectors of the pipeline community – Petrobras, Transpetro, IBP (Brazilian Petroleum, Gas and Biofuels Institute), ANP (Brazilian Oil, Natural Gas and Biofuels National Agency) and Inmetro (National Metrology Institute of Brazil), amongst others –, responsible for the evaluation, revision of the terms of the Web Glossary, as well as for the identification of new terms for inclusion.



gas compressors, as well as a portfolio of other specialized services.



"After the 2009 crisis, the industrial market as a whole, and especially in oil and gas, have shown strong indications of recovery, including oil prices returning to more attractive levels in order to produce and replace stocks that have declined in the last few months", evaluates the executive.

According to Mr. Freire, there is still a major emphasis on investment in the international arena for the increased use of natural gas for energy. Even in countries such as the USA, which had not given much importance to this fossil fuel in its energy supply, has now been paying much attention to natural gas.

"This scenario is much more optimistic than 2009, although things have still not reached the levels of 2007/2008, but it is enough to demonstrate that

the market will be getting even stronger by 2012".

According to **Mario Jorge Coutinho**, of MCS Engenharia, there will still be the strong market trend of previous years, looking for cheap oil to explore and sell. "Brazil will need partners

to explore the pre-salt, which we already know will be in need of new technology, new materials for developing tools and machines, as well as a real analysis of costs of exploration", he assesses.

"We hope to have concluded the approval process, together with ABS, for the Pelikelo tool for use as part of the anchoring line that allows installed platforms to disconnect and get out of the way of hurricanes and icebergs", he states. "In order to solve the problem of platforms being dragged or destroyed by storms, the designers have been studying alternatives to increase the anchoring elements (ties and anchors, etc.) and increase the number of anchoring lines. This tool allows for maintaining the current dimensions for anchoring platforms".

Research and development –

In this scenario of recovery, reheating and returning to

Brazilian Pavilion: a hallmark of internationalization

THE BRAZILIAN PRESENCE at the Offshore Technology Conference (OTC) has been guaranteed for eleven years. It was in 2000 that the first Brazil Pavilion was organized, and it was the first time the Brazilians participated in an organized fashion for an event outside the country, and especially for the grandiose and important event that is the OTC.

At that first time, it was just 60 Brazilian entrepreneurs at the stand, which was just 150m², but nonetheless, it demonstrated that Brazil had



arrived as one of the world's more attractive markets.

After 2006, Onip and Apex Brasil signed a very successful agreement to raise the resources necessary to guarantee a Brazilian Pavilion at the Offshore Technology Conference (OTC) and at other events around the world.

investments and contracting, the forecast is also positive for the Brazilian research and development segments that will participate officially for the first time in the Brazil Pavilion at OTC.

For the Pipeline Technology Center, the focus will be to present the 14" loop and the Wikipeline (see Box), recently released in the USA and will be publicized at the Fair.

"We hope to increase our contacts with equipment suppliers and service renders interested in running tests on a real scale with their products or pipeline recuperation methods, mainly at the Structural Integrity Laboratory – where tubes can be broken with pressure of up to 1,000 bar – and in the



14" Loop with programmed defects for tests with instrumented pigs", highlights the president of the Executive

Council of the Pipeline Technology Center (CTDUT), **Raimar van den Bylaardt**.

Another institution that will participate for the first time at

OTC is the Oceanic Technology Laboratory (LabOceano) of the Instituto Alberto Luiz Coimbra of Engineering Post-graduation Studies and Research (Coppe), of the Federal University of Rio de Janeiro (UFRJ).

In operation since April of 2003, LabOceano was designed to test structure and equipment models used in offshore oil and gas exploration and production activities, which are quickly advancing into regions up to 3000m deep.

With a 15m depth and a central well with another 10m, it is the world's deepest tank, and represents Brazil's leadership in the development of deep water technology.

With sophisticated systems to generate multi-directional waves – soon to include current and wind generators - LabOceano is capable of a realistic simulation of the main ocean environment characteristics, meeting the needs of the very demanding offshore industry.

Other Brazilian delegations at OTC

BESIDES THE BRAZIL PAVILION, the Department of US Commerce at the American Consulate, with support from the American Chamber of Commerce (AmCham) of Rio de Janeiro, ONIP and the IBP, have organized a delegation to visit the Offshore Technology Conference for the second consecutive year.

"The OTC has become more and more strategic for the energy industry. Therefore, we are once again participating, taking an even bigger group of associates of the

American Chamber of Commerce", says Robson G. Barreto, president of Amcham (RJ/ES).

The delegation has 251 professionals from 120 Brazilian companies of the most varied segments imaginable in the oil and gas production chain. "Besides the synergy between the Brazilian enterprises themselves, who are growing in number at each event, the contact with the international energy market is becoming more and more strategic", he states. ■

Forship
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NEEDING REGULATORY SUPPORT IN BRAZIL?

Foreign companies engaged in the setting up of major ventures in Brazil usually face significant technical and bureaucratic barriers for the installation and operation of their operational units, with significant impact on schedule and costs.

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The scope of Forship regulatory services, developed by highly qualified managers, engineers and technicians, include:

- Issuance of regulatory guidelines, procedures and technical reports
- Review of design and regulatory documents
- Translation and interpretation of local laws and regulations
- Answers to technical queries and recommendations for preventive and corrective actions
- Physical inspection of the installations
- REPETRO inventory and as built inspections
- Technical support for the interaction with Brazilian authorities
- Specific man-power supply