

setting the pace

RentAir
Offshore

The Newsletter from **RentAir Offshore**

Issue 13

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(AsiaPacific) **page5**



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Message from Kieran White, CEO, RentAir Offshore

Our transition to RentAir Offshore is well and truly underway and I am pleased that as we passed the half year point under our new ownership our business continues to grow from strength to strength. We are reporting a fantastic performance on prior year and we currently forecast to achieve strong growth in revenue ahead of financial year 2013/14.

We continue to excel in our safety performance of which I am extremely proud of our entire team in achieving three years without a lost time injury. Safety remains at the forefront of our business and we continue to drive the culture of safety first with our employees, contractors, customers and suppliers.

As we experience a step change in safety across our industry I'm delighted to confirm we have completed and launched our first fully certified DNV 2.7-2 Zone II steam generator into the market. As this first unit undergoes its initial rental project with one of our valued customers we continue to invest in further DNV 2.7-2 certified products demonstrating our commitment to safety and evolving technologies.

As we develop the business we are working to broaden our product portfolio and already our association with Conserve Oilfield Services continues to open up opportunities for our client base to rent an entire package of air, steam and containers directly from one point of contact. RentAir Offshore and Conserve Oilfield Services will be working closely together throughout the UK North Sea and internationally to deliver added value to a combined customer base.

It's an exciting period at RentAir Offshore and one where we continue to invest in our people, bringing new talent into the business, whilst enhancing our systems and processes to support our growth plan. We have been developing a number of areas of our business under our new management, whose key skills and knowledge are adding significant value to our business.

We look forward to growing our business with all our customers and working in partnership to deliver best in class safety, reliability and service delivery

Kieran White
CEO, RentAir Offshore

Upcoming Events



OSEA 2014 2nd – 5th December

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 be exhibiting with Jacks Winches where we will be showcasing how together, we are raising the safety standard offshore with ATEX certified, DNV 2.7-1 & DNV 2.7-2 certified specialist rental equipment throughout South East Asia.

If you'd like to arrange a meeting with our team at the show to discuss business opportunities prior to attending please contact us at: offshore@rentairoffshore.com



Africa Oil Show 3rd – 7th November

We will be attending this year's Africa Oil Show where we are looking to engage with our customers and key industry contacts in Africa to confirm our capabilities within the country and how we can support the well test market. We will also be sharing information on our new Zone II DNV2.7-2 rated equipment.

If you'd like to arrange a meeting with our team at the show to discuss business opportunities prior to attending please contact us at: offshore@rentairoffshore.com

RentAir Offshore launches DNV 2.7-2 Zone II Steam Generator

RentAir Offshore has launched its first fully compliant and certified Zone II steam generator approved by DNV to their latest standard 2.7-2.

After launching the first of many DNV2.7-2 rated Zone II Steam Generators into our product fleet we have already completed a successful well test campaign earlier this month.

The steam generators are enclosed in purpose built containers that house the control system, water and fuel tanks allowing economic transportation with a one lift strategy.

A remote emergency shutdown facility is available ensuring instant safe shutdown should methane, propane and H2S gas or a similar hazard be detected or encountered. The recent addition of equipment to allow compliance with the DNV 2.7-2 standard ensures a high degree of safety in operation.

This steam generator is the safest option for both on and offshore and has the additional safety benefit of a fire and gas detection system.

RentAir Offshore has been working with key suppliers to manufacture the Zone II DNV2.7-2 Steam Generators and working closely with DNV to ensure complete compliance to their new standard 2.7-2.

Alan Leslie, Head of Assets has been spearheading the product development project and is delighted to have completed the first of many units. He said: "This recent project and the launch of the new Zone II DNV2.7-2 product demonstrates our ongoing investment and commitment to safety and evolving technologies. We've worked exceptionally hard to achieve the best solution for the industry in terms of safety and performance, designing the product to retain a small industry footprint and easy transportation with a one lift solution.

As a result we now have an enviable product reflecting the step changes in safety across the industry and the start of further development of Zone II DNV2.7.2 rated equipment."

Jack Downie, Head of Department for Offshore Services at DNV in Aberdeen commented: "We've been involved in RentAir Offshore's Zone II DNV2.7-2 Steam Generator project from the outset and have worked with them and their partners throughout the Certification process. They have demonstrated a clear desire with their approach and partnership to deliver the highest level of safety in their new product.

The new DNV 2.7-2 standard has been well received by the offshore industry providing requirements to cover all types of temporary equipment for offshore / marine use, from diesel engines and compressors to well test production equipment. We have completed certification of the new RentAir Offshore Zone II DNV2.7-2 Steam Generator to our new DNV 2.7-2 standard and we look forward to certifying more of their product portfolio, helping to drive the step change in safety across the industry. We commend the team at RentAir for their commitment to this drive in safety improvement."

For a full technical datasheet on our new Zone II DNV 2.7-2 Steam Generator please contact one of our local representatives:

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Den Helder +31 (0)223 630552

Singapore +65 3106 2042



Fully certified to DNV 2.7-2

Meet the team



Paula Shewan



Alison Kirrage



Simon Gretton



Rinn Adiffee



Pauline Cordiner

Aberdeen
Paula Shewan
Customer Service Manager - Aberdeen

Paula has been with RentAir Offshore for 6 years and currently heads up the customer service team in Aberdeen looking after all the customers in the Aberdeen North Sea region.

I have always worked in a customer facing role and enjoy it because I like being part of the direct link between RentAir Offshore and the customers looking for our equipment and services.

I feel a sense of achievement working in the rental industry as a lot of the time the pressure is on to get equipment or service technicians out at very short notice. The customer service department allows for a very dynamic role where every day is different.

Giving fantastic customer service is important to me as customers have expectations, they want fast, friendly, efficient and accurate service and this allows us to use a great range of skills to provide the right result to the customer.

Three words that best describe me are honest, dedicated and helpful.

Great Yarmouth
Alison Kirrage
Customer Service Manager - Southern North Sea

Alison Kirrage has been supporting the growth of the RentAir Offshore business in Great Yarmouth since 2012.

"Having spent many years in customer service roles, front of house and supporting, my role at RentAir Offshore offers the best of both. I have a strong commitment to building good rapport and relationships with our customers and team

members alike, to deliver a first class service to meet and exceed customer expectation, from initial enquiry through to completion of a project. This is very rewarding personally, which drives me towards the next opportunity and challenge."

Three words that best describe me are loyal, conscientious and committed.

Den Helder
Simon Gretton
Customer Service Manager - Europe - Caspian

New entrant, Simon Gretton, joined the team in Den Helder recently in the position of Customer Service Manager. With over six years of rental experience, Simon is already making a key difference in the Den Helder Base.

What I like about customer service is the diversity of the position, from sorting out flights and visa's to aged debt. No day is the same.

Delivering excellent customer service is a must in any rental company. Being honest with the client is what makes a difference for future rental. It's important to me if I say we can deliver something that we follow through. I think speaking Dutch to the clients and suppliers here has helped to demonstrate RentAir are able to adapt to the local environments they operate within.

Three words to best describe me are motivated, social and hard working.

Singapore
Rinn Adiffee
Customer Service Manager - South East Asia

Rinn, joined RentAir Offshore in January 2013 and has been heading up the customer service team in Asia Pacific based out of Singapore.

"I love dealing with customers - my job depends on the customers' satisfaction and therefore I make a big effort to satisfy them. I get a deep sense of satisfaction when solving problems or helping customers out in one way or another."

Three words that best describe me: Consistent, Intentional and Valuable.

International
Pauline Cordiner
Customer Service Manager - Emerging Markets

Pauline returned to RentAir Offshore just over a year ago and has been heading up the Customer Service Team for emerging markets.

My role is very varied dealing with all aspects within the customer service function. I deal with our customers on a daily basis arranging equipment, personnel and transport as required. This includes all the challenges along the way such as equipment availability at certain remote locations, personnel visa issues and meeting tight deadlines.

No two days are the same in customer service; challenges are there to be overcome and when a job comes together its rewarding to see a happy and satisfied customer at the end.

Excellent customer service, to me, means listening and engaging with the customer to understand their application and provide assistance in selecting the required equipment and services for their project. A customer needs to be confident in what they are ordering and the customer service team is there to guide them through, answering any questions they may have regardless of how small.

Three words that best describe me are conscientious, team-player and approachable.

Regional Focus: Singapore (AsiaPacific)

Transition to RentAir Offshore complete as capability grows...



RentAir Offshore Singapore Facility

Our capability in South East Asia continues to grow with further investment in our Singapore facility and fleet of equipment. Our fleet of equipment based in South East Asia to support the region includes:

- Zone II, Safezone and Rigsafe Air Compressors
- Steam Generators
- Sand filters
- Heat Exchangers

Further investment in Rigsafe 1050cfm air compressors was made in 2013 to support the Well Test Market. During this time we have invested in our containerised air compressors and all our equipment based in Perth, Australia (Compressors, Steam Generators and accessories).

This investment in equipment was made to ensure we align the quality of our equipment with the high standards expected across the RentAir Offshore business globally and to ensure that our customers receive the high reliability and service delivery that they have come to expect from us.

Our Singapore facility has undergone its complete transition to RentAir Offshore with all equipment now fully rebranded with new logos and details.

Our team of trained and experienced service technicians have been supporting projects with equipment and personnel throughout Vietnam, Malaysia, Philippines, Australia, Thailand, Indonesia, and India.

Our cohabited facility in Singapore with Jacks Winches will bring further benefits across the region as we align our product portfolio – to provide a broader rental offering from one point of contact. Jacks Winches is now also supporting our business in Australia through the provision of facilities, service, and maintenance of the RentAir Offshore equipment based out of Perth, Australia.

For further information about our product capability throughout AsiaPacific please contact one of our team:

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Business Development Manager



Rebranded equipment fleet in Singapore

Did you know we have the smallest footprint?

By choosing RentAir Offshore's DNV Containerised Zone II Air Compressors you'll optimise your deck utilisation...

...because we designed our DNV Containerised Zone II Air Compressors with the industry's smallest footprint and easy operation in mind. This helps minimise deck space requirements whilst maximising production and increasing safety offshore.

How do RentAir Offshore's Zone II compressors shape up?

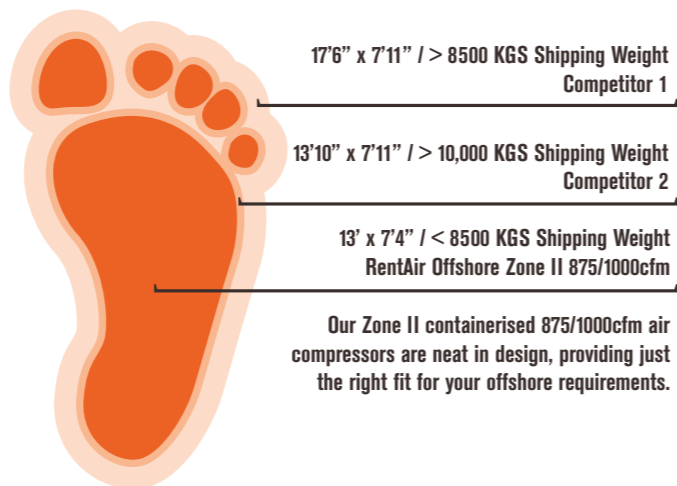
- Small footprint (13' x 7'4") = optimised deck space
- Double stacking = optimised deck space
- Internal access hatch = no scaffolding = optimised deck space
- Internal access hatch = enhanced safety and protection for personnel

RentAir Offshore has a range of DNV Containerised Zone II Air Compressors from 875cfm / 150PSI, 900cfm / 200PSI and 1000cfm / 150PSI

Not only the smallest footprint in the industry, but you can "stack" and access internally from one compressor to the other...further optimising deck space.

Our DNV Containerised Zone II product range complies with Zone II hazardous area flameproof specification. They are fully ATEX approved and certified to DNV 2.7-1 lifting specification. They are uniquely designed to provide operating personnel with the ability to access and operate upper level units when stacked from within the unit through internal access hatches.

This fully internal design provides enhanced protection and safety for operating personnel whilst eliminating requirements for scaffolding which further reduces the encroachment on deck space.



Contact us today and find out how our small footprint Zone II Air Compressors can optimise your next project:

Aberdeen, UK +44(0)1224 215400 Great Yarmouth, UK +44 (0)1493 656003 Netherlands +31 (0)223 630 552 Singapore +65 3106 2042 Perth +61 (08) 9258 4949

Interview:

with Head of Assets, Alan Leslie on the new Zone II DNV2.7-2 Product Development



Alan Leslie

What is DNV2.7-2 and what does it mean for the industry?

The objective of this standard for certification is to set requirements for offshore equipment modules but focused on the safety impact the offshore installation upon which the equipment is installed. This DNV2.7-2 standard is being driven through the industry to enhance offshore equipment safety standards.

Why did we design and manufacture the Zone II DNV2.7-2 Steam Generator?

RentAir Offshore has designed the Zone II DNV2.7-2 steam generator to comply with this certification standard and be at the forefront of the industry. Whilst designing the product we also maintained our leading industry small footprint and single lift strategy to ensure we minimise transportation costs and help our customers to maximise deck space.

What challenges were faced and how were these overcome?

Because we were determined to maintain a small footprint, space was a big challenge for us. The additional safety features, control panels and cooling required for the ambient rating really pushed us to understand our customers' needs and provide a solution fit for purpose. Opting for an unpressurised container enabled us to maintain the small footprint and achieve the required temperature ratings.

Meeting all the guidelines for DNV2.7-2 was a tough challenge but by working closely with key suppliers and DNV we have successfully delivered a product which is fully compliant to all the DNV2.7-2 requirements.

What are the key features of the design and why did we build it that way?

The safety features are key in the Zone II DNV2.7-2 Steam Generator and these were implemented to comply fully with the DNV2.7-2 Certification Standard. The safety features comprise gas detection and fire suppression, ignition prevention with no temperature greater than 200°C as well as external control panels providing enhanced safety for operating personnel.

Another key feature of the RentAir Offshore Zone II DNV2.7-2 Steam generator is its size and footprint. As I mentioned earlier we were determined to maintain our small footprint and one lift strategy so we've designed and built these products with these key features so as to deliver the best possible product for the end user.

What benefits does the product provide?

As this step change in safety is driven across the industry it will become a requirement to utilise products certified to these certification standards. The addition of Zone II DNV2.7-2 certified offshore equipment guarantees the industry of higher safety standards on offshore installations.

Why did we focus on steam first and not air?

We chose to deliver the DNV2.7-2 Zone II Steam first as we believed that this would be the biggest challenge in a number of areas – particularly maintaining our single lift strategy and achieving the required ambient capability – these were the biggest two to overcome.

What benefits are there for having done this?

The units are truly one lift, so our customers see what they have always seen from us – a 20' container! They don't need to factor in additional shipping costs or deck space.

How does this product compare to other solutions in the market?

We believe our Zone II DNV2.7-2 is the only Steam Generator which meets all the DNV2.7-2 requirements set out for steam generators on offshore installations. Our product has a smaller footprint than other solutions on the market place – only requiring 20' of deck space whilst also maintaining a one lift strategy making transportation and lifting easier and more cost effective.

What is the key focus for product innovation going forward?

With the steam unit now in full production, our attention is focused on the Air fleet – as earlier we see the air project being less of a challenge than steam. The arrival of the new high volume Zone II DNV2.7-2 air compressor package will allow us to replicate the packaging across the fleet and provide a truly compliant Zone II DNV2.7-2 fleet. There are a number of other projects underway and details on these will be released soon!

For any information or questions around our product development please contact us on +44 01224 215400

875cfm Zone II small footprint wins over major engineering service provider

Deck space is a continual challenge offshore. Earlier this year RentAir Offshore were able to demonstrate its small footprint as a key value proposition in securing work in Aberdeen with one of the major Engineering Service Providers. Wood Group PSN/Pyeroy have in the main been using alternative suppliers for air compressors. These air compressors have a larger footprint and for this project did not meet the required free space around the compressor.

Understanding the client's requirements we were able to provide a smaller footprint without compromising on the air flow and successfully mobilised the unit in mid April to the Hummingbird FPSO.

At RentAir Offshore we always work to optimise deck utilisation, addressing footprint and weight



Smallest industry footprint - containerised Zone II air compressor

challenges by delivering the right solutions through product innovation. RentAir Offshore boasts the smallest footprint compressor fleet

which are neat in design and provide just the right fit for your offshore requirements.

In Brief...

First Choice with IKM Testing (UK) Ltd

RentAir Offshore secured a first supplier of choice agreement with new client IKM Testing in Aberdeen. This three year agreement which is focused on the supply of specialist compressed air commenced with the rental of two RigSafe Air Compressors to support a three month project.

Alan Marshall, Business Development Manager for the region said: "We're really pleased to be working with IKM Testing and it's a great opportunity for us to showcase our quality of product and service to the IKM team. We're looking forward to building a long relationship with them and to an opportunity to support them further on an international scale.

Graham Grant, Equipment Manager, IKM Testing commented: "We were seeking a supplier with a quality product and good



Alan Marshall

service delivery in the field. Whilst engaging with RentAir Offshore we were confident they could deliver that for us. Having demonstrated flexibility and an ease to do business with, we're looking forward to working with the team at RentAir Offshore."

Winning work with Altus Intervention
RentAir Offshore is delighted to be supporting

Altus Intervention with the supply of Air Compressors for a number of projects across the North Sea and Shetland.

"We're delighted to be supporting Altus Intervention. We're now providing more products across their broader business as we support their Wireline division in addition to their Pipeline and Process business. As we continue to enhance our product offering I'm confident we can add even more value to Altus and their clients, comments Alan Marshall, Business Development Manager, RentAir Offshore.

"As we continue to enhance our product offering I'm confident we can add even more value to Altus and their clients."

Alan Marshall

Emerging Markets: Africa

Ruud Van Der Meer, Business Development Manager



Ruud Van Der Meer

Africa is a significant growth region for RentAir Offshore and our customers, one which we are absolutely committed to support with quality equipment and personnel solutions. Ruud van der Meer has recently joined RentAir Offshore as the Business Development Manager for the Emerging Markets which include amongst others Africa and the Middle East and is currently actively targeting projects where we can add value.

Ruud has 33 years Oilfield experience having worked the early part of his career with Schlumberger before moving onto work for Expro. During his time at Expro Ruud worked in a variety of different roles from Well Services / Project manager to Business Development to General Manager of Continental Europe. Ruud then moved to Precision Drilling which was then acquired by Weatherford in 2005 in a Business Development capacity for Europe, Africa and the CIS before moving onto a General Manager position for one of the Weatherford key business units.

Prior to joining RentAir, Ruud worked for @ Balance (A Schlumberger Company) in a Regional BD Role for Europe, Africa and CIS and AGR Enhanced Drilling as a Vice President responsible for AGR's African and Commonwealth state countries.

Ruud will be responsible for growing the RentAir business across Africa and the Middle East with a focus on supporting Well Test and Fabric Maintenance activities in these regions. "Having recently met with a number of key people in the region I'm confident we can bring further value to the projects and opportunities across Africa for our customer base. We have an extensive product range and are geared up to support well testing in Africa with a range of Rigsafe and Zone II air compressors and steam generators.

Over the last nine months we have been developing our package of DNV Zone II 2.7-2 equipment of which we have launched a fleet of fully certified DNV2.7-2 Steam Generators. Further developments will see us launch DNV2.7-2 Air Compressors and heat suppression solutions later in the year."

I'm looking forward to working in partnership with customers across Africa, identifying our capability and where we can add value to current and future projects.

For more information about our products/services available in Africa or the Middle East please contact:

Ruud van der Meer
Mobile: +44 07551 128010
ruud.vandermeer@rentairoffshore.com
Business Development Manager

Charity of the Year 2014

Baker Hughes 10K

Our Baker Hughes runners were triumphant as they crossed the winning line this year. The team included Sharon Lindsay, Gary Peel, Martin Livingstone and Dylan Rae. Times ran from 50 mins up to 63 mins, but we'll leave it to you to determine who was who. A fantastic effort by the team, and an admirable £575 was raised by the team towards our Macmillan funds, so a huge well done to them.



Balmoral 5K

Our team from the Aberdeen office raised £590.00 taking part in the Balmoral 5 Kilometre run in Aberdeen. The money raised will be part of the donation to RentAir Offshore's chosen charity for this year the Macmillan Cancer Support.

Well done girls and keep up the good work! Visit www.macmillan.org.uk to see what they do and how you could help.

Superbikes

Thanks to our 5K clients who joined us for a fabulous day at the British Superbike Championships at Knockhill. A great day was had by all (even with a 6am bus departure) and we were lucky enough to meet Dennis Hobbs who earlier in the day had won a Ducati Trioptions Cup race on the bike in this picture.





It's certainly the year of sport in Scotland and we were fortunate to experience an exhilarating evening at the Sir Chris Hoy Velodrome at the 2014 Commonwealth Games.

Joined by our clients we enjoyed a truly fabulous spectacle of track cycling with a great result to get some Gold medals for Scotland thrown in!



Portfolio Company Spotlight: **Conserve Oilfield Services**

Will your Cargo Carrying Units meet offshore safety standards on 1st January 2015?

UK Oil and Gas requires that all equipment for carrying and transporting cargo to/from offshore is designed and manufactured to the highest safety standards. BS 7072 standard units will as of 1st January 2015 no longer be accepted.

Are you prepared for the change?

If you are using old BS rated units now is the time to talk to us.

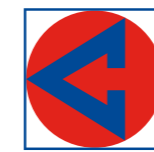
We can offer to replace these units with new ones, certified to the latest industry specifications. We can supply these either on a sale or rental basis. Take advantage of our experience and let us design replacement frames, skids, containers, baskets or other unit types.

Relax in the knowledge that all Conserve's fleet of units are EN and DNV specified and have been for over four years. We have some of the most advanced designed units in the marketplace available for long or short term rental. Improved safety features with added value benefits are the norm at Conserve.

Don't get caught out on the 1st January 2015, contact us today on 01224 873797 or enquiries@conserveplc.co.uk www.conserveplc.com

Below: Mini Container

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



Conserve Oilfield Services

Delivering winning equipment rental solutions together

Working together RentAir Offshore and Conserve can fulfil your container and equipment rental requirements for your fabric maintenance and well test projects.

RentAir Offshore – We operate and rent the largest international fleet of containerised DNV Zone II Air Compressors, fully complemented by equipment including Steam Generators, Heat Exchangers and Sand Filters.

Conserve Oilfield Services – an established market leader in the rental of offshore containers, tanks and cargo carrying units to the offshore oil and gas industry.

We're successfully winning work and delivering added value to operators and service providers in the northern and southern North Sea and internationally.

*"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, it helps reduce our supply chain and we benefit from one point of contact to get the kit we need, when we need it." **Service provider***



Contact us today and find out how we can add value to your next project:

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+44 (0)1224 215400
rentairoffshore.com

Conserve Oilfield Services
+44 (0)1224 873797
conserveplc.com



Enhancing our product portfolio

RentAir Offshore has been working hard to develop its product portfolio.

We are in the process of manufacturing and launching a fleet of Zone II DNV2.7-2 certified Steam Generators and Air Compressors.

In addition we have been investigating the opportunity to provide heat suppression packages and are working with a partner to launch this before the end of the year. This will provide our well test customers with additional value by gaining an extensive well test package from one supplier.

We are also working to enhance our fabric maintenance offering by establishing partnerships and alliances with key organisations where we can achieve additional aspects of fabric maintenance equipment including small tools and habitats.

If you'd like to speak to us about our product portfolio please contact our Business Development team:

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Business Development Manager – Fabric Maintenance

Ruud van der Meer
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Business Development Manager – Emerging Markets

Scott McKenzie
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Business Development Manager – Jacks Winches / RentAir Offshore



New: Fully certified DNV2.7-2 Zone II Steam Generator



Heat Suppression during rig flaring

RentAir
Offshore

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Find our company profile on [LinkedIn](#)

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 **FPAL**
empowered by Achilles

