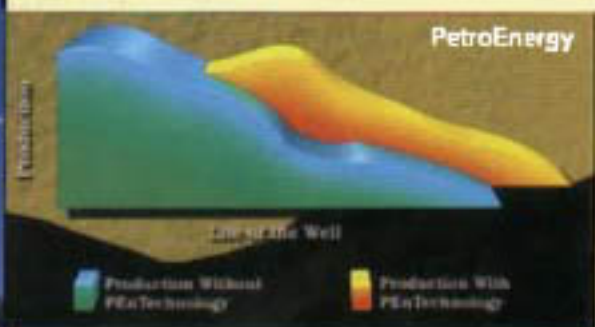


There are many small to medium-sized companies out there, just waiting to be discovered and recently, Scandinavian Oil-Gas Magazine did just that: unearthed some gems at this year's Offshore Technology Conference in Houston.

Here's a look at seven businesses which provide unique products and services for the offshore industry and are looking for a chance to break in to the North Sea market.



Curing



# Treasures

from the OTC

# PROMORE Engineering Inc.

**PROMORE (Production Optimization and Monitoring of Reservoir Environments) is a technology company which provides permanent, real-time bottomhole monitoring systems. Terry Moffatt, president of PROMORE, explains how the company's unique products can benefit North Sea operators.**

## *Tell us about your company*

"PROMORE got its start about four years ago with casing-conveyed pressure and temperature monitoring tools, that is, instrumentation placed outside of the casing. From there, we got into the high-temperature market through thermal applications and developed a sensor for 250°C, which took us not only into thermal environments but also into deepwater applications where the temperatures often get to 175°C. From there, the company expanded its sensor technology and developed flow meters for pressure and temperature measurement. That's why we are here at OTC, displaying our "world's hottest tool," which is rated at 250°C."

## *What is unique about your products - what sets them apart from other, similar products on the market?*

"We have several very unique tools: the first is a casing conveyed system, which features instrumentation placed on the outside of the casing, landed in place and cemented in the hole. This tool is unique to the market.

"Another of our unique pieces of equipment is our pump control system, which economically controls pump speed in ESP. Rod and PC pumping systems based on bottomhole pressure.

"A third is a high-temperature, high-pressure tool rated at 250°C, which we call 'the World's Hottest Tool.' We are expecting to come out with a version of this tool rated at 300°C around the beginning of 1999.

"Fourth is our coiled tubing conveyed tool, which is the world's first multi-point pressure coiled tubing conveyed tool (patent pending). All of the instrumentation is housed within the coiled tubing and it is run in the same manner as you would conventional coiled tubing, which adds value to the current trend toward intelligent wells.

"In addition, it is important to note that our pressure temperature sensors don't have any downhole electronics, the single reason for most permanent monitoring systems failures. This affords us with a lot higher reliability as

well as the ability to go into very high-temperature environments."

*What makes your product particularly well-suited to North Sea applications?*

"Our product is particularly well-suited to the North Sea environment

because of its long-term reliability, the expense related to replacement of failed instrumentation in these applications is prohibitive. There are also areas in the North Sea which are not currently being monitored in real time, due to the depth and temperature of the water. Our high temperature tool has been designed specifically for these applications."

## *How do you propose to move into the North Sea area and what types of business alliances are you interested in?*

"PROMORE's business plan is to be a design, manufacture and service company in Canada. Maintaining a service base in Canada allows us to keep close contact with the needs of the industry and direct our research accordingly. For petroleum operations outside of Canada, we are looking to align ourselves with service companies with strong reputations in the industry. We already have one such alliance with Western Atlas de Venezuela."

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MORE;  
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