Executive Message

It’s been a few months into my new role as COO, and I’m very passionate about the team we have at Packers Plus. In these unstable times it is best to be nimble and be able to change course as necessary. I believe we must be vigilant with cost control, and continue being aggressive in our open hole markets while breaking new ground in the cased hole and sand control areas. We will work to fully support our product line managers in detailing our customers’ requirements, and work hand in hand with them to win and execute field trials.

Our field operations are the last point of QC before our products go to site. The field operator’s diligence is paramount to our success. This area will be supported with the help of Greg Henning, who will be instrumental in the critical upkeep of our Global Operations Manual and with establishing more quality control processes. Hal Wagner will also play a key role installing our quality processes and procedures into the districts in coordination with the district managers, and Doug Spurrell will ensure that operators and personnel are properly trained.

I believe we must remain at the forefront of technology to successfully compete against other world-class companies and maintain first-in-class status. We are a member of an Industry 4.0 (automation and manufacturing technology) group, and will continue to explore new and exciting technologies. One of Packers Plus’ strengths has been our ability to innovate and we will continue to use this to our advantage.

I look forward to working with an outstanding team that I know will help Packers Plus become recognized as the best service provider in our industry, especially during this time of opportunity.

Marlon Leggott,
Chief Operating Officer

Featured Technology: Single Test Toe Sleeve (Toe-X Hydraulic Sleeve)

The Single Test Toe Sleeve is a hydraulic toe sleeve for cemented liners that enables one pressure integrity test up to maximum casing or tool capabilities. Regulators in many areas require casing integrity tests before hydraulic fracturing. Using this toe sleeve, pressure testing can be done independently from sleeve actuation. This removes any time constraint between pressure testing and stimulation.

Hydraulic toe sleeves are activated with fluid pressure only, which is also an advantage in lowering operational risk compared to stimulating the toe using coiled tubing or wireline systems.

This tool has had several successful field trials and will soon be commercially available as the Toe-X Hydraulic Sleeve.
Unprecedented Operational Efficiencies in HPHT Wells with BP Oman

Packers Plus is pleased to announce recent developments with BP Oman Exploration. Collaborations include development of a customized completion system, successful installation and subsequent stimulation of two high pressure / high temperature (HPHT) wells in Oman. The first well showed encouraging results as the target rate was met after pumping only 3 of the planned 6 stages. Other noted benefits include lower fracture initiation pressures and operational efficiency leading to further trials and optimizations for completions moving forward.

Having used cased hole plug and perf systems previously, BP Oman wanted to test an open hole system that would increase near wellbore conductivity, reduce treating pressures and be robust enough to function in temperatures up to 350 °F (176 °C) and differential pressures of 15,000 psi (103 MPa). Packers Plus worked on upgrading its field proven StackFRAC® Titanium® XV open hole ball-drop HPHT system to meet the operator’s requirements.

The engineering design, construction, QA/QC program, testing and procurement were accomplished in just over four months, producing customized, corrosion-resistant tools operational at temperature and pressure specifications exceeding those of the wellbore parameters.

Following a successful installation of a six-stage system on the first well, the first three stages were stimulated and the well was flowed back. Initial production from those stages surpassed expectations and prompted BP Oman to forego the remaining three stages in the first well. Best practices from the first installation were transferred to the second completion, leading to significant improvement of installing and stimulating the four-stage open hole multistage lower completion.

The effectiveness of the Titanium XV RockSEAL® open hole packers for zonal isolation was verified using tracer technology on both wells. Furthermore, the award-winning ePLUS® Retina monitoring system was used to verify downhole events on both installations. BP Oman is using this innovative monitoring service on their open hole completions work scope to promote operational efficiencies as they further develop the field.

“Traditional steam diverters utilize a shifting tool to open a valve after it has been deployed and the well is ready for steam injection mode. Our innovative, ball-activated version eliminates the coiled tubing run and replaces it with a degradable ball,” says Craig Skeates, Senior Project Manager.

“Packers Plus apart and allows us to enter the SAGD production market, an area we have not been active in. The success of this technology will allow for a new revenue stream for Packers Plus.”

Steam Diversion: Entering New Markets with New Technology

The Packers Plus engineering team has completed the design and testing requirements for a brand new tool to be utilized in SAGD (Steam-Assisted Gravity Drainage) injection wells. The Ball-Activated Steam Valve will provide more uniform steam injection along a horizontal well for improved conformance in heavy oil SAGD applications.

Below are some details on this exciting new endeavour:

- The largest market for SAGD has been in Canada, to date. However, many countries and regions have heavy oil plays that have been trialing SAGD as a recovery scheme.
- We secured a field trial in 3 wells with Devon at their property in northeast Alberta, which were installed this summer; the steam valves will be shifted open in early 2018.
- Packers Plus co-wrote an SPE paper with Devon on the technology. Devon presented it in February at the SPE Heavy Oil Technical Conference in Calgary.
- SAGD operators in Canada have responded favorably to the Ball-Activated Steam Valve. Cenovus is also considering a trial in the near future.

“Traditional steam diverters utilize a shifting tool to open a valve after it has been deployed and the well is ready for steam injection mode. Our innovative, ball-activated version eliminates the coiled tubing run and replaces it with a degradable ball,” says Craig Skeates, Senior Project Manager.

“This type of innovation sets Packers Plus apart and allows us to enter the SAGD production market, an area we have not been active in. The success of this technology will allow for a new revenue stream for Packers Plus.”
MENA Team Awarded Jobs into 2018

Focusing on our 2020 Vision, the MENA team completed their third successful StackFRAC® installation in the Kurdistan region of Iraq for HKN. This project has paved the way for a long-term, profitable relationship with an international operator and was made possible by unrivalled operational excellence and our advanced completions technology.

- Excellent results from initial production testing; all 2018 wells are secured with HKN
- HKN plans to use the ePLUS® Retina Monitoring System for future wells
- Other operators in Kurdistan are now interested in our technology after hearing of our operational and economic efficiencies
- Technical and commercial proposals have been sent to multiple operators in the area

"We have a lot of faith in Packers Plus completions, operationally as well as the delivery," said Ray Jenne, Well Services Manager from HKN.

"Overall, this project was a total success and we have confidence in your products and services. Previously, I wasn’t sold on the value of the ePLUS Retina technology, but it did show its worth on this job. It’s one of those technologies that really shines when an ambiguous situation is presented during the operation."

Employees Reflect on Packers Plus

Ryan Poitras
Desktop Analyst
Calgary

"I feel I’ve learned and grown so much working with such a fantastic team. It’s truly gratifying being able to come in every day and face new challenges, and assist fellow coworkers with their IT needs."

Gregory Henning
Operations Manager
Houston

"I’ve always felt like Packers Plus has the very best employees. Nothing makes me feel better than when a customer calls for a repeat visit from the same technician for the next field operation, based on our operational excellence."

Svitlana Olifer
Office Manager
Dubai

"Packers Plus is a team of professionals, each of whom contributes to company Operational Excellence by Doing It Once Doing It Right."

"It’s truly gratifying being able to come in every day and face new challenges"

— Ryan Poitras
Corporate News

Packers Plus Raises $124K for Houston Disaster Relief

Regardless of motivation, professionalism, training, or pay, an overtired worker can lapse into sleep at any time, despite the potential consequences of inattention.

Some consequences of a sleep-deprived workforce include:

- **Decreased performance.** Lowered performance often includes inefficient work, decreased vigilance and slower response time
- **More errors.** Disruptions or harm can occur from simple mistakes, or the omission of tasks
- **Increased risk of being distracted.** Sleep-deprived individuals may have trouble maintaining focus and keeping track of things. Inattention is a significant cause of accidents, particularly for workers who drive or operate machinery

The only way to offset sleep deprivation and fatigue is sleep.

One way to improve sleep is to develop consistent pre-sleep habits, such as the following:

- **Establish and maintain a bedtime routine, so the body learns to relax.** Over time, your body will learn that it’s almost time to sleep with specific cues (putting on pajamas, brushing teeth, listening to relaxing music, reading a book)
- **Avoid stimulants (like caffeine, tobacco and alcohol) before bedtime**
- **Keep the bedroom quiet, dark, and at a comfortable sleeping temperature**
- **Leave technology out of the bedroom; devices can distract from sleep, and the light from screens also interferes with the body’s production of melatonin, which is produced when the body is getting ready to rest**

Although you can reduce fatigue through proper nutrition, stress control and exercise, the simplest solution is to get a good night’s sleep.

“Tragedies like these bring the best out in people and I’m personally grateful to have been able to count on our company’s generosity for their support” — JJ Giraldi, Chief Financial Officer

When Packers Plus employees are called to action, they answer! In under three weeks, employees and the Executive team were able to raise over $124,000 that will go directly to Houston employees affected by Hurricane Harvey. Surpassing expectations, everyone was blown away at how quickly the contributions poured in from employees, friends, vendors, and the company match. Generally, disaster relief funding takes months to process and allocate, and we are very pleased to say that this aid is being put to good use immediately.

“Tragedies like these bring the best out in people and I’m personally grateful to have been able to count on our company’s generosity for their support,” says JJ Giraldi, Chief Financial Officer.

With 11 families looking to recover after the devastation, these donations will go a long way to begin the rebuilding and healing process.

Thank you to all who helped support this effort. It will genuinely make a difference.
Canada

New Technology and Key Wins

To deliver on our 2020 vision, we must address the full market, which includes coiled tubing completion technology. This solution is a significant part of the Canadian cemented market.

For Packers Plus, the goal is to maintain our strong presence in the open hole market while adding new solutions such as Quadrant™ and other TREX™ systems.

Quadrant is a coiled tubing system with a simplified shifting tool and sleeve design, particularly useful for extended reach lateral applications.

Regional Updates

Calgary Hosts the 2017 New Technology Symposium

The Calgary New Technology Symposium was held at The Metropolitan Centre in downtown Calgary earlier this year.

The morning began by hosting 18 staff from CNRL for breakfast and private presentations on specific topics pertaining to their needs.

Afterwards, the open house began, allowing clients and visitors to attend presentations and peruse the tool showcase at their convenience.

Packers Plus technical staff from Canada and US presented on a variety of topics, including the TREX™ cemented product line, coiled tubing, enhanced oil recovery waterflood injection, the ePLUS® Retina Well Monitoring System and other completion technologies and solutions.

About 80 clients came through to learn more about Packers Plus technology and we have received positive feedback on the presentations.

Since the symposium, we won and successfully completed two StackFRAC® HD wells with CNRL, with more jobs to come.

Thanks to all who made this event possible!

New Employees

Grande Prairie:

- Aubrey Fawcett, Field Specialist
- Gavin Southam, Shop Technician
- Kendra Walker, Shop Technician
- Kristian Siciliano, Field Specialist
- Michael Cressey, Well Services Engineer
- Serik Shakeyev, Field Specialist
- Sheldon Drover, Field Specialist

Edmonton:

- Colin Allison, Materials Characterization Lab Engineer
- Duc Tran, Machinist
- James Bensalah, Purchasing Specialist
- James Harrott, Lead Machinist
- Melanie Redfearn, Forecasting & Planning Coordinator

Calgary:

- Ahmed Takuma, Regional Support
- Brian Stephenson, Regional Sales Manager for Canada
- Paulo Silva, Infrastructure Analyst
- Robert McQuillan, Product Line Champion for Quadrant

New Animations

The Marketing team has exciting new animations to share on some of our technologies including StackFRAC® HD-X, Titanium® XV, and StackFRAC HD.

Check out the Technical Marketing site on PackNET, and feel free to contact Steve.Macleod@packersplus.com if you have any questions or comments.
United States

Key Wins

• Awarded and successfully ran a PrimeSET™ liner hanger and open hole StackFRAC™ HD completion for Gastar

• Awarded TREX™ cemented sleeves, liner hangers and toe sleeves for Anschutz Exploration Powder River Basin Program

• Awarded 5 Slimhole completions for BP

• Awarded a full cemented completion including PrimeSET hanger, Frac Plugs and Single Test Toe Sleeve for Stratland in Oklahoma

• Awarded an 11-well program of StackFRAC completions for Latigo in Texas

• Awarded 2 PrimeSET liner hanger jobs for White Star in the Oklahoma STACK

• 5 new customer installations planned this quarter (Gastar, Stratland, White Star, Enervest)

Successful Jobs

• Awarded and successfully ran three 50+ stage completions for Newfield in the Bakken, resulting in continued work through to the end of 2017

• Ran 2 Single Test Toe Sleeves for Scala in Oklahoma

• Ran 4 successful cemented liner hangers for Encana on difficult wells where other competitors had failed

• Continued successful completions for Jones, Chaparral, Apache and Hess

• Re-instituted the Quality Evaluation Field forms in Midland and Casper

Events

• New Technology Showcase, Lunch and Learns, Presentations:
  - ConocoPhillips, Anadarko, Pioneer, Encana, Shell, Oxy, Great Western, Gastar, Stratland, and White Star
  - More events planned for potential customers in Denver, Midland, and Austin

PrimeSET Liner Hanger
Latin America

We received written customer recognition for Operational Excellence on location for a 10-stage StackFRAC HD job for Gran Tierra in Colombia.

Successful Jobs

• Packers Plus Latin America team received written customer recognition for Operational Excellence on location for a 10-stage open hole StackFRAC® HD job for Gran Tierra in Colombia

• Highest stage count (9) in Loma la Lata field for YPF; all stages stimulated successfully in one day

Events

Technology and capabilities presentations for a variety of operators throughout Latin America, including:

• ENAP Executives in Chile
• Conoco Colombia and Chile in Houston
• Tecpetrol Unconventional Management Team
• Shell Argentina in Houston
• Presentations for Vaca Muerta wells, 45-stage, 4.5-in Diffusor® system in Mendoza

• Gran Tierra Energy – Colombia Completions Team in Calgary
• Our recent success with a CGC job in Argentina resulted in more meetings with YPF, a major operator

Key Wins

• YPF well assigned for September – our first well targeting the Vaca Muerta formation
• TREX™ limited entry QuickPORT IV sleeves; 114 entry point system installed

MENA

Successful Jobs

• The MENA team successfully installed a TAML level 2 dual lateral well in the North Sea for a new customer, Ithaca Energy

- The 28-stages (14 in each leg) were all stimulated with acid successfully and provided crucial, time-saving efficiencies to help minimize offshore rig time costs for the operator. Initial production results far exceed the operator’s expectations

• Successfully installed a Drillable Closeable Titanium® XV system for Pakistan Petroleum Limited (PPL)

- The tools were ordered and delivered to PPL in Karachi in less than 10 weeks. This quick lead time led to Packers Plus being single-sourced for the work

Key Wins

• Zhaikmunai, a new customer in Kazakhstan, awarded Packers Plus the delivery of a Drillable Closeable Titanium XV system

- The upcoming well has the potential to open up a new market within Kazakhstan, as well as the Caspian region

• Successfully installed a Drillable Closeable Titanium® XV system for Pakistan Petroleum Limited (PPL)

- We were the only company able to deliver a C-110 material-grade, HPHT bail-drop system to meet technical and time requirements

New Employees

Saudi Arabia:

• Farid Farid, Technical Sales Engineer
• Jasim Al Ulaiw, Senior Technical Sales Representative
• Saurabh Pradhan, Junior Technical Services Engineer

Dubai:

• Hasan Al Siouf, Field Service Specialist

Kuwait:

• Saurabh Astana, Technical Services Engineer
ePLUS Retina Improves Timing of Stimulation Operations in Ball-Activated/Plug-and-Perf Hybrid Completion

Texas, USA

The ePLUS® Retina monitoring system provided precise timing of completion events, enabling the calculation of exact fluid volumes to stimulate each stage. The system also saved time and resources when balls were not detected due to a problem with the ball launcher.

Packers Plus provided live monitoring and event verification for a third party 35-stage ball-activated/plug-and-perf hybrid completion in the Permian Basin. The ePLUS Retina monitoring system successfully confirmed ball launch and port shift events, as well as plug setting and perforation gun detonations.

This independent confirmation service gave the operator an additional layer of information to effectively troubleshoot and improve operational efficiency.

Challenge
The hybrid completion was restricted to daylight hours only, so the operator had to maximize efficiency to lower total costs as much as possible.

The system combined cemented ball-activated sleeves using degradable balls for the lower 25 stages with plug-and-perf for the upper 10 stages.

Solution
The Packers Plus ePLUS Retina monitoring system uses sensors that collect and analyze signals from multiple locations on the wellsite, independently from the data van.

At data sampling rates of 10,000 times per second, Retina can capture events that may be missed or ambiguous due to the conventional sampling rate of once per second. This is important because when signatures are missed, time and resources are wasted.

Results
During one of the initial stages, Retina operators observed the ball launch, but not detected it travelling through the wellhead nor landing on the seat. A second ball was launched, with the same result. Without wasting further balls or fluid, the launcher was taken apart, and both balls were found trapped at the valve that should have released them to the frac line. After this, all balls were launched manually.

For each stage, the ball was launched and observed moving through the wellhead. This allowed the operator to calculate precise fluid volumes and time the pumps to accurately land the ball on seat. The detection of both a ball landing on seat followed by a sleeve shifting was an important confirmation that the stimulation was targeting the correct zone.

Due to daytime-only operations, there were concerns about pressure integrity as the last ball of the day would be degrading overnight. The next morning, the same ball was launched and confirmed to land on seat, while confirming that the previous ball had passed through the seat.

Following the ball-activated stages, plug-and-perf operations began. Retina verified the plug setting and perforation guns firing, followed by the plug ball launch and seating for the next stage.

On average, ball-activated stages took approximately one hour from ball loading to the end of stimulation. Plug-and-perf stages without operational issues took approximately 3.5 hours on average, from deploying wireline to the end of stimulation.

In total, the Retina monitoring system verified:
- 94% of all 35 ball launches
- 100% of all 25 port shifts
- 100% of all 10 plugs setting
- 100% of all 40 perforation detonations

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Observation of ball launch and moving through the wellhead.

As the duplicate ball was pumped to the seat, the ball left in the liner overnight was confirmed passing through the seat.

Observation of ball launch and moving through the wellhead.
Closeable FracPORT Sleeves Provide Stimulation and Production Flexibility Almost One Year After Installation
Lebada Vest field, Romania

An operator working in offshore Romania required a completion system where stages in the wellbore could be left closed and then opened at a future date for stimulation and production. Packers Plus created a unique StackFRAC® HD system that combined ball-activated FracPORT™ sleeves with FracPORT sleeves that operated with a FracPORT shifting tool.

Challenge
A system left uncompleted several months or years after being installed in the wellbore needs to be able to withstand the temperature and pressure conditions present downhole until the time the zones are accessed again for stimulation and/or production.

For this particular offshore application, the operator was also looking to increase stage count while having an upper restriction for the maximum allowable ball size. The size of the lower completion was 7 x 4.5-in., whereas the upper completion was 7 x 3.5-in. with a specific size seat profile.

Solution
The operator decided to run a 12-stage StackFRAC HD system into the well. The first five stages included ball-activated Drillable Closeable (DC) FracPORT sleeves and one DC Hydraulic FracPORT sleeve. The next seven stages used DC FracPORT sleeves with the same seat size, that were designed to be opened and closed using a specially designed FracPORT shifting tool.

The shifting tool was run with coiled tubing, and fluid pumped from surface activated high expansion keys that enabled each DC FracPORT sleeve to be shifted. Shutting off flow retracted the keys, enabling the shifting tool to be moved to the next stage.

Results
The first five stages were stimulated using actuation balls and put on production. After producing from the lower zones for a number of months, clean out runs were performed with coiled tubing to ensure the well was clean to stimulate the remaining stages. Five of the next seven closeable stages in the 12-stage StackFRAC HD system were successfully stimulated, with the last two stages left unstimulated as per the operator requirements. Each sleeve was shifted three times, the last time being to re-open the sleeve for production. Weight and pressure indications on surface provided verification of sleeves being successfully shifted open and closed.

FracPORT shifting tool being used to locate and shift open a DC FracPORT sleeve. After sleeve opening, stopping fluid flow retracts the keys, enabling the shifting tool to be pulled past the seat.
Building Market Share in the Permian Basin

To increase market share in the United States’ Permian and Mid-Continent regions, we executed a flawless job for Energen Resources.

Implementing cemented QuickPORT™ IV sleeves solved Energen’s challenges in several ways:

- Significant time savings and decreased operational risk using QuickPORT IV sleeves instead of plug-and-perf
- Positive results on the initial work led to the sleeves becoming standard in all their wells
- Operation ran quickly and smoothly, resulting in substantial operational cost savings

“From an operator’s perspective, what price can you put on mitigating risk? Energen is also saving time by using our technology, which in turn reduces costs on daily expenses.”
— Dean White

Q&A with Ron van Petegem, Product Line Manager – Sand Management and Flow Control Systems

What is the one-trip system and how does it improve on existing operations?

The Multi Zone Single Trip Completion System (MZ-STCS) is first and foremost a selective sand control and stimulation system and builds on our existing StackFRAC® HD technology. Using this system, operators can install both the upper and lower completion in a single trip and then selectively stimulate, frac-pack, gravel pack or acidize each zone.

Conventional multi-zone frac-pack systems are typically limited to 6 zones (3-4 are common), require complex service tools, and must be installed in multiple trips.

The system offers significant time and cost savings by eliminating the need for service tools and by running the upper and lower completion in a single trip. The single trip means that operational risk is also greatly reduced.

Furthermore, because we can allow for a much higher stage count, treatments can be more precise, resulting in improved production.

What is your key focus for the next 6 months?

As a new product line, our main focus is on building a product portfolio that contributes to the 2020 Vision. We are focused on technology and solutions that create value above what is available in the market, and build on our reputation as a high-value solution provider.

Practically speaking, we will focus on areas that meaningfully impact well and reservoir performance.

Examples range from the MZ-STCS to our ball-activated steam valve for steam-assisted gravity drainage (SAGD) wells, which combines our ball-activated technology with conventional flow control. The latter contributes more strongly to short-term financial performance.

Other examples are Autonomous Inflow Control Devices (A-ICDs) and U-Wire screens.

As the product line manager for Sand Control and Flow Control Systems, what markets or product lines do you envision in the long term?

Ron van Petegem


Ron holds a degree in marine engineering and has more than 30 years of completion and sand control experience.

Prior to joining Packers Plus, he worked in a number of operational, technical and management positions with ExxonMobil, BP, Weatherford, Baker Hughes, Halliburton and Schlumberger.

“We’re really pleased to be selling our cemented line in the Permian,” says Dean White, Senior Sales Representative.

“From an operator’s perspective, what price can you put on mitigating risk? Energen is also saving time by using our technology, which in turn reduces costs on daily expenses.”

“From an operator’s perspective, what price can you put on mitigating risk? Energen is also saving time by using our technology, which in turn reduces costs on daily expenses.”
As our product line name suggests, we target global sand management and flow control markets. These markets are not only highly segmented (SAGD, intelligent completions, ICDs, screens, frac-packing, gravel packing, etc.), they are already served with many different technologies and companies.

The reason we want to target these markets is that in many segments, new technology development has been depressed for years. This stagnant status quo creates opportunities for Packers Plus to deliver high-value solutions.

On a macro level, we will focus on SAGD solutions both from a sand management (screens) and flow control (ICD, steam valves, etc.) perspective, and sand management/flow control for deepwater and general offshore.

As soon as resources are available, we would also like to expand our ScreenPORT™ technology to provide additional solutions to target the proppant flowback control market.

What challenges have you encountered in this role?

In March 2015, we initiated our product line and global product line strategy. This strategy included market and technology analysis, competitor analysis, geographic market analysis, industry trends and other factors, not the least of which included revenue expectations.

It became evident that there were many hurdles to overcome. How can we add value in such well served markets? What technologies do we need to develop? What is the intellectual property landscape like? How can we serve such geographically widespread markets? How much should we invest? However, we built a plan and we are now well underway.

One of the biggest challenges was to do everything we have done to date in a market that has been the longest downturn in history. Larger companies than Packers Plus may have given up or postponed, but our leadership remained committed. As a result, we are now working with one of the biggest oil companies in the world (Shell) to develop the next generation of completion systems, with more to come!

What successes can you share since you took on this role?

We have had several successes, large and small, the least of which was the first installation of our ball-activated steam valve.

Credit goes to Craig Skeates and the Canadian sales team for finding and cultivating the opportunity and working with the engineering team to deliver the solution.

Our other success was winning the Shell contract to develop the Multi Zone Single Trip Completion System. Most people may not know that this was originally a competitive bid for a Multi Zone Frac system that would provide proppant flowback control in deepwater (10,000 ft of water, 30,000 ft TVD and 28,000 psi).

Our initial bid was an adaptation of our ScreenPORT I technology. At first another company was awarded the work. However, shortly after it was awarded, the customer realized that the proposed solution would not be sufficient for the long term, and contacted Packers Plus.

We knew we had to provide something that went far beyond what was originally submitted. We wanted to propose not just a system that would meet the original bid, but would also have global relevance in many applications (land, offshore and deepwater).

Credit goes to John Greff for finding this opportunity and his perseverance, even after it was awarded to another company. I also would like to give credit to the engineering teams that provided the technical support to allow us to create a convincing proposal.

“The reason we want to target these markets is that in many segments, new technology development has been depressed for years. This stagnant status quo creates opportunities for Packers Plus to deliver high-value solutions.”
— Ron van Petegem