



Robotic Pipe Handler RPH-3500
Photo courtesy of Nabors

Drilling invested in the company Robotic Drilling Systems in order to design four robots that are able to replace a large part of the rig floor staff, reducing not only the use of human workers, but also potential accidents. RDS (Robotic Drilling Systems) was acquired by Nabors in September 2017.

This robot is capable of centering the drill pipe and screwing effectively. It is a fully electric terminal, it has a weight capacity of 2,200 pounds, and the tip holding tool is easy to change. Among its advantages, there is the reduction of manual operations, and maximization of the times that it takes to pick up pipes or casings.

The almighty electric Roughneck is capable of applying a maximum torque of 270 KNm and it can handle torques in degrees. In addition, it's totally electric and easy to maintain. Among its advantages, there are simple connections and the possibility to not only work with pipes, but also with casings.

The MSE-350, the boss in height, is the replacement of the top drive elevators. It has a capacity of 350 tons and it's able to increase even more than this limit with the use of more energy to maximize power. Besides, it's multimedia, therefore it's not necessary to change pieces. Among its most important advantages, it's known that it saves more than 5 minutes per pipe trip,

and eliminates manual operations.

The Pipe Handler, the perfect partner, is fully electric with axial movements. It's able to quickly raise the pipes to the rig floor automatically, and has a capacity of 7,700 pounds. Its main advantages are the ability to raise pipes to the ironing with speed and convert HTV operations into automatic.

These robots known as RDS, work in perfect harmony replacing the tasks of the rig floor staff, according to a Nabors news release, and it was tested in the operational area of Kvaal. In addition to Equinor, Nabors also acquired this technology, while Equinor is about to implement it in wells to be drilled in the North Sea.



Raul Palencia is an engineer and researcher with more than 10 years of experience as a Geologist. He graduated from the prestigious University of Andes (ULA), later he received a Master's degree in Reservoir Engineering at the Venezuela Hydrocarbons University. During his career development, he worked for oil companies in positions such as: field geologist, reservoir engineer and reservoir simulation. He has worked in Argentina, Ecuador, Mexico and Venezuela. He currently resides in Texas. ☒

billion, approximately one billion refers to workers accidents (in 2016, the company had a helicopter incident where 13 people died while going to offshore drilling facilities).

Considering this, it becomes more necessary to apply the innovations required. Under this premise in April 2014, Equinor in conjunction with Odfjell

BUILDING BUSINESS RELATIONSHIPS ONE NAME AT A TIME

BY JOSH ROBBINS

Walking around NAPE in February, it seemed like everyone had the same idea: Stay Positive. The teams I met with were ready, willing and able to stay to course, and no matter the price of oil, they were going to stay upbeat. The booths filled the George R. Brown Convention Center in Houston, and according to reports, about 12,000 people were walking around.

Deals were very similar to the summer NAPE show, very mineral and working interest focused. You could see teams that purchased on the fringe of XYZ play trying actively to sell anything not stapled down. Digital vendors also had a giant presence at this year's show, pushing automated processes in nearly every aspect of the business.

While NAPE is a great industry event, the production deals that a lot of people were looking for were not there. Finance teams were scouring each booth for a potential "splash" deal for their teams and nothing was on the floor.

The real change about this year's NAPE, was that there were also no deals outside the expo.

If you've never been to NAPE, there are two distinct aspects of the show. First, the show itself, and second is the events and meetups that happen after the show. These meetups give everyone a great opportunity to network and reconnect. Usually, it's here that you hear of the off-market deal. But not this year. This year there was a strange sense of "sell everything" and everything that was available was taken out to the floor of NAPE.

Because Beachwood works in the off-market space every day, we had a different view of NAPE. We have been calling and tracking deals that are targeted, and we know the teams that will sell in 2019 don't even have a booth at the event.

NAPE is all about relationship-building and relationship creating. There is a team that

attends and sponsors NAPE every year called Western Land Services. I watched as one of their team members, Sebastian Alvarado, work the booth. He read the name tag of everyone that came to the booth and asked what that company was specifically working on. And that's what NAPE is about. It's not to pedal swag or to pitch product, it's to build relationships based on a truly customer centric focus. It's never about what I'm doing, it's about what you are doing, and how I can provide any value to you.

The industry is changing every day. It is guys like Sebastian and teams building digital transformation software that are going to shape the business in the next five years. NAPE was, as it always is, a great event and I'm looking forward to next February. ☒



Josh Robbins