



# The Optimizers

Nelgar Oilfield Services helps customers with the little details that make a big difference

**T**hough current oil prices may have producers convinced they're operating at peak profitability, Scott Finnestad, president of Nelgar Oilfield Services Ltd., believes otherwise. Companies could be saving thousands of dollars a year in production costs. Few, however, can break from the tight competition of Alberta's oil and gas industry to investigate new efficiencies.

"That's what our job is," says Finnestad. "Work with customers, get the data and optimize the existing equipment. We tell them how to get more production out of the well for the dollar they're spending."

Since 1985, Nelgar has tailored solutions to the unique well production optimization needs of customers worldwide, all while maintaining a strong Alberta focus. To meet local demand, Nelgar collects its data with equipment engineered and manufactured at its headquarters in Red Deer, Alberta.

"In the past we used equipment – like our competition does – that we bought off the shelf," says Finnestad. "Most of it's made in Midland, Texas, which is great when it's hot and dry here, but we don't get many days like that. If it's wet, it doesn't work. Same if it's minus 50. Our research and development is focused on improving data accuracy, which is really tough in Canadian weather. Everything may work well on the bench, but out on the field, it doesn't. Ours does."

In conducting a pressure data survey to meet annual EUB requirements, testing load data to reduce overall horsepower needs or

determining true reservoir fluid levels with the Sure Shot Fluid Level System, Nelgar's goal is to provide companies with the information they need to stay competitive and plan for the future. In short, "We look after the little stuff," says Finnestad, "which happens to be all the very important data you need to make decisions." The end result, whether through boosting pumping efficiencies, reducing downtime, or even cutting the risk of expensive spills with the Rod Knuckle Stuffing Box, is lower costs and higher output. For today's production engineers and field foremen, says Finnestad, that's the difference between a good year and a great one.

"There's a lot of time constraints on these guys," says Finnestad. "When you have rigs drilling infield, your time's going to be spent on them because they're costing you \$30,000 a day." Optimization, he knows, may not seem a priority.

"But a lot of operators are judged yearly on how much oil they get in the tank. Operating costs and downtime affect how much oil you can get out of the ground. We help our customers make more use of their time, spending it on the big projects while also optimizing their facilities based on our information. We're about increasing the profitability of the reservoir you're looking after."

As a result, adds Finnestad, "We work with an engineer or a foreman a year, year and a half, and then they get promoted up the ladder because they're increasing the economics of the pool they're working on. It's all about margins."

