

From: Johnson, Brad [/O=CCC/OU=CCC-CLY-BACK END/CN=RECIPIENTS/CN=JOHNSONB] 2/22/2010 3:17 PM
To: Gaude, Edward C.; Coronado, Richard; Cooper, Nathan
Cc:
Bcc:
Subject: FW: Queiroz Galvao meeting summary
Attachments: image001.gif; image002.jpg; Mark III Improvement Highlights Jan 2010.pptx

Ed / Richard / Nathan,

Attached is a derivative of the Mark 1&2 vs Mark 3 Comparison presentation that you have probably seen..... I prepared the attached for our new Sales Rep in Rio to give to Queiroz Galvao a few weeks back and will be the basis of our discussions with them on Wednesday.

I need you guys for the technical meetings starting at 10:00 on Wednesday 2/24 (conf room 265) and one or more of you through the plant tour after lunch to field technical questions about our system. There will be 3 visitors, one is an Electrical Engineer, one is an Electrical Tech and one is an Assistant Subsea Engineer. All that has been reported to us is that they think our control system is bad and they talk about P23. They currently use Hydril and we need to swing them our way. Maybe we should ask Mark Saunders to join us?

Thanks,

Brad Johnson

Product Manager, Controls

Drilling Systems

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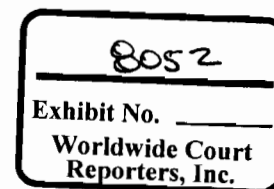
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Brad.Johnson@c-a-m.com <<mailto:Brad.Johnson@c-a-m.com>>

From: Johnson, Brad

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CDR086-001378

Sent: Thursday, January 28, 2010 7:20 PM
To: Mesquita, Carlos
Subject: RE: Queiroz Galvao meeting summary

Carlos,

OK..... I have revised the previous presentation (see attached) to hopefully capture some of the changes or differences between the Mark I & II systems and the new Mark III system that might help you in your discussions. It is still a "mine field" for you since they are not being specific. It sounds like just a general resistance to our product. I have removed some slides and added text to others and also added notes on some notes pages. Please print or view the notes pages and carefully compare this presentation to the last to see the difference.

If we can get them here we can close the deal..... Give me a call if you want to discuss and or review anything.

Good Luck,

Brad Johnson

Product Manager, Controls

Drilling Systems

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Brad Johnson@c-a-m.com <<mailto:Brad.Johnson@c-a-m.com>>

From: Mesquita, Carlos
Sent: Thursday, January 28, 2010 7:13 AM
To: Johnson, Brad
Subject: RE: Queiroz Galvao meeting summary

Brad,

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Thanks for your update. I knew you would not abandon another motorcycle lover.

I understand it will difficult for me to cover all the technical aspects, specially because I am neither an ET nor I had MUX systems training. What I expect from you are the highlights so that I can get their interest in hearing some more at our Houston facility. I already have an invitation letter from David McWhorter to QG and I will hand out to QG today. In a conversation with QG's subsea superintendent yesterday, he guaranteed me that he will be in Houston at the end of February for a Hydril FAT. That will be the perfect time to bring him to our facility in Bingle road.

Please send me a presentation with the highlights on the improvements we have made in our Mark III compared with the Mark I system installed at the P-23.

Regards,

Carlos Mesquita

From: Johnson, Brad
Sent: quarta-feira, 27 de janeiro de 2010 20:57
To: Mesquita, Carlos
Subject: RE: Queiroz Galvao meeting summary

Carlos,

I have not forgotten you..... I discussed with David McWhorter yesterday and will send you some info on Thursday. With the potential client using a generic throwdown of the problems on P23 is going to be very difficult for you to defend because of your newness to Cameron, the history of certain situations etc etc. I will try to give you some ammo but it will be an uphill climb if we can't get some specific points to address. If we are able to get them to Houston and specifically to the Controls facility we might be able to pull this off if they are willing to listen and understand. We have several folks in the organization who are ex-Hydril and believe me if you can get the client to look beyond the "glitter, glamour and shiny stuff" of the Hydril system we (Cameron) have a very simple, easy to use, straight forward and for the BOP mounted equipment lightweight solution.

Regards,

Brad Johnson

Product Manager, Controls

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Brad.Johnson@c-a-m.com <<mailto:Brad.Johnson@c-a-m.com>>

From: Mesquita, Carlos
Sent: Tuesday, January 26, 2010 5:04 AM
To: Johnson, Brad
Subject: RE: Queiroz Galvao meeting summary

Brad,

I have a letter of invitation to deliver to QG this week. I would like to make sure I do not have any deliverables before going there. Do you have any update on the other presentations?

Regards,

Carlos Mesquita

From: Johnson, Brad
Sent: quinta-feira, 21 de janeiro de 2010 21:13
To: Mesquita, Carlos
Subject: RE: Queiroz Galvao meeting summary

Got your voice mail... I was in a finance meeting. Yes, I will be sending some more info as detailed below but will not be able to get to it until sometime on Friday.

Brad Johnson

Product Manager, Controls

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Brad.Johnson@c-a-m.com <<mailto:Brad.Johnson@c-a-m.com>>

From: Johnson, Brad

Sent: Thursday, January 21, 2010 1:47 PM

To: Mesquita, Carlos

Subject: RE: Queiroz Galvao meeting summary

Carlos,

I will start by sending you the complete presentation so you will have it. I will break out the requested slides separately and send them to you with notes relating to the P23 issues that may come up. Also I will break out the systems that were delivered in the last build cycle with like equipment of that supplied to P23 which are still in service to demonstrate that some of the issues were related to start up of that particular system. Also will try to address why there are a few systems out there with Cameron BOP's and someone else's controls.

Apologize the file is so large (lots of pictures).

Regards,

Brad Johnson

Product Manager, Controls

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clip_image001

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Brad.Johnson@c-a-m.com <<mailto:Brad.Johnson@c-a-m.com>>

From: McWhorter, David J.
Sent: Thursday, January 21, 2010 8:20 AM
To: Johnson, Brad; Gaude, Edward C.
Cc: Mesquita, Carlos
Subject: FW: Queiroz Galvao meeting summary

Brad,

Please coordinate with Carlos to find the most appropriate controls presentation (I think he has already identified one of yours as a preferred option) complete with technical specifications of the "system offered to Petrobras" recently.

Thanks, David

From: Mesquita, Carlos
Sent: Thursday, January 21, 2010 5:44 AM
To: McWhorter, David J.
Cc: Arango, Juan
Subject: RE: Queiroz Galvao meeting summary

David,

I have already submitted the list of rigs to QG. I am still waiting on the controls system presentation and on the technical specifications of the system offered to MII for the Petrobras tender. It would be great if you could help me to get this technical specs document.

I have called Marcio Motta this morning, QG subsea technical guy, and he confirmed their main concern is the control system and the locking system (ST lock). I will send him a presentation today on the new EVO lock and I will send him later the presentation on the controls system.

As per your request find below the physical address to send the letter:

To: Marcio Motta and Julio Bittencourt

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v. Prefeito Aristeu Ferreira da Silva, 2729
Macaé, RJ

Brazil
CEP: 27930-070

Regards,

Carlos Mesquita

From: McWhorter, David J.
Sent: terça-feira, 19 de janeiro de 2010 19:49
To: Mesquita, Carlos
Cc: Arango, Juan
Subject: RE: Queiroz Galvao meeting summary

Carlos,

Do you need any help from me on the response required to QG? I'm of the understanding that Brad's presentation along with a client list from Lee
Irving will fulfill most of their queries.

I would like to extend an invitation, formally, to QG to tour our facility in both Houston (Controls, Bingle Road) and Berwick (stack pad
integration). Please provide me with the name and address of the person to whom you suggest I direct the invitation.

David

From: Mesquita, Carlos
Sent: Thursday, January 14, 2010 12:37 PM
To: Womble, Lee; McWhorter, David J.; Arango, Juan
Subject: Queiroz Galvao meeting summary

Gents,

Kind below my meeting minutes with Queiroz Galvao.

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Attendees:

Nelson Sena – QG Offshore Units Manager

Gustavo Quiroz Galvao – QG Operational Assistant

Juan Arango

Carlos Mesquita

David McWhorter

Meeting:

Queiroz Galvao initially expressed some concern about the local content requirement but David McWhorter explained Cameron's plan to meet that requirement.

Nelson Sena expressed his concerns on the Cameron control system reliability. Under his perspective, Cameron started very well on the market with the first MUX systems, but lost market share to competitors due to reliability issues. In Nelson's perception there are many Cameron BOP's with other controls systems because of this. He has mentioned the example of the P-23 (2001) and the Shahin rigs. David has mentioned Cameron now has a dedicated drilling controls group that was formed after the P-23 issue (2001), the team has about 45 dedicated engineers and an exclusive plant. The plant managed to meet 95% of the deliverables deadline. Only the 2 first ones slipped. David also emphasized the new generation control system is considerably lighter than the competitor (only 20,000 lbs).

The client asked Cameron to send a complete list of Clients that ordered the integrated package (BOP + control system) in this new built cycle. In addition, the client wants a presentation with the evolution of the control systems since the first generation (Mark I) until now (Mark III).

Juan asked if there is any perception that, in the past, Cameron did not give the attention Queiroz expected. Nelson did not answer the question clearly. Nelson clarified that at this point the main issue is technical. They have 2 technical guys taking care of the technical offer, Marcio Motta (former Transocean) and Julio Bitencourt (former Petrobras). We may need to send them to Houston to visit the controls plant.

At last, Nelson asked us about the technical specifications of the offer sent through Aker, to the Petrobras tender. Queiroz Galvao wants to understand our interpretation of the Petrobras tender requirements.

Lee,

Can you help me with the client requirements?

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Carlos Mesquita

Drilling Systems Sales Manager

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