

SAFETY.

tailor-made for Schlumberger



SCHLUMBERGER, ARABIAN DRILLING COMPANY

CONTEXT

• Established in 1964, the Arabian Drilling Company (ADC) is a limited liability partnership between the Industrialization & Energy Services Company (TAQA), which owns 51%, a Saudi Joint Stock company and Services Petroliers Schlumberger S.A., a global leader in oilfield services which owns the remaining 49%. ADC has operated onshore and offshore drilling rigs in the Kingdom of Saudi Arabia, the Partitioned Zone with Kuwait, and in the past, in Yemen & UAE. Drilling services are backed by more than 50 years of operational experience and a history of innovation that has brought tremendous safety and efficiency gains to the drilling process. ADC has 37 drilling rigs throughout Saudi Arabia.

• ADC is the largest drilling company in Saudi Arabia. It has a huge consumption of different type of gloves, and especially, impact gloves. When the AnsellGUARDIAN[®] team met with ADC's HSE Manager for the first time, we directly said that ADC was facing an issue on quality for their impact gloves and had very limited knowledge about others types of protection needed for each rig.

- Ansell explained to HSE management how relevant AnsellGUARDIAN[®] expertise could be regarding safety hand protection and highlighted the benefit of the AnsellGUARDIAN[®] Risk Assessment.
- Ansell had actively engaged with ADC HSE management on AnsellGUARDIAN[®] assessment and succeeded to schedule a first AnsellGUARDIAN[®] assessment test on one onshore drilling rig. This first assessment was totally successful and enabled the performance of three or more assessments over the next three months.

5 OBJECTIVES

- Enhance the quality of its existing glove solution.
- Standardize safety gloves for each application.
- Provide better cost control on safety expenses.
- Reduce employee complaints that the existing impact gloves were not durable for heavy duty jobs.
- Ensure that Ansell could offer a better offer (quality-durability-comfort), standardize 5 gloves for each application and save 20% on current safety gloves costs.



\$115,000 IN COST SAVINGS



IMPROVED SAFETY STANDARDS



ActivArm[®] 97-120

Outstanding mud-oil grip plus cut and impact resistance glove protects hands in extreme conditions, reducing fatigue and increasing productivity. Oil-impermeable technology keeps hands clean and dry for all-day comfort that helps get the job done.



ActivArm[®] 46-551

Rescue extrication glove increases grip and provides hand protection from shattered windshield glass, sharp mangled metal and tight confined spaces. DuPont[™] Kevlar[®] fibers provide protection for entire hand including back, wrist and between fingers.



ActivArm[®] 43-216

Heavy-duty special purpose glove provides molten splash resistance. Suitable for applications requiring thermal protection, including welding, operating machinery and working in environments with a risk of heat or molten splash.

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IMPROVED COST CONTROLS

AnsellGUARDIAN[®] SAFETY ASSESSMENT

- Following several meetings and presentations to top managers at ADC's head office in Dammam, Saudi Arabia, Ansell was invited to undertake the AnsellGUARDIAN[®] assessment on four different on-shore rigs as a key tool to assist in the overall safety improvement program.
- Following the success of the first AnsellGUARDIAN[®] assessment, ADC requested Ansell to conduct more assessments across Saudi Arabia on different types of rigs (oil-based mud and water-based mud).
- The Ansell team spent a total of four full days conducting audits on four different on-shore drilling rigs in September and November 2015.
- The recommendations were presented to a larger audience of ADC's management from various functions in September 2015.
- ADC management appreciated the expertise provided through the AnsellGUARDIAN[®] assessments.
- Product trials followed in October 2015 and five Ansell products, ActivArm[®] 97-120, ActivArm[®] 46-551, ActivArm[®] 43-216, HyFlex[®] 11-840 and AlphaTec[®] 58-535W, were approved by ADC crews and then by ADC HSE management.
- The implementation phase incorporated discussions with ADC Safety and Procurement functions to accurately reject phasing and sizing split, further strengthening the Ansell end user relationship and thus neutralizing the distributor's influence.

BENEFITS

- Strengthened end user relationship at all levels within ADC due to senior level engagement and overcoming a challenging distribution network through the utilization of AnsellGUARDIAN[®]. Ansell has now become the first point of contact for the end user.
- Improved safety standards and enhanced protection to workers, with the aim of improving their cost control.
- As part of the product roll out, Ansell has also provided an after sales training to all 37 rigs throughout Saudi Arabia. Videos and posters will be provided for ADC exclusive use to enhance knowledge about hand protection. This educational component is truly appreciated by ADC and makes Ansell a unique safety partner.
- 5,270 SKUs reduced from previous year's consumption, resulting in a savings for Schlumberger of \$115,000.
- Number of vendors reduced: 5.
- Number of injuries reduced since AnsellGUARDIAN[®] implementation in September 2015: 2.



HyFlex[®] 11-840

The tough 1.1 mm FORTIX™ Abrasion Resistance Technology nitrile foam coating offers EN Abrasion Level 4 protection, with up to two times the abrasion performance of other lightweight, knit-dipped gloves.



AlphaTec[®] 58-535W

Lined, nitrile gauntlet glove with ANSELL GRIP™ Technology. Inner and outer layer of nitrile rubber. Extremely good grip in wet and oily conditions. Good chemical resistance to greases, oils and hydrocarbons.