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**From:** Jeff Miller - Sr. Vice President, Gulf of Mexico  
**Sent:** Thursday, February 25, 2010 1:36 PM  
**To:** Richard Vargo  
**Subject:** FW: Playbook - GOM Cementing  
**Attachments:** Core Process Tracking (2010) 022410.xls

I added one step to the end about context for your engineers – you will have to set the expectations that they learn to engineer tuned solutions and you should add an org chart that demonstrates who works for who regarding tuning and executing the solutions,

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**From:** Richard Vargo  
**Sent:** Wednesday, February 24, 2010 9:43 PM  
**To:** Jeff Miller - Sr. Vice President, Gulf of Mexico  
**Subject:** RE: Playbook - GOM Cementing

Jeff,

Could review my Playbook? I have made the modifications that we discussed. I left the safety part in as this is definitely a change from what we have been doing.  
Let me know if you have any questions.

***Richard F. Vargo Jr.***

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**From:** Jeff Miller - Sr. Vice President, Gulf of Mexico  
**Sent:** Sunday, February 21, 2010 5:34 PM  
**To:** Richard Vargo  
**Subject:** Re: Playbook - GOM Cementing

How about by friday.

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**From:** Richard Vargo  
**To:** Jeff Miller - Sr. Vice President, Gulf of Mexico  
**Sent:** Sun Feb 21 17:13:49 2010  
**Subject:** Re: Playbook - GOM Cementing

Jeff - when do you need it?  
Richard Vargo  
GOM Region Manager  
Cementing  
Cell: 337-315-2582

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**From:** Jeff Miller - Sr. Vice President, Gulf of Mexico  
**To:** Richard Vargo

**Sent:** Sun Feb 21 17:12:14 2010  
**Subject:** Re: Playbook - GOM Cementing

Please revise as discussed and return to me.

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**From:** Richard Vargo  
**To:** Jeff Miller - Sr. Vice President, Gulf of Mexico  
**Sent:** Fri Feb 19 22:28:02 2010  
**Subject:** Playbook - GOM Cementing  
Jeff,

Please take a look at my revised version of the GOM Cementing Playbook and Processes for tracking in the GOM. This will reside on a public server and can be accessed by those that affect the processes. As well I can forward you the link so you may check on it as well if you like.  
Let me know if you have any questions.  
Thanks.

***Richard F. Vargo Jr.***

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Playbook for GOM Cementing Jan - June 2010				
Category	Action Item	Person Responsible for Completion	Expected date of completion	Date Closed
<b>Safety</b>	Determine participation requirements for PPR's for 2010	Mike Gouner	Mar-10	We are changing the way that we will utilize our programs. We will establish participation definitions for our safety programs and work this into our 2010 PPR.
<b>Service Quality</b>	Establish work processes for working with APC in DW and expand to GOM Sales Group and operations for how we will work in DW for the future.	Richard Vargo/Roger Dugas	Jun-10	We will use what we learned in the APC investigation and translate that into our Deepwater Processes for working in Deepwater in the GOM.
	Assure Technical recommendations on slurry designs. All designs must have check off from Technology (either Technical Advisor, Account Rep or Technical Professional)	Mike Serio/George Fuller	Jun-10	All recommendations for cementing work will include the assistance or sign off by either technology or technical sales to insure that the highest quality designs are being considered.
<b>Strategy</b>	Establish new successful job criteria, execute the job as designed. Density requirements met (+/- 0.3 ppg), utilize available equipment (CMS, ADC)	Richard Vargo/Roger Dugas	Apr-10	We will define in a short statement what the term "Successful Job" means to Halliburton. This will include the fact that we will only pump the job as designed, we will use the latest technology (all of our equipment CMS, ADC etc) and we will do it in the most safe, efficient and reliable manner known in the service industry. These standards will be rolled into each Service Supervisors PPR and they will be held accountable.

establish context for training engineers in the form of teaching them how do execute cementing value proposition - tuned solutions.

## **Core Process Definitions**

### **Core Process #1 - Opportunities (How we track our opportunities to make money)**

This is where all opportunities for work will reside. Permits, as well as all identified opportunities will be tracked here. Account reps as well as Account Leaders and Sales Managers can populate an opportunity here. If you are identified as the person to close out the opportunity you will need to do that. This will be reviewed on a weekly basis in our Monday morning call but needs to be a living document that is updated regularly.

### **Core Process #2 - Threats (How we track threats to prevent from losing money)**

This is where all threats to our market share will reside. Any identified threat needs to be tracked here. Account reps as well as Account Leaders and Sales Managers can populate any threat here. If you are identified as the person to close out the threat you will need to do that. This will be reviewed on a weekly basis in our Monday morning call but needs to be a living document that is updated regularly.

### **Core Process #3 - Proactive Service Quality (How we prevent from giving money back)**

This is where our Electronics Maintenance Supervisor as well as our Mechanics Supervisor will update any requests for service on our rigs in order for our BD and Operations group to have visibility to issues which could cause an irregular job or service quality incident. This is updated regularly by our maintenance group.

### **Core Process #4 - Reactive Service Quality (How we manage investigations and minimize giving money back)**

This is where we will track all ongoing investigations so that BD as well as operations has visibility to any investigations that involved a service quality incident. Our Technology group will have visibility and maintain this spreadsheet.



2010 Opportunities															
Opportunity Date	Market	Identify Opportunity (where does it come from)	Rig Name	Rig Status	Operator	Sales Manager Responsible	Assigned to BD by Sales Manager	Made contact with Customer	Customer Contact (Name and Position)	Results	Reason	Change/No-Change	Resolved? (Y/N)	Date Resolved	Notes
01-Feb-10	Land	Permits	Pemsey #1		Vaquero Res.	Roger Dugas									
01-Feb-10	Land	Permits	Muscat-Davis-33 #4		Muscat-Petro	Roger Dugas									
01-Feb-10	Land	Permits	Arroyo Herra #1		Quasi Exploration	Roger Dugas									
01-Feb-10	Land	Permits	Pulcan #4		Liberty Gas Storage	Roger Dugas									
01-Feb-10	Land	Monday Sales Call	Wayhousers-18 #1	Drilling	Yuma Expl	Roger Dugas	Chris Faulkner	Yes		Loss	Financial Relationship	No-Change	Y	8-Feb-10	Lost due to price at 75%
01-Feb-10	Shelf	Monday Sales Call	Sahavak-3000	En Route	Hicorp	Roger Dugas	Greg Rochel	Yes	Mika Bum - DM	Win		Change	Y	10-Feb-10	Unit placement. We will be installing a unit on this rig next week, weather permitting.
01-Feb-10	Float Equip	Monday Sales Call	Sahavak - 2001	En Route	energy XXI	Roger Dugas	Greg Rochel	Yes		Win		Change	Y	11-Jan-10	Final Equip - failure from Weatherford
01-Feb-10	Shelf	Monday Sales Call	CR Lugus	Drilling	BHP	Roger Dugas	Wilson Tunison								Placed Equip - failure from Weatherford
01-Feb-10	Shelf	Sales Manager	Sahavak 2004	Cold Stacked	Arrea	Roger Dugas	Greg Rochel	Yes	Kali Acal	Loss	Service Quality	No-Change	Y	11-Jan-10	Made an offer to Kali stated poor service quality on the 2002 and will prevent change out.
15-Feb-10	Shelf	Sales Manager	Hercules 200	Drilling	ADTILand Petro	Roger Dugas	Scooter Tompkins	Yes	Gary Hall						Currently working for ADTILand. HH is considering a unit change out.
15-Feb-10	Shelf	Sales Manager	Hercules 257	Hot Stacked	ADTILand-Houston	Roger Dugas	Chris Faulkner	Yes	Gary Hall	Win	Relationship	No-Change			HH is considering a unit change out. Part the rig RED for the 200 or the 257.
15-Feb-10	Inland	Permits	Hercules 150	En Route	Hicorp	Roger Dugas	Greg Rochel	Yes							Picking up the 150 in late Feb to call the Hog Bayou ST.
15-Feb-10	Inland	Permits	Coastal Rig 20		SWIFT ENERGY	Roger Dugas	Greg Rochel								See Threats
15-Feb-10	Land	Permits	Coastal Rig 20		SWIFT ENERGY	Roger Dugas	Greg Rochel								See Threats
15-Feb-10	Land	Permits			Muscat-Petro	Roger Dugas	Greg Rochel								May be the Precision 77 drilling this one.
15-Feb-10	Land	Permits			SPARTAN OPER.	Roger Dugas	Charles Moore								Re-assigned to Chris Faulkner. SAP shows to be in Tyler, Tx. I have a call into Randy Tolar. Cash only as per Mark Francis-CFS
15-Feb-10	Land	Permits			SMITH PROD.	Robert Siffert	B. Williams								ML Reach SWD #1
15-Feb-10	Land	Permits			DENBURY ONSHORE	Roger Dugas	James Myers								Jamies said we have this work.
15-Feb-10	Land	Permits			energy XXI	Roger Dugas	Greg Rochel								McHenry SWD #17
24-Feb-10	Shelf	Sales Manager	Hercules 200	Drilling	ADTILand Petro	Roger Dugas	Scooter Tompkins	Yes	Gary Hall	Win	Financial	Change	Y	22-Feb-10	Met with Gary Hall and came to an agreement and units will be installed on the Hercules 200 & Hercules 257. 0 day rate for 1 year and 60% (effective Feb. 15th) discount on materials. The 200 currently has 150 and the 257 has 150
24-Feb-10	Shelf	Sales Manager	Hercules 257	Drilling	Badger Oil	Roger Dugas	Scooter Tompkins	Yes	Gary Hall	Win	Financial	Change	Y	22-Feb-10	Met with Gary Hall and came to an agreement and units will be installed on the Hercules 200 & Hercules 257. 0 day rate for 1 year and 60% (effective Feb. 15th) discount on materials. The 200 currently has 150 and the 257 has 150

# 2010 Threats

Threat Date	Market	Identify Threat does it come from	Rig Name	Rig Status	Operator	Sales Manager Responsible	Assigned to BD by Sales Manager	Made contact with Customer	Customer Contact (Name and Position)	Results	Reason	Change/ No-Change	Resolved? (Y/N)	Date Resolved	Notes
01-Feb-10	Shelf	Monday Sales Call	Seahawk 2500	Stacked	Energy XXI	Roger Dugas	Greg Rochel	Yes	Joe Slattery - VP Operations	Remain on Rig	Financial	No-Change	Y		Swapping out old unit and will be going to work for Energy XXI
01-Feb-10	Shelf	Monday Sales Call	Hercules 202	Drilling	LLOG	Roger Dugas	Ron Hall	Yes	Harry Dearing - Drig Eng	Bid					No change at this time.
22-Feb-10	Inland	Acct. Rep.	Coastal Rig 20	Drilling	Swift	Roger Dugas	Greg Rochel	Yes	?						Will re-tender Lake Washington work
22-Feb-10	Deepwater	Coordinator	Ocean Baroness	Drilling	Hess	Roger Dugas	Fred Hardy								Rig will finish contract with Hess and then go to Brazil.
22-Feb-01	Inland	Acct. Rep.	Parker 76B	Currently P&A well	Chevron	Kim Boudreaux	Tony Vickhair	Yes	Rod Bazer - Drilling Mgr.						Chevron planning next well 60 days to get pipe located for next well

# 2010 Unscheduled Maintenance

Date Out	Date In	Rig	Customer	During Job	ETC/MTC	Problem Reported	Reported By	Maintenance order #	Action Taken	Completed By	Responsible	Status Complete (Y/N)	Comments
2/6/2010	2/6/2010	Saskwilt 2602	Arena	N	WTC	Radiator not heating	Carson	105713155	Changed out radiator	Quaid Tech	Moira Bates	Y	Foreign debris picked up by pond and sent through insulator.
2/6/2010	2/6/2010	Marist Developer	Stabil	N	WTC	EV4 not heating	Goodman	105793271	Revised pump	Keith Gier	Moira Bates	Y	Other bad pressures sent at 25 psi
2/10/2010	2/10/2010	Saskwilt 2602	Arena	N	WTC	EV5	Carson	105844133	Increases engine RPM and adjust valves.	Keith Gier	Moira Bates	Y	No fault found.
2/6/2010	2/10/2010	Enco 82	Cheron	N	ETC	Pressure & Rate Problem	Berry Fox	105827120	PSI had wrong numbers in Unipro. Bad Mag Pick Up	Patrick Reading	Edy Crabtree	N	Mag Pick Up Backward. Signal still noisy. Balance problem is with Mag Pick Up Monitoring device
2/10/2010	2/10/2010	Saskwilt 2602	Arena	Y	ETC	Water & Cement Valve not Opening	Carson	105794543	Changed Unipro. Set open/Closed Valves. Set Water Delivery Rate to 4.8	Steve Browner/Gary Baird	Edy Crabtree	Y	Job for 2/13. We will look at charts
2/10/2010	2/10/2010	Discover Synt	Amstar 10	N	ETC	RCM Dissolver Reading 0kts.	Mark Trevillion	No MO	Cold Start Unipro. Auto Call to Water	Kenny Malacca	Edy Crabtree	Y	Fixed over Phone. Dissolver not set after start (PSI). Cement still in tank and rig port to be repaired to replace
2/6/2010	2/6/2010	Alwood Richmond	ADTI	N	ETC	Unipro Not Booting Up Correctly	Tommy Foranberry	No MO	Cold Start Unipro. Repair Call Data	Kenny Malacca	Edy Crabtree	Y	Corrected over phone. Cement did not call back
2/17/2010	2/17/2010	Meridian 202	area	n	mtc	heating controller for EUS	boone	No MO	sent message with new controllers	demos	Moira Bates	Y	mechanic is still on location
2/10/2010	2/10/2010	ocean traylor	area	no	vsender	4700 tons. Won't shut	willard	105824339	removed connections cleaned and rechecked	MCI	Moira Bates	Y	mechanic is still on location
2/6/2010	2/6/2010	meridian developer	Stabil	N	ETC	throttling valve not set up	bedwood	105841558	robbed valve and sent out to separator	Richard Maloney	Edy Crabtree	Y	Cement Water Great Location. Repair on Location
2/18/2010	2/20/2010	Ocean Monarch	Marathon	N	ETC	Need Lightbulbs for CMS. No Serial Data from either unipro	Jason Richardson	325818130	Replaced Unipro	Richard Maloney	Edy	N	Unipro will be repaired at shop
2/18/2010	2/18/2010	Enco 99	Exxon/Mobil	N	ETC	Computer not booting how to set up the OPMO function on the Unilite II	William Randall Johnson	No MO	Wrote Procedure and sent it to cementer via email	John Thompson	Edy	Y	
2/10/2010	2/10/2010	ENSCO 850	Amstar 10	N	ETC	GPU Power issue	David Logan	105829550	Part Taken from Yoda Started on yard and setting rig	Richard Maloney	Edy Crabtree	N	Will be changed by Rig Electrician
2/10/2010	2/10/2010	Saskwilt 2602	Arena	Y	ETC	PSO Reading incorrect	H. Heston		Density Meter? Flow Rate? Hydrates?	Richard Maloney	Edy Crabtree	Y	Working on Cementer to set up transportation
2/10/2010	2/22/2010	Discover Amstar	Stabil	N	ETC	Fault Light on Pump 1A	Edy Lacelle	No MO	Reset Rig System	Edy Lacelle	Edy Crabtree	Y	Prepared on rig

Mounting Bracket and Cable Gland sent to rig on 2/15/10



