

# Offshore®

2017 MARKETING SOLUTIONS



PennWell®

[WWW.OFFSHORE-MAG.COM](http://WWW.OFFSHORE-MAG.COM)

# EDITORIAL EXCELLENCE

## MEET THE OFFSHORE TEAM

*Offshore's* editorial team delivers information to help readers evaluate world trends and technologies – providing audiences with solutions for practical business and engineering applications. The team's experience and diverse expertise translates into high-quality editorial and loyal readers. Subscribers rely on *Offshore's* editorial team members to deliver the news, and advertisers rely on them to deliver quality audiences.



**David Paganie** is Chief Editor of *Offshore* magazine and Conferences Director of PennWell's Offshore Group. David oversees the *Offshore* portfolio of print and digital editorial content and global oil and gas events. He has spoken at conferences addressing the offshore industry from China, Southeast Asia, the Middle East, Europe, West Africa, and Latin America. Prior to joining PennWell in 2005, David served as Editor of *Offshore Field Development International* at ODS-Petrodata (IHS-Petrodata), and as an Analyst at Baker Energy (Wood Group). He has more than 18 years of experience in the offshore oil and gas industry. If you have any *Offshore* editorial questions or comments, contact David at [DavidP@PennWell.com](mailto:DavidP@PennWell.com).



**Jeremy Beckman** is Editor–Europe of *Offshore* magazine. As the Europe editor for *Offshore*, Jeremy regularly writes news columns on trends and events both in the Northwest Europe offshore region and globally. He also writes features on developments and technologies in exploration and production. Jeremy has been an editor for *Offshore* magazine since 1992. If you have an interest in sharing news or technology developments from Europe and the Middle East, contact Jeremy at [JeremyB@PennWell.com](mailto:JeremyB@PennWell.com).



**Bruce Beaubouef** is Managing Editor of *Offshore* magazine. He manages all content flow for *Offshore* magazine (including newsletters, websites, and webcasts) and writes the monthly Gulf of Mexico and Drilling & Production columns for the magazine. Bruce has 19 years of experience in covering the oil and gas industry, and previously served as Editor of *PipeLine and Gas Technology*, Associate Editor for *Pipe Line and Gas Industry*, and as Editor of *Pipeline Digest*. Bruce earned his doctorate at the University of Houston in 1997, and his dissertation was published in book form by Texas A&M University Press in September 2007 as *The Strategic Petroleum Reserve: U.S. Energy Security and Oil Politics, 1975–2005*. To find out about submitting editorial content for review, contact Bruce at [BruceB@PennWell.com](mailto:BruceB@PennWell.com).



**Jessica Tippee** is Assistant Editor of *Offshore* magazine. Jessica writes and edits articles for the website and magazine, including the monthly Vessels, Rigs & Surface Systems column, assembles eNewsletters and surveys, and handles *Offshore's* social media. She is also Conference Manager of Pipeline Week. She served as an Editorial Intern at *Offshore* in 2009 and 2010 before joining the editorial team full time in April 2011. To learn more about Pipeline Week, contact Jessica at [JessicaT@PennWell.com](mailto:JessicaT@PennWell.com).



**Sarah Parker Musarra** is Editor of *Offshore* magazine. Among other duties, Sarah writes and edits for both the magazine and the website, and is responsible for *Offshore's* monthly Subsea Systems and Geosciences columns. She also helps to research and organize editorial webcasts. A journalist and communications professional, Sarah previously worked for several multinational and Fortune 500 companies, including an E&P major and an integrated energy company, before returning to journalism full time to cover the offshore oil and gas sector. If you have any news related to the subsea sector or if you have webcast content ideas, contact Sarah at [SMusarra@PennWell.com](mailto:SMusarra@PennWell.com).



**Gail Killough** is Domestic Conferences Manager of PennWell's Offshore Group. She works closely with the conference director and advisory boards to develop the conference programs while coordinating speaker participation. Gail currently manages the conferences for Deepwater Operations; Topsides, Platforms & Hulls; Subsea Tieback Forum; and the Petroleum Network Education Conference's International Conference on Petroleum Data Integration, Information and Data Management. For conference program information, contact Gail at [GailK@PennWell.com](mailto:GailK@PennWell.com).

# MEDIA PORTFOLIO

## THE ONLY BRAND SPECIALIZED IN COVERING ALL ASPECTS OF THE OFFSHORE INDUSTRY

The oil and gas industry comprises many components, but only one publication details the technical diversity of the offshore market segment – both above and below the shoreline. Established in 1954, *Offshore* is dedicated to providing global audiences with exclusive industry analysis of the latest trends and technologies, projects, and best practices across multiple communication platforms.



### PRINT

Published 12x per year  
48,011 qualified subscribers  
Over 60 years in circulation



### ONLINE

Over 2.5 million site visits per year  
55.3% of page visits come from search traffic



### ENEWSLETTERS

Seven topic-specific eNewsletters available daily and monthly  
More than 2.2 million eNewsletters sent each year



### WEBCASTS

300–600 average leads generated per webcast  
Accessible on demand for six months



### VIDEO

Four recording studios in the US and UK  
Video crew available for live events



### SOCIAL MEDIA

77,996 total social media followers  
26% year-over-year increase in audience



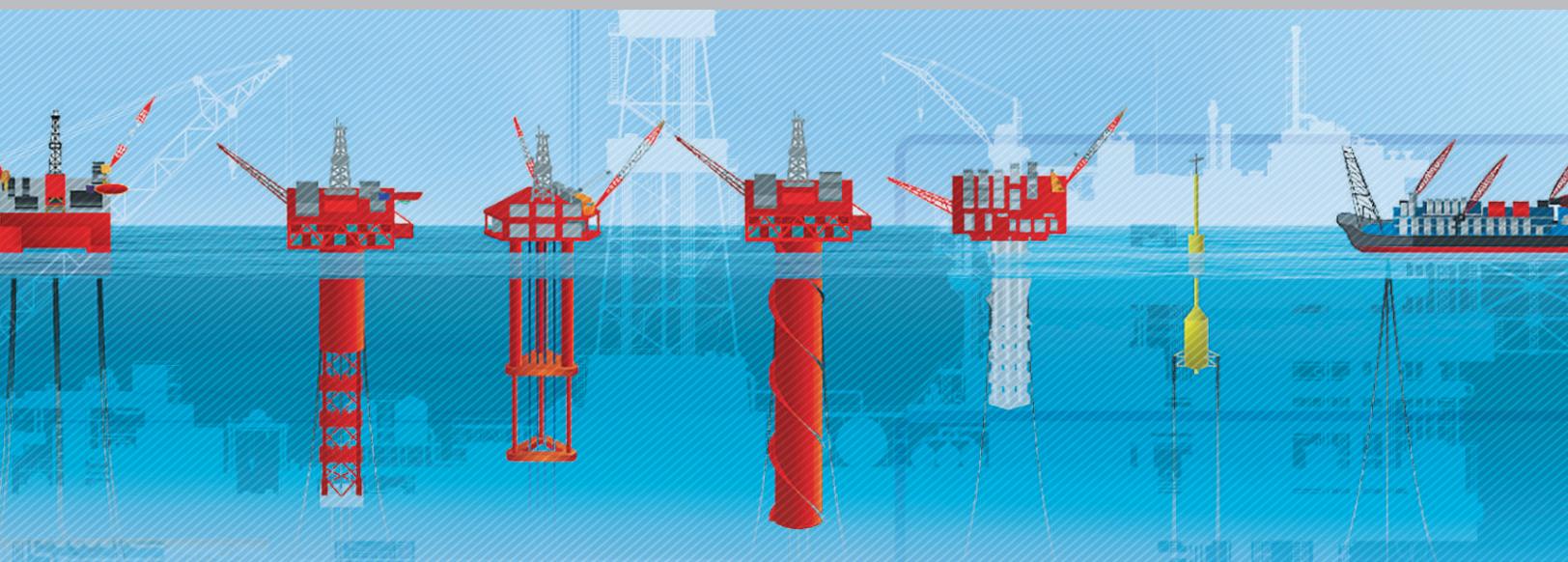
### MOBILE

Two apps for accessing news updates and digital issues  
11,479 app downloads in 2016



### EVENTS

Six events covering the offshore industry  
8,821 attendees from all over the world  
Bonus distribution at nearly 30 major industry events



Print: June 2016 BPA Brand Report

Online, eNewsletter, Webcast, Mobile, Events: Internal Publisher's Data (April 2015–May 2016)

Social Media Audience Includes Facebook, Twitter, YouTube, LinkedIn Groups, LinkedIn Showcase Page, Google+

# AUDITED MEDIA CHANNELS



BPA was originally created by advertisers, agencies, and the media industry to audit audience claims used in the buying and selling of print, digital, and face-to-face advertising. BPA media members showcase their total reach within a Brand Report, which allows media owners, such as *Offshore*, to present audience touch points within a single portfolio report.

The BPA media audit and Brand Report are the currencies to help marketers more efficiently evaluate, plan, and buy across multiple media platforms, and place their messages with confidence.



# 100%

One-Year Direct Request  
14 years in a row

Here is one very good reason to consider advertising with *Offshore* magazine: this publication continues to provide 100% personal-request subscribers and 100% 1-year verified circulation to over 48,000 qualified oil & gas industry professionals. This means that *Offshore* is only distributed to subscribers who qualify to receive the publication and these subscribers renew their subscription every year.

As confirmed by the June 2015 circulation audit by BPA Worldwide, *Offshore* is delivering on its commitment to major oil & gas operating companies, independent oil & gas companies, national/state oil companies, drilling contractors, consulting companies and other oil & gas industry professionals. *Offshore* has positioned itself as a dominant brand in its marine/offshore industry, despite a trend of declining circulation across all measured sectors.

Think about it. While the oil and gas sector faces significant economic challenges, *Offshore* continues to receive a high request and a 100% current 1-year audience among the industry's leading companies.

Research the numbers for yourself. *Offshore* clearly distinguishes between its various sectors of *Offshore's* circulation. This easy-to-analyze document was designed by BPA to produce a clear and accurate description of its audience. This information gives you confidence in the right audience.

BPA Worldwide is an industry-owned, independent, not-for-profit organization that verifies ad publications, consumer magazines and newspapers as well as face-to-face events and digital network events. Advertisers have complete and unbiased verification that the media in which they advertise is the right audience.

Whether it is in print, in person or online, informed advertisers and agencies have made audience data a key element in their buying decision. Consider the following statement from Advertising Agencies and the Association of National Advertisers: "Through audited advertising, a brand does, in fact, deliver recipients that comprise a marketer's desired audience."

On the subject of audited vs. unaudited media, they go on to say that "our vote would be for audited media because unaudited media is often nothing more than space purchase gambles with very poor results."

With so many options and outlets for audience exposure, there is an increased need for audience verification. BPA Worldwide audit is an asset. Whether it is in print, in person, or online, informed advertising agencies and advertisers can be confident in their buying decision. It brings the process. That's why *Offshore* magazine invests in audits for not only the publication, but for the audience.

*Offshore* is providing you the most recent BPA Brand Report – the very best way you can be confident in your purchase.

If you have any questions about *Offshore's* circulation or BPA audit, you can call Mark Peter with *Offshore* magazine at 713-963-6260.

Best regards,

Glenn J. Hansen  
President & CEO  
BPA Worldwide

100 Beard Sawmill Road, Sixth Floor, Shelton, CT 06484-6259 USA • Tel: +1.203-447-2800 • Fax: +1.203-447-2801

December 2015  
Business of Providing Assurance

## BRAND REPORT FOR THE 6 MONTH PERIOD ENDED JUNE 2016

**Offshore** is a B2B brand intended for professionals in the offshore oil and gas industry. The brand content and editorial scope of the publication includes geology, geophysics, drilling, completion, engineering, construction, pipelines, subssea, and production operations. The content of every issue is also available to subscribers globally via the online digital version.

**BRAND REPORT PURPOSE**  
The Brand Report provides a deeper understanding and identification of all audited touch points with customers that have interest in the brand. It is designed to present analysis of all communication channels, including a brand's unique users within each channel of, but not across, multiple media platforms. This non-integrated report contains data for each separate media channel as indicated in the Executive Summary. No attempt has been made to identify or eliminate duplication that may exist across media channels.

### CHANNELS

**OFFSHORE MAGAZINE**

6 issues in the period  
48,011 average circulation

**OFFSHORE WEBSITE**

140,269 average unique browsers

**OFFSHORE SOCIAL MEDIA**

See below for Social Media Claims

### EXECUTIVE SUMMARY

Below are the Average contacts per occurrence, including frequency per period reported

	Non-Paid	Paid	Average
<b>OFFSHORE MAGAZINE (6 issues in the period)</b>			
a. Print	48,011	-	48,011
b. Digital	25,610	-	25,610
<b>OFFSHORE WEBSITE</b>			
(Monthly Unique Browsers with 398,480 average Page Impressions)	140,269	-	140,269
<b>OFFSHORE SOCIAL MEDIA**</b>			
a. offshoremagzn Twitter followers	*26,459	-	*26,459
b. offshoremagazine Facebook likes	*47,278	-	*47,278
c. groups?gid=4542757 LinkedIn group members	*3,303	-	*3,303
d. oilgasevents Twitter followers	*11,341	-	*11,341
e. OilGasEvents Facebook likes	*9,328	-	*9,328

\*Social Media Claims are a cumulative figure, not an average.  
\*\*Shared Media Channels - Include Facebook, Twitter and LinkedIn figures for PennWell Corporation's Oil & Gas, Offshore and Pipeline events that serve multiple brands including Offshore Magazine, Pipeline Week, Deep Offshore Technology International, Deepwater Operations, Offshore Middle East, Offshore West Africa, Topside, Platforms & Hulls, Subsea Tieback Forum, and Petroleum Network Education Conferences.

No attempt has been made to identify or eliminate duplication that may exist across media channels.

	Non-Paid	Paid	Average
West Virginia	99	9	44
North Carolina	71	31	102
South Carolina	46	22	68
Georgia	94	39	133
Florida	324	143	467
<b>SOUTH ATLANTIC</b>	<b>748</b>	<b>344</b>	<b>1,092</b>
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>25,001</b>	<b>23,015</b>	<b>48,016</b>

\*See Additional Data

No attempt has been made to identify or eliminate duplication that may exist across media channels.

	Non-Paid	Paid	Average
Sweden	38	52	90
Switzerland	34	55	89
Turkey	88	123	211
Ukraine	28	2,063	3,906
United Kingdom	1,825	2	2
Unspecified Europe	2	0	0
<b>SUBTOTAL</b>	<b>4,342</b>	<b>5,520</b>	<b>9,862</b>
<b>TOTAL QUALIFIED CIRCULATION</b>	<b>25,001</b>	<b>23,015</b>	<b>48,016</b>

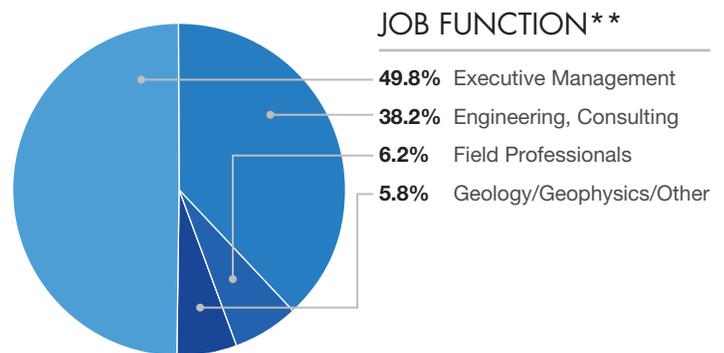
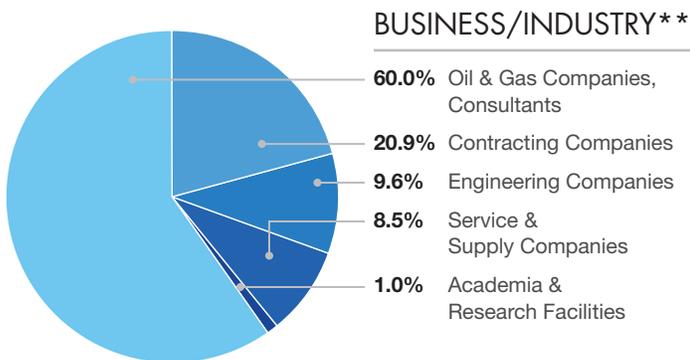
\*See Additional Data

# MAGAZINE SUBSCRIBERS

## REACH AND INFLUENCE DECISION MAKERS AT OIL & GAS, EXPLORATION & PRODUCTION, AND SERVICE & SUPPLY COMPANIES

Established in 1954, *Offshore* equips industry professionals and those who support them with the resources they need to make informed decisions.

### REASONS WHY OFFSHORE SUBSCRIBERS READ THE MAGAZINE:\*



# 83.8%

of *Offshore* survey respondents purchase, approve, recommend, or specify equipment or services\*

### OFFSHORE READERS ARE LOOKING FOR VENDORS WHO PROVIDE:\*\*

- Exploration/Seismic Formation Evaluation Equipment & Services
- Drilling Rigs & Rig Equipment
- Drilling Contractor Services
- Downhole Drilling Tools/Coiled Tubing/Muds & Chemicals/Well Maintenance Equipment
- Cementing/Well Completion/Stimulation Equipment & Services
- Subsea Production Equipment & Services
- Surface Production Equipment & Services
- Motors/Engines/Pumps/Compressors/Turbines/Generators
- Automation Systems/Instruments & Control/Valves & Accessories/Safety Equipment
- Marine Transportation/Construction Equipment Services
- Mooring and Station Keeping Equipment & Services
- IT/Computer Hardware/Software Equipment & Services
- Financial Insurance/General Business Services

 Look for this pairing icon throughout the media kit. The pairing icon indicates our recommendation on how to best maximize your marketing investment.

\*Source: 2016 Audience Readership Study

\*\*Source: June 2015 BPA Brand Report

# 2017 EDITORIAL CALENDAR

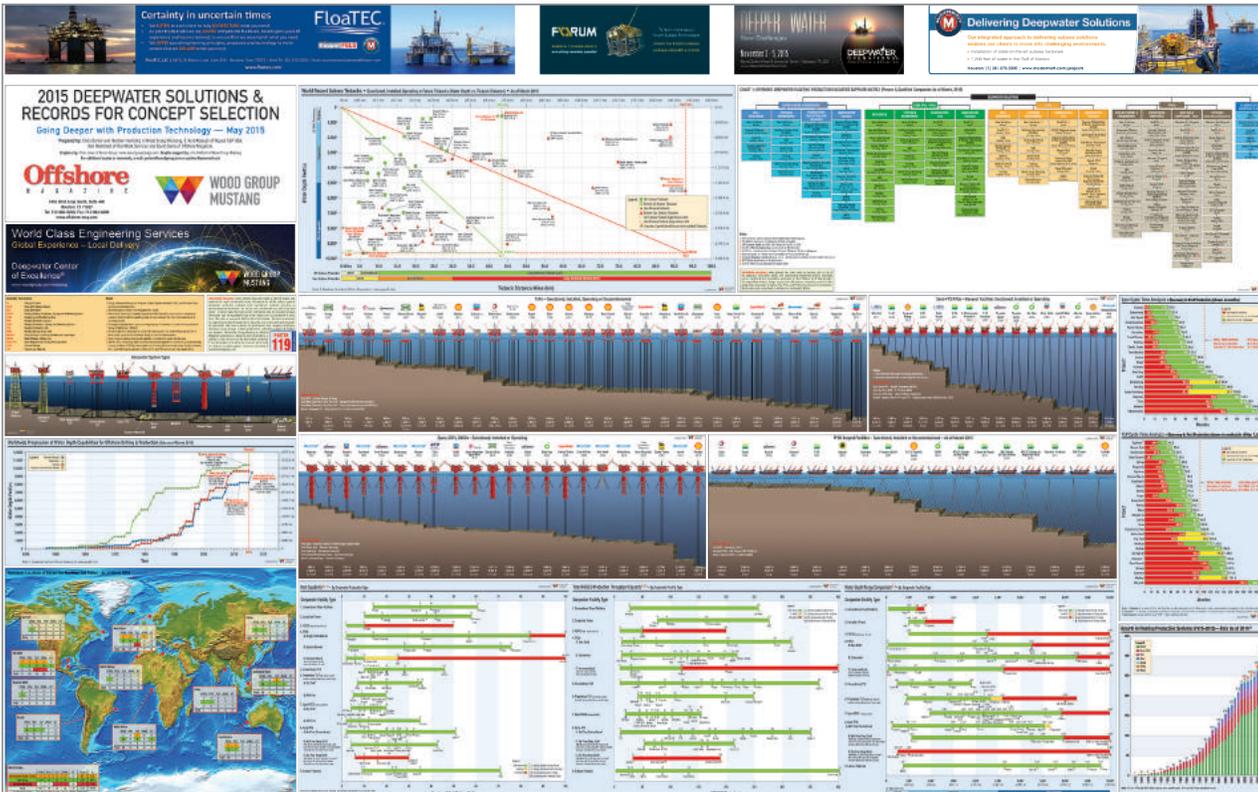
		JANUARY	FEBRUARY	MARCH	APRIL	MAY
<b>Issue Focus</b>		Gulf of Mexico Topsides, Platforms, and Hulls Overview	Top 10 Offshore Drilling Contractors	Seismic Exploration Report Seismic Market Outlook	OTC Preview Drilling Technology Report	OTC Issue Global E&P Report
<b>Geographic Focus</b>		Gulf of Mexico	Eastern Canada	Asia/Pacific	Africa	Global E&P Analysis and Field Development Forecast
<b>Technology Focus</b>	<b>Geology and Geophysics</b>	Pressure Prediction Subsalt Imaging	Seismic Acquisition Equipment and Techniques	Brownfield (4D) Seismic	Geophysical Applications and Advances	Data Processing Integration
	<b>Drilling and Completion</b>	HP/HT Technology Plug and Abandonment	Mooring/DP Technologies Drilling Rig Equipment and Technology	Rig Automation and Innovation	Real-Time Data Cementing	Drill Bit Technology Risk Management Deepwater Well Construction
	<b>Engineering, Construction, and Installation</b>	Topsides, Platforms, and Hulls	Decommissioning	Deepwater Installation and Integration	Heavy Lift	FLNG Design Production Systems Life Extension
	<b>Production Operations</b>	Advances in Sand Control Openhole Frac Pack	Production Optimization	Coiled Tubing and Well Intervention	Floating Production Facilities	EOR/IOR Production Automation
	<b>Subsea</b>	Subsea Boosting and Processing	AUV/ROV Operations Subsea Tieback Technology	Subsea Well Intervention Riser Design and Umbilicals	Marginal Field Development	HP/HT Equipment
	<b>Flowlines and Pipelines</b>	Corrosion and Hydrate Inhibition	Long-Distance Tiebacks	Flow Assurance Solutions	Pipeline Construction	Pipeline Construction Vessels
<b>Maps</b>		Gulf of Mexico				
<b>Posters</b>				Subsea Processing/ Boosting	Flow Assurance	Deepwater Records, Solutions, and Concepts
<b>Supplements</b>						NOIA, France
<b>Surveys</b>		Deepwater Gulf of Mexico Discoveries	Top 10 Offshore Drilling Contractors		Rotary Steerable Systems	
<b>Email Newsletter Show Dailies</b>			Topsides	Subsea Tieback		Offshore Technology Conference
<b>Ad Close</b>		<b>2-Dec</b>	<b>5-Jan</b>	<b>3-Feb</b>	<b>3-Mar</b>	<b>27-Mar</b>
<b>Material Due</b>		<b>9-Dec</b>	<b>12-Jan</b>	<b>10-Feb</b>	<b>10-Mar</b>	<b>3-Apr</b>
<b>Bonus Distribution</b>		ARC Industry Forum Feb 6-9 Orlando, FL	SPE/IADC Drilling Conference and Exhibition Mar 14-16 The Hague, NL	NACE Corrosion International Corrosion Conference Mar 26-30 New Orleans, LA	Offshore Technology Conference May 1-4 Houston, TX	Offshore Technology Conference May 1-4 Houston, TX
		NAPE Summit Feb 15-17 Houston, TX	Subsea Tieback Forum Mar 21-23 San Antonio, TX	AAPG ACE Convention Apr 2-5 Houston, TX	Offshore West Africa June 6-8 Lagos, NG	PNEC May 16-18 Houston, TX
		Topsides, Platforms & Hulls Feb 21-23 New Orleans, LA	SPE ICoTA Mar 21-22 Houston, TX	AADE Fluids Technical Conference Apr 11-12 Houston, TX		EAGE Jun 12-15 Paris, FR
		Australasian Oil & Gas Exhibition Feb 22-24 Perth, AU				Brasil Offshore June 20-23 Macaé, BR

JUNE	JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER
Gulf of Mexico Drilling Offshore Mexico OTC Technology Review	Drilling Rig Report Latin America Report	Offshore Europe Report	Drilling and Production Technology	Deepwater Field Development – Case Studies	Well Construction	Top Five Offshore Projects
Gulf of Mexico	Latin America	Northwest Europe	Middle East Caspian	Deepwater World Review	Australia	West Africa
Geohazard Brownfield Seismic	Seismic While Drilling Subsalt Imaging	Data Processing and Integration	Seismic Acquisition Technology	Miocene and Lower Tertiary Exploration	Reservoir Characterization	Multi-Client Survey
Lower Tertiary and Miocene Update Advanced Completion Technology	Drilling Rig Equipment and Technology Station Keeping Advances	MWD/LWD Update	Extended-Reach Drilling and Completion	Deepwater Well Control Managed Pressure Drilling	Well Construction and Intervention	Intelligent Completions
Floating Production System Design and Construction FPS Standardization	Risk-Based Inspection Asset Integrity Management	Decommissioning Offshore Wind	Platform Design and Construction	Deepwater Construction	Heavy-Lift Operations	Deepwater Field Development Local Content Requirements
Well Stimulation	Deepwater Well Intervention	Late-Life Field Management	Production Riser Design	FLNG/FPSO Operations	Production Separation Technology	Coatings and Corrosion Control
Flow Assurance Hydrate Control	Brownfield Development	Long-Distance Tiebacks	Riser Monitoring and Management	All-Electric Subsea Technology	Subsea Equipment and Standardization	Flow Assurance Hydrate Remediation
Pipeline Inspection and Management	Pipeline Repair Technology	Deepwater Pipeline Installation	Multi-Phase Flow and Measurement	Pipeline Commissioning	Welding Technology	Subsea Coatings
	Deepwater Rigs	FPSO		Spar	Pipelay	
		Offshore Technology from Europe				
Stimulation Vessels Survey	Mobile Rig Construction	Global MWD/LWD Services Offshore Pipeline Construction	Environmental Drilling and Completion Fluids			
		Offshore Europe			Deepwater Operations	
<b>3-May</b>	<b>7-Jun</b>	<b>6-Jul</b>	<b>4-Aug</b>	<b>5-Sep</b>	<b>5-Oct</b>	<b>7-Nov</b>
<b>10-May</b>	<b>14-Jun</b>	<b>13-Jul</b>	<b>11-Aug</b>	<b>12-Sep</b>	<b>12-Oct</b>	<b>14-Nov</b>
	Summer NAPE Aug 16–17 Houston, TX	Offshore Europe Sep 5–8 Aberdeen, UK	SEG International Exhibition Sep 24–27 Houston, TX	Deepwater Operations Nov 7–9 Galveston, TX	International WorkBoat Show Nov 29–Dec 1 New Orleans, LA	
		IPLOCA	Pipeline Week Oct 3–5 Houston, TX			
		FPSO World Congress Singapore	SPE ATCE Oct 9–11 San Antonio, TX			
		Arctic Technology Conference	OTC Brasil Oct 24–26 Rio de Janeiro, BR			
			ADIPEC Abu Dhabi			

# INCREASE BRAND AWARENESS

## MAPS & POSTERS

Maximize brand exposure when you place your brand message or logo on *Offshore* maps and posters. Displayed in general, high-traffic areas and referenced frequently, your brand gains timeless exposure when aligned near the content on these resources.



### SPONSOR THESE MAPS OR POSTERS IN 2017:

- Gulf of Mexico – *January*
- Subsea Processing/Boosting – *March*
- Flow Assurance – *April*
- Deepwater Records, Solutions, and Concepts – *May*
- Deepwater Rigs – *July*
- FPSO – *August*
- Spar – *October*
- Pipelay – *November*

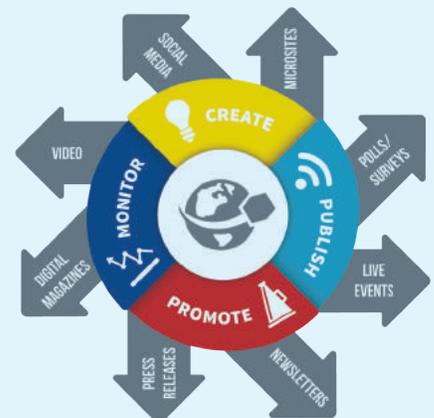


Extend the life of your brand awareness campaign in the magazine with a placement on one of *Offshore* magazine's maps and posters.

## PENNWELL MARKETING SOLUTIONS

From copywriting to design and production, we create compelling, specialized, and targeted messaging that resonates with audiences across new and traditional media platforms.

Speak with the *Offshore* team about developing your next website, corporate brochure, tradeshow display, promotional video, print, online, or social campaign, white paper, or technical article.



# DRIVE ONLINE TRAFFIC

Offshore's website offers many ways to connect audiences with advertisers as they search for industry news, technology, archives, webcasts, white papers, videos, and commentaries. Industry professionals rely on offshore-mag.com because it is data-rich and easy to use on smartphones and tablets.

As an advertiser, you can select from multiple ad positions on the site to best position your brand and drive traffic to your site, landing page, or special online offers.

## HOMEPAGE PLUS AD UNITS

The Homepage Plus online banner positions your company with the most respected content serving the information needs of thousands of industry professionals. Choose from three Homepage Plus ad positions:

**Leaderboard**   **Skyscraper**   **Site Sponsor**

## RICH-MEDIA AD UNITS

### PAGE PEEL

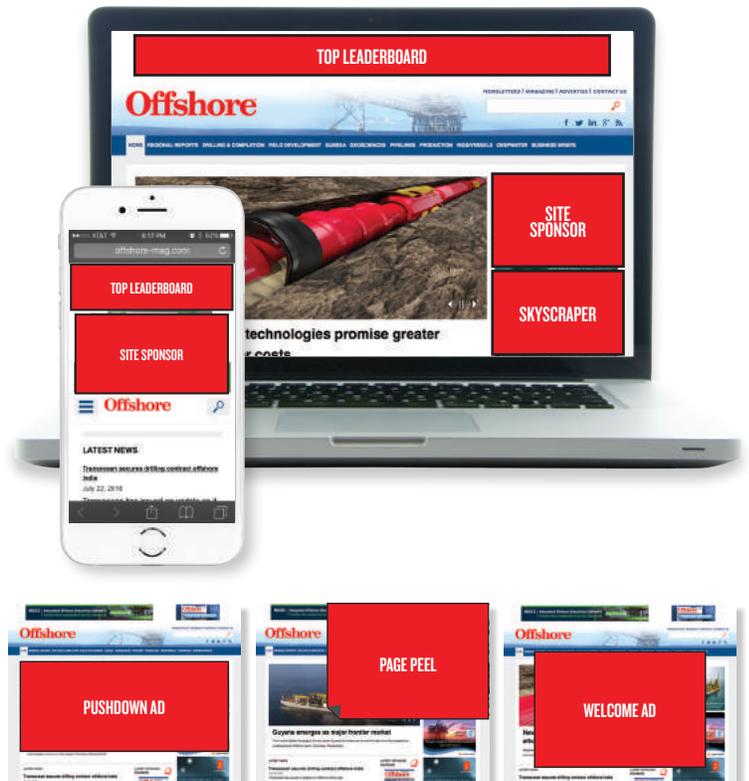
The Page Peel begins as a "dog ear" in the upper right-hand corner of the page and, on mouse-over, expands down and to the left.

### PUSHDOWN BANNER

The Pushdown Banner auto-expands beneath Offshore's navigation bar and supports more detailed messaging through the use of streaming video, multiple targeted links, and lead forms.

### WELCOME AD

For advertisers looking to make a major splash for a significant announcement or rebranding, the Welcome Ad page is displayed once every 24 hours for a week, resulting in a high concentration of impressions during the placement and a message that is hard to miss.



## TOPIC CENTER BUNDLE SPONSORSHIPS

Topic Center banners allow you to align your message with relevant content, providing more targeted impressions – targeted marketing at its very best.

By sponsoring the bundle, you fill the page with your marketing messaging by receiving the top and anchor leaderboard and the entire right-rail.

### OFFSHORE MAGAZINE'S WEBSITE IS ORGANIZED INTO THE FOLLOWING TOPIC CENTERS:

- Drilling and Completion
- Production
- Deepwater
- Field Development
- Regional Reports
- Geosciences
- Subsea
- Rigs/Vessels
- Pipeline
- Offshore Learning Center



Use both push and pull marketing to increase the effectiveness of your banner ad. Supplement online banners with eNewsletter ad placements to extend the life of your creative material and your reach.

# TARGET AUDIENCES WITH ENEWSLETTERS

## eNEWSLETTERS

Providing broad reach at a low cost, *Offshore* magazine's daily, monthly, and exclusive eNewsletters deliver up-to-date industry news and technology to thousands of subscribers worldwide. Every issue contains links to some of the latest news, blogs, videos, and white papers on our website. Choose from the *Offshore Daily* or any of our topic-specific eNewsletters.

### DAILY ENEWSLETTER

#### OFFSHORE DAILY

(MONDAY – FRIDAY)

Highlights the latest developments and news in the marine/offshore industry five days a week

### MONTHLY ENEWSLETTERS

#### SUBSEA

(FIRST THURSDAY)

A detailed review of advances in subsea wells, tieback technology, vessel applications, flow assurance methods, and challenges in deepwater operations

#### DRILLING TECHNOLOGY

(THIRD THURSDAY)

Updates on the latest drilling equipment, techniques, challenges, and technologies

### MONTHLY EXCLUSIVE ENEWSLETTERS

#### OFFSHORE WEST AFRICA

(SECOND TUESDAY)

Covering deepwater discoveries and emerging opportunities in one of the world's most promising exploration regions

#### OFFSHORE ASIA

(THIRD THURSDAY)

A glance at Asia's key role – reservoir monitoring to liquefied natural gas (LNG), exploration and production, challenges, and solutions

#### OFFSHORE NORTH SEA

(FIRST TUESDAY)

News related to deepwater North Sea developments from drilling and completion, field development, subsea, geology and geophysics, pipelines, production, and rigs/vessels

#### OFFSHORE MIDDLE EAST

(FOURTH TUESDAY)

A monthly glance at advanced technology challenges associated with safely and cost-effectively developing subsea resources in this ever-expanding market

**Offshore DAILY**  
Friday, July 22, 2016

**Bentley**  
OPERATIONAL PERFORMANCE IN THE OIL AND GAS INDUSTRY THROUGH ASSET INTEGRITY MANAGEMENT  
WHITEPAPER  
DOWNLOAD THE FREE WHITEPAPER NOW!

Offshore magazine's September issue will cover deepwater field development, improving oil recovery, and riser monitoring. There will be bonus distribution at SPE ATCE in Dubai and the SEG International Exhibition in Dallas.

With the largest global circulation in the worldwide offshore industry this issue will reach more readers than any other publication. Act today to secure your advertising position for the September issue of *Offshore*.

Advertising reservations close on August 15. Contact David Davis at [david@pennwell.com](mailto:david@pennwell.com) (713-963-6206) for advertising costs and available positions.

**Offshore DRILLING**  
Thursday, July 21, 2016

**DEEPWATER OPERATIONS CONFERENCE & EXHIBITION**  
NOVEMBER 8–10, 2016  
MOODY GARDENS HOTEL & CONVENTION CENTER  
GALVESTON, TX, USA • [DEEPWATEROPERATIONS.COM](http://DEEPWATEROPERATIONS.COM)  
CLICK HERE FOR MORE INFO

Offshore magazine's September issue will cover deepwater field development, improving oil recovery, and riser monitoring. There will be bonus distribution at SPE ATCE in Dubai and the SEG International Exhibition in Dallas.

With the largest global circulation in the worldwide offshore industry this issue will reach more readers than any other publication. Act today to secure your advertising position for the September issue of *Offshore*.

Advertising reservations close on August 15. Contact David Davis at [david@pennwell.com](mailto:david@pennwell.com) (713-963-6206) for advertising costs and available positions.

**Global Update**  
Hyundai delivers world's largest semisubmersible drilling rig  
Hyundai Heavy Industries has delivered the Ocean Greatwhite to Diamond Offshore Drilling. ... Continue Reading

**ExxonMobil upbeat on latest deepwater Liza well offshore Guyana**  
ExxonMobil says results from its deepwater Liza-2 appraisal well offshore Guyana have confirmed a world-class discovery with a recoverable resource in the range of 800 MM-1.4 Bboe. ... Continue Reading

**Dol issues final Arctic OCS drilling rule**  
Three US Department of the Interior bureaus jointly released the final regulations governing drilling activities on the US Arctic outer continental shelf. ... Continue Reading

**LOSS CIRCULATION THE SOLUTION IS IN OUR SCIENCE**  
See the Poly Plus® Chem Gel in action. Visit [CrackLab.com](http://CrackLab.com)  
M&I INDUSTRIES

**ABS**  
Advancing Safety  
Driven by Innovation  
Safety | Service | Solutions



Are you placing an ad near specific content in *Offshore* magazine? Include eNewsletter banner advertising as part of your print campaign to reinforce a targeted message.

# GENERATE LEADS



## WEBCAST SPONSORSHIPS

Webcast sponsorships offer the opportunity to present your own content or align your brand with *Offshore*'s technology-rich presentations. All webcasts generate highly qualified, active leads while leveraging the *Offshore* brand and audience to position sponsoring organizations as thought leaders among industry experts. **Multi-sponsor \$6,000 / Exclusive Sponsor \$18,000**

## WHITE PAPER POSTINGS

White papers ensure that your content is visible where marine/offshore decision makers conduct purchasing research and create vendor short lists. Leverage *Offshore* magazine's website content depth and search engine optimization (SEO) expertise, resulting in a powerful marketing tool to educate your next potential customer. **\$700/posting or \$3,250/month with push marketing (three-month minimum)**

## TECHNICAL BRIEFS

Technical briefs are compilations of two to four complementary pieces of content that are designed to provide our audience with a downloadable PDF format of in-depth, valuable content on a key industry topic. Garnered from the pages of *Offshore* magazine and its website, technical briefs offer the opportunity to align your firm with high-value and thought-leadership-oriented content. **\$4,650**



Drive traffic to webcast, white paper, and technical brief sponsorships with eNewsletter advertising. Is your content time-sensitive or highly customized? Consider including an email list rental to target specific audiences as part of the campaign. Further promote your lead generation efforts! Increase traffic with a social media boost or target audiences with an email list rental promotion.

## EMAIL LIST RENTALS

Target key market segments and receive a quick response at a low cost! Email list rentals allow you to reach a targeted audience with your custom messaging through an email deployment. Your message will be sent to industry professionals that you have specified from our database list selects, and can be used for a nearly unlimited variety of promotional programs. **\$575 for advertiser / \$675 for non-advertiser - minimum rental is \$2,300**



Will your company be showcasing a new technology or hosting an informational session during an upcoming event? Let *Offshore* create a video to embed in your email message to help promote attendance at your event or drive traffic to your booth.

# ENGAGE AUDIENCES

## VIDEO

### VIDEO WHITE PAPERS

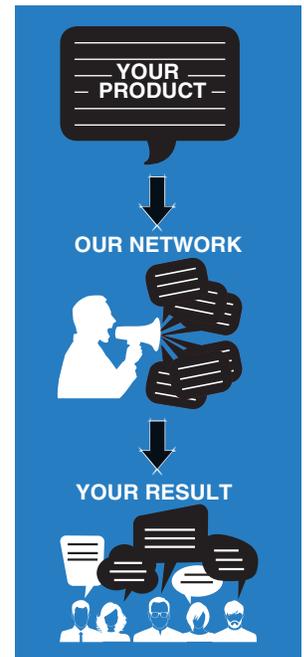
Video white papers offer you the ability to establish your company as a thought leader by educating industry professionals on solutions to their most challenging problems. These 5- to 12-minute, professionally produced videos are shot at your location of choice by our experienced video staff. The final video will be hosted on our website and promoted to a targeted audience. **\$4,650**

### LIVE VIDEOCASTS

Live videocasts are exclusive full-scale custom video productions often produced at conferences and exhibitions, featuring in-depth information from a subject matter expert, such as a corporate thought leader or discussion panel. This live, one-hour broadcast helps you establish yourself as a thought leader to an audience of thousands of industry professionals worldwide while generating highly qualified leads. Live videocasts can be recorded remotely or from one of four PennWell studio locations. **Rates may vary; talk to your representative.**

### CUSTOM VIDEO CHANNEL

The Custom Video Channel extends the reach of video material that you have created (or that we produce for you) with an exclusive landing page on the *Offshore* website, providing exposure to your target audience. **\$4,650/month (three-month minimum)**



Face-to-face events are a great time to shoot video footage of your subject-matter experts and technologies.

## SOCIAL ENGAGEMENT

### SOCIAL MEDIA BOOST

The Social Media Boost is a specialized posting on *Offshore's* Facebook page, directing groups and followers to topic-specific sponsored content on *Offshore's* website. The Boost consists of an image and linked headline/text that will display in the targeted user's newsfeed for up to one week. Sponsors will receive metrics such as impressions, clicks, page likes, shares, and comments to measure success. **\$1,500**



Increase awareness of your sponsored online content (webcasts, white papers, videos) with Social Media Boosts!



## MOBILE APP SPONSORSHIP

Mobile applications (iPhone and Android apps) push the latest and most pertinent news to mobile devices of industry professionals worldwide. Handpicked by the *Offshore* editorial team, the content is selected to serve the immediate informational needs of our audience with convenient, time-saving, and business-critical information. Limited ad positions within the apps mean an extremely high share of voice (SOV) for marketers looking to reach a deeply engaged, highly targeted audience. **\$1,000**



Supplement a mobile app sponsorship with a banner ad on *Offshore-mag.com* to increase traffic to your website or landing page.

# INFLUENCE KEY DECISION MAKERS

## OFFSHORE EVENTS PROVIDE OUTSTANDING BRANDING AND LEAD GENERATION OPPORTUNITIES!

These events target influential decision makers worldwide — your potential customers — who attend to hear presentations, learn about new products, and network with peers. *Offshore* events help establish your company as an industry thought leader by educating industry professionals on your company and product offerings. Book your booth or register your staff to attend in 2017!



FEB 21-23, 2017  
NEW ORLEANS, LA



MAR 21-23, 2017  
SAN ANTONIO, TX



MAY 16-18, 2017  
HOUSTON, TX



JUNE 6-8, 2017  
LAGOS, NG



OCT 3-5, 2017  
HOUSTON, TX



NOV 7-9, 2017  
GALVESTON, TX

1,774

**ATTENDEES**  
FROM  
22 COUNTRIES  
30 STATES

**126**  
EXHIBITING  
COMPANIES

**20,400\***  
SPACE  
OCCUPIED

### TOPSIDES, PLATFORMS & HULLS CONFERENCE & EXHIBITION

The Topsides, Platforms & Hulls Conference & Exhibition is the offshore industry's only event dedicated to the topsides, platforms and hulls for both deep and shallow water. A comprehensive technical program presented concurrently with an exhibition, the 2017 event will cover the design, engineering, construction, transportation, installation, and modification of topside structures, platforms and hulls, and feature new FPSO presentations.

[www.topsidesevent.com](http://www.topsidesevent.com)

2,202

**ATTENDEES**  
FROM  
24 COUNTRIES  
24 STATES

**174**  
EXHIBITING  
COMPANIES

**40,900\***  
SPACE  
OCCUPIED

### SUBSEA TIEBACK FORUM & EXHIBITION

In its 17th year, the Subsea Tieback Forum & Exhibition is the world's largest subsea event, both in attendance and exhibition. As our industry changes, the sharing of knowledge and collective experiences becomes more and more crucial to improving the quality, safety, and economics of the subsea tieback industry.

[www.subseatiebackforum.com](http://www.subseatiebackforum.com)

552

**ATTENDEES**  
FROM  
23 COUNTRIES  
12 STATES

**56**  
EXHIBITING  
COMPANIES

**4,600\***  
SPACE  
OCCUPIED

### PNEC INTERNATIONAL CONFERENCE ON PETROLEUM DATA INTEGRATION, INFORMATION AND DATA MANAGEMENT

The International Conference on Petroleum Data Integration, Information and Data Management is an annual conference and exhibition serving the data integration, information and management disciplines critical to exploration and production within the global oil and gas industry. Attendees will hear real-world best practices, innovations and implementations from those companies leading the efforts to knock down data and information management barriers confronting our industry.

[www.pneconferences.com](http://www.pneconferences.com)

2,373

**ATTENDEES**  
FROM  
35 COUNTRIES

**40**  
EXHIBITING  
COMPANIES

**410,793\***  
SPACE  
OCCUPIED

### OFFSHORE WEST AFRICA CONFERENCE & EXHIBITION

For 20 years, this event has attracted more than a thousand attendees each year, with exhibitors from 40 countries, to showcase the most innovative technologies in a unique and progressive marketplace.

[www.offshorewestafrica.com](http://www.offshorewestafrica.com)

863

**ATTENDEES**  
FROM  
14 COUNTRIES  
35 STATES

**59**  
EXHIBITING  
COMPANIES

**7,000\***  
SPACE  
OCCUPIED

### PIPELINE WEEK

Pipeline Week brings together the annual GITA Oil & Gas Pipeline Conference & Exhibition and the Pipeline Open Data Standard (PODS) Association User Conference. The global event provides an invaluable forum for oil and gas pipeline industry professionals. Participants benefit from a robust program of operator presentations, dynamic panel discussions, informational technical sessions, and numerous networking functions. As always, the program will target key areas of regulatory compliance, implementation and use of new technologies, asset integrity, and industry best practices. In conjunction with the conferences, an exhibition hall showcases the most advanced technology, equipment, and services vital to the oil and gas community.

[www.pipelineweek.com](http://www.pipelineweek.com)

1,057

**ATTENDEES**  
FROM  
18 COUNTRIES  
19 STATES

**67**  
EXHIBITING  
COMPANIES

**11,400\***  
SPACE  
OCCUPIED

### DEEPWATER OPERATIONS CONFERENCE & EXHIBITION

Challenges in deepwater production are complex, and they command the industry's attention to develop economical and long-term solutions. The Deepwater Operations Conference & Exhibition provides a unique experience for attendees and exhibitors to share, learn, and connect in a forum dedicated to addressing these challenges.

[www.deepwateroperations.com](http://www.deepwateroperations.com)

\*Space occupied is recorded in square feet.

Stats are from the most recent events in 2015 and 2016.

# PRINT RATES & SPECS

DISPLAY ADVERTISING RATES								
4-Color Rates	1x	3x	6x	12x	18x	24x	36x	48x
Full Page	13,740	13,545	13,175	12,995	12,470	11,975	11,040	10,850
2/3 Page	10,500	10,375	10,155	9,995	9,725	9,485	8,990	8,780
1/2 Page	8,890	8,770	8,675	8,510	8,270	8,135	7,990	7,710
1/3 Page	7,115	6,965	6,870	6,850	6,755	6,640	6,465	6,310
1/4 Page	5,990	5,855	5,765	5,705	5,645	5,455	5,245	5,185
1/6 Page	4,700	4,660	4,645	4,585	4,520	4,440	4,325	4,255
Full Page Spread	25,555	25,360	24,420	23,955	22,820	21,635	19,995	19,570
1/2 Page Spread	15,845	15,645	15,405	15,080	14,845	14,535	13,930	13,680

NOTE: Prices listed are gross USD and subject to 15% agency commission allowance.

PREMIUMS (Add to 4-color rate)	
Cover 2	10%
Cover 3	10%
Cover 4	15%
Island	\$650

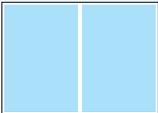
DISCOUNTS (Subtract from 4-color rate)	
B&W	\$2,340
2-color	\$1,115

SPLIT RUNS
\$1,250

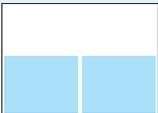
MAPS & POSTERS		
Ad Unit	Width x Height	Price
Single Unit	Inches: 5 1/4" x 2 3/16"	\$5,250
	Millimeters: 134 mm x 56 mm	
Double Spot	Inches: 10 1/2" x 2 3/16"	\$9,350
	Millimeters: 267 mm x 56 mm	
Top/Bottom Half	Inches: 18 1/2" x 2 3/16"	\$24,800
	Millimeters: 470 mm x 56 mm	
Exclusive Sponsor	Inches: 37" x 2 3/16"	\$45,900
	Millimeters: 940 mm x 56 mm	

## PRINT AD SPECIFICATIONS

All text, logos, borders, and boxes that do not bleed should stay within the live area. No charge for bleed.



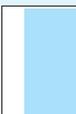
**FULL PAGE SPREAD**  
 Live Area: 15 x 9.5" (381 x 241 mm)  
 Trim: 16 x 10.5" (406 x 267 mm)  
 Bleed: 16.25 x 10.75" (413 x 274 mm)



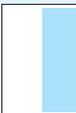
**1/2 PAGE SPREAD**  
 Live Area: 15 x 5" (381 x 127 mm)  
 Trim: 16 x 5.25" (406 x 133 mm)  
 Bleed: 16.25 x 5.5" (413 x 140 mm)



**FULL PAGE**  
 Live Area: 7 x 9.5" (178 x 241 mm)  
 Trim: 8 x 10.5" (203 x 267 mm)  
 Bleed: 8.25 x 10.75" (210 x 274 mm)



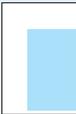
**2/3 PAGE**  
 Live Area: 4.5 x 9.5" (114 x 241 mm)  
 Bleed: 5.25 x 10.75" (133 x 274 mm)



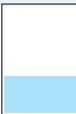
**1/2 PAGE VERTICAL**  
 Live Area: 3.375 x 9.5" (86 x 241 mm)  
 Bleed: 4.125 x 10.75" (105 x 274 mm)



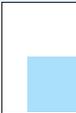
**1/2 PAGE HORIZONTAL**  
 Live Area: 7 x 4.875" (178 x 124 mm)  
 Bleed: 8.25 x 5.5" (210 x 140 mm)



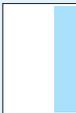
**1/2 PAGE ISLAND**  
 Live Area: 4.5 x 7.375" (114 x 187 mm)  
 Bleed: 5.25 x 8.25" (133 x 210 mm)



**1/3 PAGE HORIZONTAL**  
 7 x 3.3125" (178 x 84 mm)



**1/3 PAGE SQUARE**  
 4.5 x 4.875" (114 x 124 mm)



**1/3 PAGE VERTICAL**  
 2.25 x 9.5" (57 x 241 mm)



**1/4 PAGE**  
 3.375 x 4.875" (86 x 124 mm)



**1/6 PAGE**  
 2.25 x 4.875" (57 x 124 mm)

## HOW TO SUBMIT YOUR PRINT AND/OR DIGITAL AD MATERIAL

### TO UPLOAD AD MATERIALS TO OUR FTP SITE:

1. Go to <http://digitalads.pennwell.com>
  2. Select "Online Material" or "Print Material"
  3. Select "Offshore" from the menu
  4. Fill in the required information and then select "Upload File"
- Maximum file size is 250 MB – please stuff or zip your files before sending, and wait to close your browser window until you get your upload confirmation. Depending on speed of connection and file size, this may take some time. Please be patient.

### TO EMAIL AD MATERIALS:

For files under 10 MB, please email your ad to:  
 AdMaterial@PennWell.com (Print Materials)  
 Include advertiser name, publication name, issue date, and order number.  
 WebTraffic@PennWell.com (Digital Advertising Materials)  
 Include advertiser name, publication name, digital placement, issue date, and order number

# DIGITAL RATES & SPECS

RICH-MEDIA AD UNITS	
Page Peel	\$5,870
Pushdown Ad	\$6,260
Welcome Ad	\$8,970

HOMEPAGE PLUS	
Leaderboard	\$3,475
Skyscraper	\$3,150
Site Sponsor	\$2,450

TOPIC CENTER BUNDLES	
Drilling & Completion	\$5,050
Production	\$3,650
Deepwater	\$3,500
Field Development	\$2,600
Regional Reports	\$2,300
Geology/Geophysics	\$2,400
Subsea	\$2,600
Rigs & Vessels	\$2,350
Pipeline & Transportation	\$1,750

OFFSHORE LEARNING CENTER	
Leaderboard	\$3,375
Skyscraper	\$3,050
Site Sponsor	\$2,350

eNEWSLETTERS			
Daily	Offshore Daily	Top	\$2,850
		Skyscraper	\$2,150
		Middle 1	\$2,350
		Middle 2	\$1,920
		Middle 3	\$1,620
Monthly	Subsea Report	Top	\$2,650
		Skyscraper	\$2,050
		Middle 1 & 2	\$2,050
Monthly	Drilling Technology Report	Top	\$2,650
		Skyscraper	\$2,050
		Middle 1 & 2	\$2,050
Monthly	Asia	Exclusive	\$2,200
Monthly	West Africa	Exclusive	\$2,200
Monthly	North Sea	Exclusive	\$2,200
Monthly	Middle East	Exclusive	\$2,750

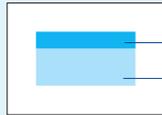
DIGITAL, VIDEO, SOCIAL & MOBILE	
Exclusive Webcast Sponsorship	\$15,000
Editorial Webcast Sponsorship	\$6,000
White Paper Posting	\$700
White Paper w/ Push Marketing	\$3,250/month
Technical Brief	\$4,650
Email List Rental (Advertiser)	\$575/thousand /\$2,300 min.
Email List Rental (Non-advertiser)	\$675/thousand /\$2,300 min.
Video White Paper	\$4,650
Live Videocast	\$4,650
Custom Video Channel	\$4,650/month
Social Media Boost	\$1,500
Mobile App	\$1,000

NOTE: Prices listed are gross USD and subject to 15% agency commission allowance.

## DIGITAL SPECIFICATIONS



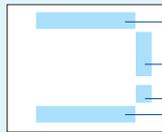
**PAGE PEEL**  
 Closed: 75 x 75, 40K  
 Open: 900 x 650, 100K



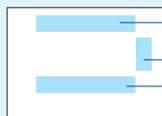
**PUSHDOWN AD**  
 Collapsed: 970 x 66, 60K  
 Expanded: 970 x 418, 110K  
 NOTE: May include video



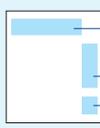
**WELCOME AD**  
 Welcome Ad: 800 x 600, 80K



**HOMEPAGE PLUS**  
 Leaderboard: 728 x 90, 40K  
 Skyscraper: 300 x 600, 40K  
 Site Sponsor: 300 x 250, 40K  
 Anchor: 728 x 90, 40K



**TOPIC CENTER**  
 Leaderboard: 728 x 90, 40K  
 Skyscraper: 300 x 600, 40K  
 Anchor: 728 x 90, 40K



**DAILY ENEWSLETTER**  
 Top: 728 x 90, 40K  
 Skyscraper: 300 x 600, 40K  
 Middle: 300 x 250, 40K



**MONTHLY AND EXCLUSIVE ENEWSLETTERS**  
 Top: 728 x 90, 40K  
 Skyscraper: 300 x 600, 40K  
 Middle: 300 x 250, 40K

**Right-rail advertising positions** (skyscraper and site sponsor) appear on the responsive site, giving advertisers added exposure to mobile site viewers.

**Hybrid ad units** are the combination of a static image and text, where both the image and text are clickable.

Options for hybrid ad units, plain text ad units, and mobile responsive specs are available for select ad units.

# CONTACTS

## WORLDWIDE SALES OFFICE

### UNITED STATES

1455 West Loop South  
Suite 400  
Houston, TX 77027  
Tel +1.713.621.9720  
Fax +1.713.963.6285

MARK PETERS  
Vice President and  
Group Publisher  
Tel +1.713.963.6260  
MarkP@PennWell.com

### HOUSTON AREA SALES

Global Sales Manager  
DAVID DAVIS  
Tel +1.713.963.6206  
DavidD@PennWell.com

### U.S., CANADA

SHELLEY COHEN  
Tel +1.713.963.6234  
ShelleyC@PennWell.com

### U.S., CANADA CLASSIFIED AD SALES

MARY SUMNER  
Tel +1.713.963.6274  
MaryS@PennWell.com

### ARTICLES FOR DISTRIBUTION

RHONDA BROWN  
Foster Printing Services  
Tel +219.878.6094  
RhondaB@FosterPrinting.com

### CUSTOM PUBLISHING

ROY MARKUM  
Tel +1.713.963.6220  
RoyM@PennWell.com

## INTERNATIONAL SALES OFFICES

### UNITED KINGDOM, SCANDINAVIA, THE NETHERLANDS, MIDDLE EAST

GRAHAM HOYLE  
10 Springfield Close Cross  
Somerset BS26 2FE  
United Kingdom  
Tel +44 (0) 1934.733871  
GrahamH@PennWell.com

### FRANCE, BELGIUM, SPAIN, PORTUGAL, SOUTHERN SWITZERLAND, MONACO, NORTH AFRICA

STEFANIA PICIOTTI  
THOMPSON  
961 Camp Redon  
83830 Callas, France  
Tel +33 (0) 4.94.70.82.63  
Fax +33 (0) 4.89.81.99.82  
Mobile +33 (0) 6.21.23.67.02  
StefaniaT@PennWell.com

DANIEL BERNARD  
8 Allée des Hérons  
78400 Chatou, France  
Tel +33 (0) 1.30.71.11.19  
Fax +33 (0) 1.30.71.11.19  
DanielB@PennWell.com

### ITALY, TURKEY, GREECE, CYPRUS, MALTA

FILIPPO SILVERA  
FERRUCCIO SILVERA  
Viale Monza 24,  
20127 Milano, Italy  
Tel +39.02.28.46716  
Fax +39.02.28.93849  
Mobile +39 3924431741  
Info@Silvera.it

### GERMANY, AUSTRIA, EURASIA, NORTHERN SWITZERLAND, EASTERN EUROPE, RUSSIA, BALTIC

ANDREAS AND  
WILHELM SICKING  
Sicking Industrial Marketing  
Kurt-Schumacher-Str. 16  
59872 Freienohl, Germany  
Tel +49 (0) 290.333.8570  
Fax +49 (0) 290.333.8582  
WilhelmS@PennWell.com

### JAPAN

E.X. PRESS CO., LTD.  
Aios Gotanda 606  
1-10-7 Higashi-Gotanda,  
Shinagawa-Ku  
Tokyo 141 0022, Japan  
Tel +81.3.6721.9890  
Fax +81.3.6721.9891

### AUSTRALIA, NEW ZEALAND

MICHAEL TWISS  
13 Langrune Grove  
Port Kennedy, WA  
6172  
Tel +61 (0) 8.9593.4405  
Fax +61 (0) 8.9593.3732  
Singapore Tel +65.9018.5179  
MikeT@PennWell.com

### AFRICA

DELE OLAOYE  
Flat 8, 3rd Floor  
Oluwatobi House  
71 Allen Avenue  
Ikeja Lagos, Nigeria  
Tel +234.802.223.2864  
Tel +234.818.725.3553  
Dele.Olaoye@q-she.com

### CHINA, SOUTHEAST ASIA

MICHAEL YEE  
19 Tanglin Road #05-20  
Tanglin Shopping Center  
Republic of Singapore  
247909  
Tel +65.9616.8080  
Fax +65.6734.0655  
yfyee@singnet.com.sg

## OFFSHORE EVENTS

### DEEPWATER OPERATIONS; PIPELINE WEEK; PNEC; SUBSEA TIEBACK; AND TOPSIDES, PLATFORMS AND HULLS

## SALES

### UNITED STATES AND EUROPE

SARA LOWERY NG  
Tel +713.963.6277  
SaraN@PennWell.com

### UNITED STATES

JUSTUS SWANTNER  
Tel +1.713.963.6243  
JustusS@PennWell.com

## OFFSHORE WEST AFRICA

## SALES

### AMERICAS

DESIREE REYES  
Tel +1.713.963.6283  
DesireeR@PennWell.com

### AUSTRALIA, NEW ZEALAND

MIKE TWISS  
Tel +61.(0).8.9593.4405  
Singapore Tel +65.9018.5179  
MikeT@PennWell.com

### AFRICA

DELE OLAOYE  
Tel +234.802.223.2864  
Tel +234.818.725.3553  
Dele.Olaoye@q-she.com