



Bucharest workshop feedback report

International Standards Workshop for the Oil & Gas Industry in Eastern Europe

15 – 16th February 2007

CONTENTS

1	Introduction	2
2	Promotion and organization of the workshop	2
3	Workshop objectives	2
4	Workshop expectations	3
4.1	Improved understanding of CEN TC12 and ISO TC67	3
4.2	Shared learning	3
4.3	Business impact.....	3
4.4	Alternatives.....	4
5	Workshop evaluation feedback forms - summary.....	4
5.1	Overall evaluation	4
5.2	Length of the workshop	5
5.3	Further comments to the evaluation	5
5.4	Has the Workshop been worthwhile for your Organisation? Please identify what was of most value to you.	6
5.5	Follow-up proposals, remaining questions, requests?	7
6	Panel & Break out session. Reports on the six questions given	8
6.1	What are the challenges that Romanian O&G industry faces with respect to implement EN standards?.....	8
6.2	What are the options open to Romania to make a change in its standards work?.....	8
6.3	What needs to happen to achieve effective Romanian participation in important European & International Standards development for the O&G industry?	8
6.4	What are the links between Romanian regulations and standards and do the new EN/ISO standards impact this?	9
6.5	Does the current CEN/TC12 (ISO/TC67) standards & program meet the Romanian needs? If not, what is missing or should be different?	9
6.6	How does Romanian industry identify the necessary expertise to ensure effective input into the future development of CEN/TC12 (ISO/TC67) standards?	9

1 Introduction

OGP – The International Association of Oil & Gas Producers - arranged a workshop in cooperation with Petrom and the Romanian Standards Association (ASRO). The workshop was hosted by Petrom at the World Trade Centre in Bucharest, Romania, 15 – 16th February 2007. The support and participation of ASRO provided a good link and direct access to the Romanian Standards Developing organisation, being the Romanian member of CEN, IEC and ISO.

The workshop programme committee included the following members:

John Balmer	Director of Corporate HSEQ, PETROM, Romania
Nikolaus Gromes	Operations Superintendent Gas Fields, WEG, Germany
Alf Reidar Johansen	OGP Standards Committee Chair, Hydro, Norway
Alain Loppinet	Chair CEN/TC12, BNPé, France
Mircea Martis	General Director, ASRO, Romania
Árpád Ösz Sr.	Senior drilling engineer, MOL, Hungary
Don Smith	Technical manager, OGP, UK
Gillian Smith	Secretariat, OGP, UK

The workshop programme and all the presentations are available at OGP website:

<http://info.ogp.org.uk/standards/>.

The workshop was well attended by 100 persons from predominantly within the Romanian, but also the Hungarian and Austrian oil and gas industry and their standards bodies. Members of the OGP Standards committee from Brazil, France, Germany, Italy, Netherlands, Norway, Qatar and the US were present. Session chairs, presenters and panelists came from the above mentioned parties, with one additional presenter from Russia.

This report is a summary of the fortyfive workshop evaluation forms turned in by participants, thirtysix from Romanian and nine from foreign participants.

2 Promotion and organization of the workshop

OGP distributed the flyer to all its members and placed an advertisement in the Romanian Oil & Gas Journal. Petrom and ASRO provided good assistance in promoting the workshop within the Romanian oil and gas industry and standards community.

Petrom did an excellent job of hosting the workshop at the World Trade Centre, in association with the Sofitel Hotel in Bucharest and a special thank you goes to Miss Maria Cotei, Petrom, who did a very professional job of organizing many practical details of the workshop, e.g. liaison with WTC office, preparation of venue, presentation material, handout material, registrations, badges, documentation stands, conference coffe breaks etc.

3 Workshop objectives

The workshop was designed to provide professionals of oil & gas companies, national authorities, service providers, the supply industry and standardisation organisations with the opportunity to broaden their understanding of European and International Standardisation and standards activities for this globally important sector, upstream and downstream.

This part of the objectives was fully met by the different presentations.

The workshop reviewed and discussed the international, regional and national standardisation work, the role of the standardisation bodies in the ongoing standardisation

and the experiences within countries and regions of adopting such standards within the oil & gas sector, including the challenges facing harmonisation with International Standards.

This part of the objectives was also fully met by the different presentations and the break out session. See section 6 of this report.

4 Workshop expectations

Below are listed the Petrom expectations for the workshop (black bullits) and some reflections on the outcome of the workshop in meeting these expectations are given below each bullit.

4.1 Improved understanding of CEN TC12 and ISO TC67

- The scope of the Standards Series
 - *This was well covered in presentations made Alain Loppinet and Cheryl Stark respectively.*
- Existing usage: by company by geography
 - *This was well covered in a number of presentations, especially Neil Reeve, Shell.*
- EU context
 - *This was well covered in presentation made by Alain Loppinet and Domokos Krantz.*
- Plans for future development
 - *This was not covered in detail in any of the presentations, however, several copies of the ISO/TC67 Management plan was put up on the wall in the workshop area for attendees to study. Ref. ISO/TC67 N731.*

4.2 Shared learning

- An opportunity to meet peers / networking
 - *The workshop coffe breaks, lunch, dinner and not the least breakout session provided ample opportunities to meet peers and network.*
- Honest experience of applying CEN TC12 / ISO TC 67
 - *This was well covered especially Neil Reeve's presentation.*
- Different perspectives (west vs east; majors vs regional vs local operators; etc)
 - *This was covered to some degree by Muayyad Ajjawi.*

4.3 Business impact

- Arguments to secure senior management buy-in
 - *Several presentations offered arguments, e.g. by Bryan Minty, Iulia Hospodar, Alf Reidar Johansen, Neil Reeve etc.*
- An idea of impact on costs and business value (e.g. insurance benefits)
 - *A number of examples on impact on cost were shown by Nicolaus Gromes and Alf Reidar Johansen's presentation. However, none mentioned the subject of potential insurance benefits.*
- Impact on safety/loss prevention performance
 - *Not covered specifically, however touched upon by Bryan Minty and in the Q&A session it was assumed the use of international standards would offer better solutions as they were developed on the basis of lots of experience and hence have a positive impact on safety/loss prevention performance.*

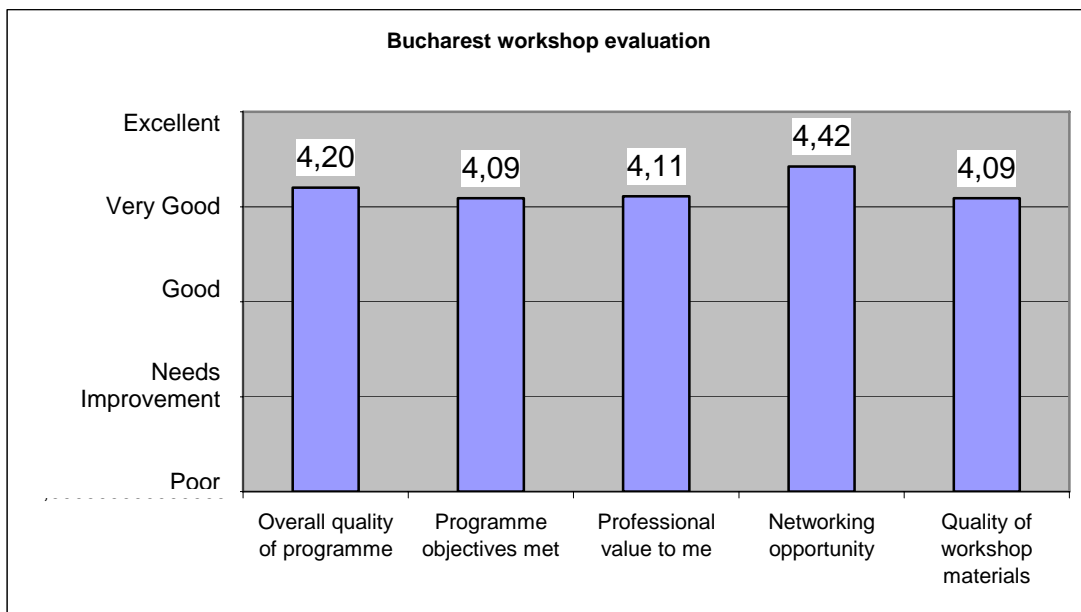
4.4 Alternatives

- What alternative models are out there and how does CEN TC12 / ISO TC 67 compare?
 - Reference was made to the earlier model whereby the American standards development organisations, especially API provided the de facto global standards and that OGP had been a catalyst for change to an international standards model where ISO and IEC played a major role. Alain Loppinet also revealed in his presentation that the European standardisation for the oil & gas industry was done without a mandate from EU, but as close as possible to follow the work of ISO/TC67.

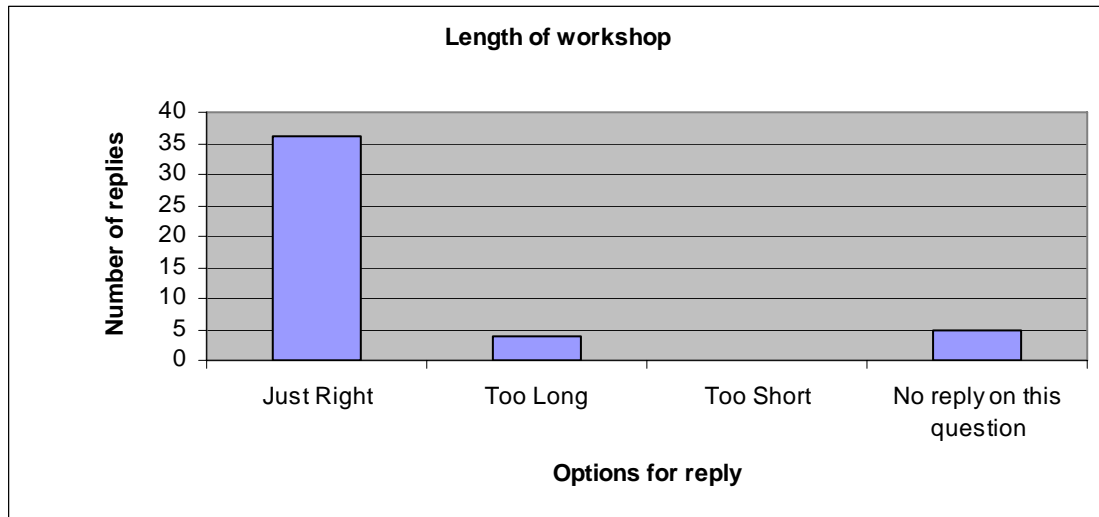
- What about the ‘bespoke approach’?
 - Some references were made to the company standards or specifications as a necessary tool to supplement international standards to suit company needs. However, OGP Position paper clearly states this should be kept to a minimum.

5 Workshop evaluation feedback forms - summary

5.1 Overall evaluation



5.2 Length of the workshop



5.3 Further comments to the evaluation

- Excellent initiative.
- Very well organized.
- Please repeat this workshops in future at least one time a year.
- Maybe a translator need to be available for next workshop.
- The professionalism of participants outside Romania have pleasantly affected me because they were still there also the second day when was the ASRO presentation. Congratulations.
- The representatives of East EU was only by Romania and Hungary. Where are the other East EU countries? I think they should be involved in the future and links with these countries should be made.
- Charming people.
- The workshop will be a success if we see Romanian representatives at the next CEN/TC's and ISO/TC67 meetings.
- It is very important that such meetings to take place between Romanian people involved in oil & gas business and the western countries in order that these latest have a correct perception of the value of our people.
- Some workshops must be organized in the following year, in benefit of the Romanian companies that are interested in standardization.
- Generally the materials presented were interesting and of certain level. Few materials were not so well presented or stretched by the authors (speakers).
- I missed some direct comparison of current Romanian standards and the status of incorporation into ISO/CEN in the practice.
- The presentations were not at the same level (area of interest, quality, degree of interest).
- Bring more input from equipment manufacturers and contractors.
- I could appreciate five overall qualities (key benefits) of programme but I felt uncomfortable at the technical presentations.
- The sequencing of presentations was good (general -> regional -> specific), with the little overlap being for emphasis – not rehashing. Most presenters had concise, easily read slides. The side-

conversations (especially on Thursday) and cell phone usage was not good, and was disruptive, rude to speakers. Need to reiterate the “meeting etiquette” at beginning of each session.

5.4 Has the Workshop been worthwhile for your Organisation? Please identify what was of most value to you.

- Yes, possibility to network with oil & gas industry people in Europe and discuss common standards.
- ASRO effort and the shown professionalism proved by the excellent presentation of the General manager at this workshop. Congratulations Mr. General manager. We hope for a good future collaboration with ASRO and for another trainings in Romanian organized by ASRO with representatives of Romanian companies.
- Yes, the experience from other oil & gas companies and standardization national bodies from other parts of the world especially EU and Romania.
- Networking with different people in charge of normalisation in their country (as secretaries of mirror committee).
- Yes, of course. Knowledge.
- Yes, if we see additional experts from Romania (another Central European countries) in the CEN and ISO committees in future.
- Yes, having the opportunity to discuss about the problems encountered in the day-to-day business and related to the standards applicable in Romania, I am looking forward to find together the right solutions to improve the situation.
- Good opportunity to share experiences.
- Yes (2x).
- Yes. I learn a lot about standards. I know how to find, to change, a standard. Most important: to participate, to give feed back, voluntaries.
- Yes, we understand that we must continue the implementation of International Standards and use them in daily activity of our organization.
- OK
- Valued network opportunity. Correct forum for raising Romanian concerns in oil and gas standards.
- Yes, the most value to me and to the university were: the workshop represented a good opportunity to learn about the present stage of the international standards in oil & gas industry (field) – ISO, API, EN, national standards, new requirements, adoptions etc. We meet many qualified people in the fields and we established new contacts. We got very interesting and useful materials.
- Yes (the network opportunity).
- Demand of active contributions of the industry.
- Yes, as our department manages also the standards, and we are an engineering company acting in oil & gas domain – especially refineries.
- Yes, based on discussions with TC’s members, it was reveal that for the pipeline’s sector there are no equivalent ISO’s standard for ASME/ANSI B31.8 & ASME/ANSI B31.4.
- Yes, the advantages to use standards (international or European).
- Yes, the workshop has been worthwhile for my Ministry. Introducing with standards was of most value to me.
- Yes, it shows the role of standards will improve activity, that means reduced cost > enlarged profit.
- Yes. The possibility to promote OGP, especially for MOL and Petrom which could benefit from becoming a member of some OGP committees.
- To develop road map for Petrom to standards.
- The information about using of international standards.

- Yes, the workshop has been worthwhile for my Organisation because I learnt new things.
- An image for the future relation with Petrom in this field and to find together a way for a good communication.
- I believe very and probably to become an annual or often meeting.
- To identify the sources of standards I want to use. The importance of alignment of standards.
- Definitely good for ISO TC 67 – new contacts, explanation of entire program, with supporting information on European and local implementation. Final proof will be new participants in technical writing of standards. Use to BP – little or nil, although BP may be able to purchase goods from Romanian manufacturers (Cameron, Tenaries, etc.)
- How to see this like a priority system.

5.5 Follow-up proposals, remaining questions, requests?

- To organize periodical workshops, meetings.
- Follow up session to monitor progress in 12-18 months.
- Maybe, next time, you will give us a model to follow.
- ASRO TC 169 need to strengthen its membership and leadership and should pick up the discussion after the workshop to become an active committee within Romania for the oil and gas industry.
- The challenges facing the adoption of ISO standards on national and regional/sub-regional levels.
- Seminars on specific standards (or group of standards).
- Suggests new workshop in 6-12 months organized by ASRO and Petrom with Rompetrol and OGP support to focus sharper on Romanian oil & gas needs within the area of standardization and how to deliver those needs.
- Establishment of meetings having as subject for discussions the specific problems in the relationship between CONPET-PETROM OMV-ASRO.
- Thanks to all who were implicated in the organization and also to the sponsors of this interesting WS. The message of this WS maybe would had been better understood if it would had been offered the possibility to be translated from English in Romanian. The costs for these requirements could be justified because we are here in Romania and we shall understood better the message. PS. The second day, at 11, I found out that it was a translator and this was only by one single participant.
- Thank you to Petrom/ASRO, the sponsors and OGP for the organization of this event.
- Standardization is very important because it can ensure a certain HSE level in countries where the governments do not care too much of health, safety and environment (and I'm not referring to Romania).
- Engineers in the field need access to standards.
- We believe that technical committees of national or international standardization organizations must include more specialists from universities and research institutes. We believe such workshops or other kind of meetings, should be kept in the academic institutions, including other fields (e.g. machine building, transportation, electrical fields, environment, safety etc.)
- Would prefer more detail on quantifying the benefits of standardization.
- We would be very pleased to remain in your mailing list.
- It is necessary to be involved. Equivalent ASME materials with ISO's ones. Need more specific seminars for pipelines & piping elements (design codes + materials).
- Invite more manufacturers, suppliers.
- What is the strategy of Petrom in relationship with the contractors to apply the ISO standards and OMV regulation?
- Get ASRO in line, to be involved 100% on national level (only one understanding should have all companies).

- How I can we get the support of ASRO to improve the quality of Romanian Engineering Companies.
- Would like a copy of attendees for future reference and spelling of names.
- To keep involved all the interested bodies in this activity.

6 Panel & Break out session. Reports on the six questions given

Motto for the breakout session was: What should we as an industry do to facilitate a smooth transition to European standards?

The attendees on second day were split into eight tables for a one hour discussion of the questions below, followed by a reporting an panel discussion session. The responses below where those of one individual group, and does not necessarily represent the consensus of the full audience.

6.1 What are the challenges that Romanian O&G industry faces with respect to implementation of EN standards?

- Legislation is not prepared to use ISO standards
- Short time for implementation and large number of standards
- Implementation will in the short term result in an increased cost base vs current solutions, however, it is believed that cost in the long term will be lower due to better performance, better equipment etc.
- This is an opportunity for the supply industry for international deliveries
- 7000 – personnel certification, inspection

6.2 What are the options open to Romania to make a change in its standards work?

- Need to find the means to convince management
- Learn how to find the means to prove the value of standards
 - Ref slide rule example. Those that stick to the old methods may go out of business. No sales of slide rules any more.
 - Ref example of credit card made to one global standard - ISO/IEC 7810 – fits all machines globally both in terms of dimensions and communication protocol on magnetic stripe is understood globally.
 - Ref Norwegian roof gutter example. If manufacturer had not intervened and started participation in the EN standards development and managed to change its requirements, he would most likely had to change his design or go out of business as new draft EN standard would block EU sales of his equipment.
- Prove the benefits (business case) for EN standards

6.3 What needs to happen to achieve effective Romanian participation in important European & International Standards development for the O&G industry?

- Need trained people that understand the standard business
- Management of oil companies need to understand the value of standards
- Language barrier need to be overcome
- Need association at local level for company representation
- ASRO needs more resources and information of industry priorities
- ASRO to provide training/support

6.4 What are the links between Romanian regulations and standards and do the new EN/ISO standards impact this?

- Need better link between ASRO and regulators
- Romania is now member of EU and EN (EN/ISO) standards must be followed
- 650 regulations include references to 3000-4000 standards, many of these national standards possibly in conflict with new EN standards. This is a problem to be solved.
- ASRO needs to comment on technical and conflicts of regulations and standards

6.5 Does the current CEN/TC12 (ISO/TC67) standards & program meet the Romanian needs? If not, what is missing or should be different?

- Need to manage Romanian standards for oil and gas industry
- A representative from Petrom should be involved with ASRO TC169
- Petrom wants to be involved with ASRO TC169
- Yes, but need translations of standards
- ASRO should be involved in other standardizing bodies (API, ISO etc.)
- Resources and experts are needed for translation
- CEN/ISO standards meet the needs of Hungary
- CEN/ISO standards probably do NOT meet the needs of Romania
- Romania has many national standards – should review local standards for revision or removal
- Mainly use API, should coordinate with CEN
- Coverage of needs is 90-95% but there are gaps
- Voluntary standards have been in effect for past 10 years.

6.6 How does Romanian industry identify the necessary expertise to ensure effective input into the future development of CEN/TC12 (ISO/TC67) standards?

- No, industry should first of all operate within ASRO and through ASRO work in CEN/ISO.
- Mirror committees exist in Romania, which cover some but not all subjects.
- Involvement of Romanian industry which can lead to use, assessment and upgrading of standards.
- Necessary to train industry. Need national technology and standards workshops. Industry must be present in workshop.
- ASRO organise regional and national workshops in many areas with major companies attending
- Workshops are attended by many experts in this field