
From: Cameron Manifold [choke@awtgroup.net]
Sent: Friday, 28 September 2007 1:38 PM
To: Duncan, Craig; Dick Ter Avest
Subject: RE: Working with Coogee

Craig,

Thanks for providing your perspective on this situation.

Dick and I discuss all matters relating to important projects, our company reputation and where concerns are expressed by our people in relation to their professional responsibilities. In this case we feel we are unable to deliver significant value to Coogee in the proposed reduced capacity. Our focus is to be able to contribute the integrated capabilities of AWT and to frame that up in specific deliverables for our clients. This is the only way we feel we can differentiate our offering from the people placement companies. We would be more than happy to walk you through our engineering processes and systems at any stage were you interested.

In this case, although we have a very high regard for Keith and his capabilities, having worked with him previously, the provision of two of our very competent engineers in essentially a personal placement role does not align with our business focus at this time. This is a difficult decision as we would very much have like to be intimately involved in the Coogee project having been involved from the early conceptual design stages and providing what we believe was significant value add to the well construction concepts at that time.

AWT is not a body shop at all (although historically we may have been viewed as such). We have invested significantly in our systems, people and processes to offer a high quality and fit for purpose product. We are a structured engineering business offering innovative and creative solutions to field development and refurbishment projects on a global scale. We have a rigorous focus on adherence to our business plan and are actively seeking out and working with clients who recognise the benefit of accessing our depth of capabilities and resources and the differentiated approach we offer.

We believe our exit at this time will have the least impact on both the project and our business objectives and hence it is the best decision for all parties. We wish you every success and look forward to the opportunity to support Coogee in a more aligned role in any future projects they may have.

Best regards,

Cameron

CAMERON MANIFOLD - Managing Director
ADVANCED WELL TECHNOLOGIES PTY LTD
Direct: +61 8 9327 3403 Fax: +61 8 9 327 3444 Mobile: +61-412-000-912
email: choke@awtgroup.net web: www.awtgroup.net <<http://www.awtgroup.net/>>

From: Duncan, Craig [mailto:Craig.Duncan@coogeeresources.com.au]
Sent: Friday, 28 September 2007 9:43 AM
To: Dick Ter Avest
Cc: Cameron Manifold
Subject: Working with Coogee

Dick,

Times must be good for you guys. Getting run off by a service provider is a new experience for me.

- 1 Yes I did speak to Arthur about him moving on. He has 2 weeks holidays planned starting EOB today. I asked him to tidy up things and if he got another job while he was off, fine, otherwise come back and finish up by the end of October. I mentioned this verbally to him so that he could take it on board with an intention to follow it up in writing to AWT today. In light of your email, and the fact that David is going on a months leave from mid October, Arthur has suggested that he returns for the second half of October to help Elsbeth finish off. I appreciate that offer from Arthur.

- 2 I am comfortable with the decision to use Baker (made in China) centralisers on the tubing instead of Well Dynamics (made in China) centralisers. You obviously do not have all the data used in making this decision.
- 3 You also mention the decision to not do a clean out trip. In this case, we discussed it and sent a note to AWT for an opinion. Arthur and I met with Dominic who had discussed the proposal with Kevin and if I recall correctly.. “we started out quite negative on this proposal but after looking at it we don’t find any major problems and in fact might look at doing this in some of our other jobs.” The wording may not be quite right but the context is. Once again, I am comfortable with the decision and the process made to get to it.
- 4 I know that you did not like the findings I made on the investigation into the Cliff Head 7 fishing job. Lets just say that we have a difference of opinion. I had no vested interest in the findings as distinct from most others involved.

Cameron,

I take it that you were aware in advance and support Dick in his decision to pull engineers part way through a project on the basis of a company hiring a staff engineer to take a lead role on that project. AWT may not be just another body shop but events like this indicate to me that there is a risk that the company is loosing focus. I wish you well.

Regards

Craig Duncan

Well Construction Manager

Direct: +61 (0) 8 9483 9454

Mobile: +61 (0) 438 988 205

craig.duncan@coogeerresources.com.au

CoogeeResources

Ground Floor 53 Ord Street

West Perth WA 6005

Tel: +61 (0) 8 9483 9483 Fax: +61 (0) 8 9226 2102

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