

Top Honors

ConocoPhillips' Technology Awards honor outstanding emerging scientists and engineers, dedicated mentors and top technical and scientific innovators for their significant contributions to ConocoPhillips. This year, two of CSPI's very own were honored as award winners.

Tom Dujmovich was part of a team of individuals honored for their achievements in the realm of drag reduction in multiphase pipelines, and Reid Dreher was recognized for his innovative research contributions to CSPI.



Tom Dujmovich (far left) receives his ConocoPhillips Technology Award from Merl Lindstrom, general manager, Research and Development, ConocoPhillips. Reid Dreher (below) won the Outstanding Young Scientist Award.



CSPI is proud to have Tom and Reid on our team. Congratulations, guys!



the Lower 48 (U.S.) and Canada. They also implemented an assessment protocol process for all newly installed skids. This endeavor was implemented in an effort to reduce safety risks and environmental exposure while using CSPI's flow improver products.

CSPI is now able to address hazards prior to exposure, therefore making the flow improver delivery an overall safer operation. Risks such as unsafe walking surfaces, hazardous driving surfaces and inadequate clearances were

identified and resolved. The team also identified the sites where the placement of injection equipment could potentially lead to an environmental hazard. The site assessment process and subsequent corrective actions have reduced the exposure of safety concerns to our customers and employees, enabling us to continue to provide a quality product in a safe work environment.

For questions or concerns about CSPI's site assessment program, please e-mail us at LiquidPower@conocophillips.com.



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Extreme
Power

The Flow Informer

your resource to eliminate turbulence

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ExtremePower™ Flow Improver Produces Extreme Results

The Challenge

Utilizing multilateral well technology to increase production of Castilla heavy crude oil, Ecopetrol found its existing pipeline volumetrically constrained. While plans were in place to expand the pipeline capacity, a near-term solution was necessary to realize maximum value for the production asset.

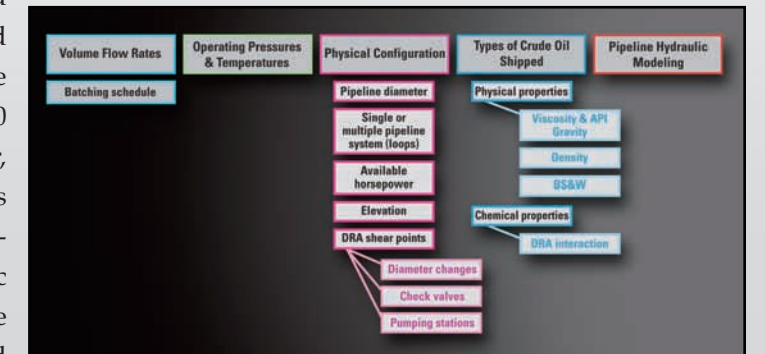
The Situation

The pipeline shipments are approximately 35 percent "light" (Apiay) and 65 percent "heavy" (Castilla

blend). The Apiay currently is being successfully treated with CSPI's LP™ 300 Flow Improver. The baseline flow of the untreated system yielded an approximate rate of 94,000 BPD. However, this rate is greatly impacted by the cyclic operation of the pipeline and complicated by the batching of heavy and light crude oil. The approximate rate of the pipeline when the Apiay crude oil is treated with LP™ 300 Flow Improver is 103,000 BPD (a 10 percent flow increase).

The System Analysis

The system analysis requires knowledge of the following:



There are many elements associated with an overall system analysis, but the two key requirements are

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Look for CSPI at these upcoming industry events...

World Heavy Oil Congress
March 10 – 12, 2008
Edmonton, Alberta, Canada

Opportunity Crudes Conference
May 1 – 2, 2008
Houston, Texas, U.S.

Ray Johnston, Principal Engineer, will present at the conference.

Adam Seals, Commercial and Technical Sales, will present at the conference.

API Pipeline Conference
April 8 – 10, 2008
Orlando, Florida, U.S.

Joey Pierce, Director, Sales, will present at the conference.

Pipeline Energy Group Meeting
April 22 – 24, 2008
San Diego, California, U.S.



For more information on these events, visit our Web site (www.LiquidPower.com) for a direct link to the conference Web sites.



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You Heard it Through the Pipeline

Meet Mike Brown!



In October 2007, Mike Brown was named president and general manager of ConocoPhillips Specialty Products Inc. Mike comes to CSPI from ConocoPhillips' U.S. Transportation group where he served as manager of Commercial Development and Joint Ventures - Pipelines and Terminals. Prior to that position, Mike held positions in domestic and international fuels marketing and business development. He has been with ConocoPhillips for 23 years. Mike is a native of Tennessee and an alumnus of the University of Tennessee. He will be responsible for the management of the group over all facets, including research and development, manufacturing, engineering, sales, marketing, logistics, quality, finance, and safety.

It's an exciting time to be at the helm of CSPI. Our current product portfolio, coupled with several new products in development, reinforce CSPI as the technology leader in the flow improver industry.

In 2008, we commit to bring you the most breakthrough drag reduction technology available. Our group of scientists and engineers are the best and brightest in the industry and continue to strive for ways of getting outside the box of traditional science to offer a full solution drag reduction package.

We are all very excited about the field results of ExtremePower™ Flow Improver. This new technology suits heavy-oil gathering and process lines, and is showing that optimum performance is achieved where the

heavy oil is flowing in turbulent or transition flow. As you read on page 1, the recent application of ExtremePower™ Flow Improvers on Ecopetrol's system in Colombia resulted in a dramatic flow increase.

They placed an order for the product immediately. If you think this technology could help your business, please feel free to contact us.

Recently, two of our own were honored by ConocoPhillips for their outstanding work in the area of technology. Reid Dreher, associate scientist, and Tom Dujmovich, business development, were both awarded for their devotion to advancing technology within the company. Reid won the Outstanding Young Scientist Award, while Tom was awarded a Technology Sharing Award for cross-functional achievement. We are very proud of Tom and Reid and the pioneering spirit they exhibit for CSPI and ConocoPhillips as a whole. It is this type of dedication we will all strive for in 2008.

This past year, CSPI also reached a monumental safety goal, operating for more than 500,000 work-hours without a recordable safety incident. This goal was achieved across all business units, including our manufacturing facility in Bryan, Texas, and our research and development facility in Ponca City, Okla. It makes me proud to know that our team not only is focused on offering top quality products and equipment to the marketplace, but also keeps safety top-of-mind each day.

Although new to this position, I can tell that CSPI will be a fascinating place to work. CSPI is such a unique business within ConocoPhillips, operating as a fully functional subsidiary, but staying closely aligned with our parent company to build off of company-owned pipelines and a wealth of expertise. In the coming months, I am looking forward to meeting more of our customers in person. In the meantime, if you have any questions, don't hesitate to contact me directly at Michael.W.Brown@conocophillips.com.

PowerQuestions

In the last issue, we introduced a new segment in The Flow Informer called PowerQuestions. Here, you can submit any question on CSPI's products, services, equipment, etc., that you want us to answer. Here is this issue's question and answer.

Q Why doesn't CSPI sell its injection equipment while its competitors do?

A CSPI believes in a full-service approach to meeting our customer's needs. We supply equipment that is optimized to our product, and we guarantee our product's performance in our equipment. We also provide field service, preventative maintenance, training and support. If there is ever an issue with your flow improver injection, there is no debate or delay in determining if the equipment, maintenance or the product is at fault. Finding a solution is CSPI's responsibility.

From a procurement point of view, it just makes more sense for our customers. CSPI employs a staff of design engineers to keep our equipment and systems up-to-date and to design and deploy skids. We also have field service technicians that conduct periodic maintenance, train your field operations personnel and respond to situations in the field. We realize that our customers are not interested in running their own preventative maintenance program for flow improver injection. This is why we do all of this in-house. Our injection skid reliability is unmatched in the industry, due to rigorous programs in place to make sure reliability is maintained.

Keep your questions coming! We'll answer another tough question in the next issue of *The Flow Informer*. To submit a question, e-mail us at LiquidPower@ConocoPhillips.com. Put *PowerQuestions* in the subject line.



20 years and Counting

Delrio S.A. recently celebrated its 20th anniversary of operation. For all of those 20 years, Delrio has been a valued partner of CSPI, acting as a distributor in some countries and providing engineering support in others. Delrio began its work with CSPI in the late 1980s, working with CSPI's heritage product, CDR®. General Manager of Delrio, Ricardo Perez, was recently honored by CSPI for Delrio's support and dedication for the past 20 years. Here's to 20 more ...

Mike Brown, president and general manager of CSPI (left) congratulates Ricardo Perez, general manager, Delrio S.A. on Delrio's 20th anniversary. CSPI presented Ricardo with a plaque to commemorate the 20-year partnership.

Extreme Results

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crude/DRA compatibility and the hydraulic modeling. ConocoPhillips Specialty Products Inc. is able to predict compatibility and model any pipeline system to unmatched accuracy.

The Prediction

System analysis showed the Castilla blend was in transition or turbulent flow for approximately two-thirds of the distance traveled in the pipeline and the developed model indicated the system would lend itself well to treatment by ExtremePower™ Flow Improver.

The Results

| Pipeline System Condition | Baseline (Thousands of BPD) | ExtremePower™ DRA Dosage (ppm.) | LP™ 300 DRA Dosage (ppm.) | Model (Thousands of BPD) | Result (Thousands of BPD) | Percent Flow Increase |
|--|-----------------------------|---------------------------------|---------------------------|--------------------------|---------------------------|-----------------------|
| Test Pipeline Operations – ExtremePower™ injected into Castilla Blend | | | | | | |
| 100% Castilla Blend | 91.2 | | | | | |
| ExtremePower™ injection | | 70 | | 107 | 110.4 | 21.0 |
| Normal Pipeline Operation – ExtremePower™ injected into each crude | | | | | | |
| 65% Castilla Blend/35% Aplay | 93.6 | | | | | |
| ExtremePower™ injection in each crude | | 68 | | 118.0 | 121.0 | 29.3 |
| Normal Pipeline Operation – ExtremePower™ injected into Castilla, LP™ 300 injected into Aplay | | | | | | |
| 65% Castilla Blend/35% Aplay | 93.6 | | | | | |
| LP™ 300 in Aplay | | | 40 | * | 103.0 | 10.0 |
| Combination injection 1 | | 47 | 47 | 113.0 | 118.0 | 26.0 |
| Combination injection 2 | | 75 | 75 | 118.0 | 123.4 | 31.8 |

*Not modeled due to actual field experience.

The Field Test

A field test was executed where the ExtremePower™ Flow Improver was injected into the Aplay pipeline. The test involved a given volume of DRA, an injection skid and a pipeline flowing in transition/turbulent flow.



For More Information

For more information on ExtremePower™ Flow Improver, please visit our new Web site: www.ExtremePowerFlowImprovers.com.

To speak to a sales representative directly, contact Joey Pierce at Joey.D.Pierce@ConocoPhillips.com.

We hope you enjoy this issue of *The Flow Informer*. If you would like to be added to or removed from our distribution list, please contact Monica Silva at Monica.Silva@ConocoPhillips.com. Feel free also to contact Monica with story ideas, feedback or comments. All issues of *The Flow Informer* are available on our Web site, www.LiquidPower.com.