

OILMAN

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GILMORE TECHNOLOGY DEFINES INDUSTRY FLOW PATH

BY NICK VACCARO

The oil and gas industry has long embodied an entrepreneur's persona, paving the way to develop further and improve an already groundbreaking industry. While technology has provided alternate paths that increase profit, enhance safety measures and simplify processes, some entities in the industry continually study trends and market happenings to define and establish a stronghold where they can improve equipment and processes to further leverage solutions in partnering with their customers.

Known for a wide array of valves and flow control products, Gilmore's reputation in the oil and gas industry stands as robust as the selection of products it offers. Anyone working in the drilling blowout preventer control system world has touched, handled, ordered or requested a Gilmore valve.

Gilmore offers multiple solutions within the different sectors of the oil and gas industry. The company's hydraulic control valves provide confidence in their reliability when used in extreme drilling environments. The company also offers production solutions for topside and subsea applications. Gilmore even services downhole operations with flow control packages that manage higher pressures and temperatures in clean and corrosive fluids.

A commitment to improving the reliability of essential infrastructure in the legacy markets the company has served for over 50 years continues with product releases in the GEN2 and Mark IV valve designs. These products exceed offshore industry requirements with an increase in cycle life to meet the demand of five-year service life under normal operating conditions.

Gilmore is now taking this critical service subsea technology that OEMs, drilling contractors and operators have relied on for decades and adapting it for the unconventional market with designs aimed at improving efficiency, reducing labor and dramatically increasing maintenance intervals.

Ryan Bludau, Gilmore's chief technology officer, joined Gilmore in November 2019, bringing with him over 25 years of work experience within the oil and gas, and aerospace markets. Prior to joining Gilmore, he led global organizations, new products and technologies development, and supply chain improvements. He now leads Gilmore's technology organization, with a focus on driving further product expansion within legacy markets, as well as leveraging Gilmore's unique technologies into new product offerings, applications and markets.

"Gilmore's goal has always been to transform the industry and drive efficiency," asserts Bludau.

Gilmore Technology Ethos

When discussing the future of the oil and gas industry in conjunction with Gilmore's research and development projects, Bludau is unwavering in his belief that the company will forever change and improve any market it services. Critical technology already provided is being retooled to meet the demands of more unconventional practices to elevate its customers' efficiency in operations and revenue in portfolios.

"We have existing technologies that are the building blocks for new applications to serve customers within our current markets and those [in which] we seek introduction," says Bludau. "Gilmore is allocating increased funding and time to research and development projects in our traditional, as well as the wider, energy market."

Gilmore's technology solutions are founded on successful flow control design for the following applications: severe and critical service, safety systems, high flow, high shock, erosion and slurry flow.

"In partnership with our clients, Gilmore works to maximize system uptime while reducing operating expenses. Using innovation through collaboration, we provide the world's most reliable flow control solutions even in the toughest environments to the energy markets," explains Bludau.

Power in Customization

The oil and gas industry has flourished over the years with the ability of its pioneers to adapt and accommodate challenges and needs that arise. In keeping with that sentiment, Gilmore has launched a new product line named Agiliti™,



which is targeted for use in a variety of different applications within the unconventional pressure pumping market. With such a multipurpose offering, this new line is sure to deliver similar results over the next 50 years.

Gilmore's embrace of research and development is not isolated to a limited set of parameters. While its products meet and exceed the demands of in-service systems, the company welcomes the opportunity to participate in the new product development from beginning to end of its full-service life.

Entering the Unconventional Market

Gilmore has a unique opportunity to support well stimulation for the unconventional market with problem-solving solutions that meet the demand for operational efficiency with extended service life. The company's reputation and enduring presence in the oil and gas industry leverage it as a significant contributor to improving operations.

Gilmore introduced the Agiliti™ line of products which include the relief valve, Agiliti™ check valve, and the Gilmore Agiliti SAFEGUARD™. These products were designed to keep operations flowing for longer intervals between maintenance cycles, reducing downtime, labor and costs.

"Our intent is to completely transform any market in which we participate, by creating value for our customers using technology and sound engineering practices. We strive to be recognized as the partner of choice for solving flow control challenges that our customers face," says Bludau.

A Bright Future

With a dual focus across the offshore and onshore oil and gas exploration and production markets, Gilmore will leverage the technologies that have built its strong reputation, combined with its high level of customer service, to accelerate its stakes in both sides of the market.

Through developing successful products that yield impressive results, Gilmore can capitalize on meeting customer needs and providing solutions that increase revenue and efficiency. In addition, the company can formulate and produce the necessary technology by identifying customer needs and exercising in-house engineering.

Bludau says, "We will continue to leverage the company name and its reputation, take technology to the outer limits, expand our market focus, and disrupt the industry to provide the highest value to our customers."



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