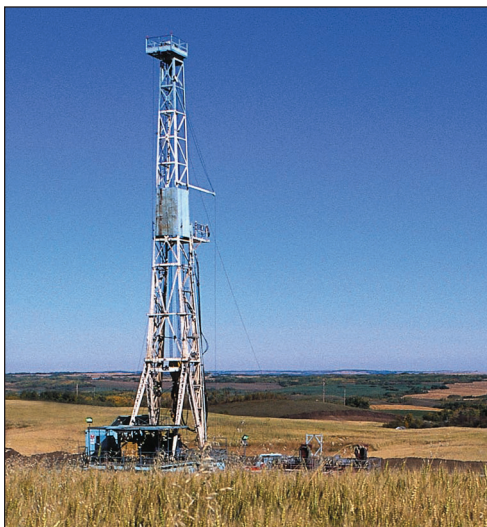


PROJECT PROFILE



America's Oil Patch - 150 Years and Counting

With the discovery of oil in the later part of the 19th century, an industry was born where “roughnecks,” “toolpushers” and “mud loggers” from North Dakota to Louisiana operated drilling rigs exposed to harsh environmental and service conditions. Within these self-sustaining jobsites, crews depended on oilfield supply houses for everything from rags, lubricants, pressure valves and sections of pipe, to seals, gaskets, connections and protective coatings.

As the oilfield industry evolved, so did demand for a new type of coating that could protect steel from corrosion on everything from rig platforms and tank batteries to the countless pumping units which dot the Oil Patch landscape. Recognizing this opportunity in the early 1920s, Tnemec founder Albert C. Bean, Sr., started selling his patented rust-inhibiting primer for ferrous metals through major oilfield supply houses across the nation. “We worked with the supply houses by going with their salesmen into the field, which helped them sell to the drilling contractors and superintendents,” recalled Bean Sr.’s son, Ace Bean. Tnemec depended on this method of selling throughout the lean years of the Depression and during World War II.

Although competition was stiff in the oilfield among paint manufacturers, Tnemec made an impression with its memorable name and quality coatings. “As time went along, people realized when they used Tnemec primers they eliminated the need and cost of repainting in the field,” Bean noted. “The performance of Tnemec’s primers and high gloss industrial enamel stood out compared to other shop-applied paints that were prone to premature failure.”

Over the years, Tnemec has developed protective coatings for every surface encountered in the oil and gas industry, from concrete to steel and galvanized metal. Specific products range from industrial alkyd enamels and acrylics to high performance epoxies and polyurethanes. Quick-cure coatings are available that can be applied in lower temperatures, as well as a new generation of coatings designed to meet changing government standards for low volatile organic compounds (VOCs).

The Tnemec name remains strong today in America’s Oil Patch due to strategic partnerships with nearly 40 oilfield distributorships, including companies such as Spicer & Sandburg in Oklahoma City, Oklahoma, which began working with Ace Bean more than 50 years ago. “The reason we represent Tnemec is because of the quality of the company, the integrity of its employees and the excellent product line,” shared Charley Sandburg, president of Spicer & Sandburg.

“Tnemec is one of those names that is very well respected in the oil and gas industry,” according to Mike Johnson Jr., sales manager for M&M Equipment Company in Great Bend, Kansas. “When my father first started this company back in 1975, Tnemec was one of those products that was widely accepted in our industry.”

Both Johnson and Sandburg credit much of Tnemec’s reputation in the oil and gas industry to the business philosophy of Albert and Ace Bean who believed the customer should always come first. “Like his dad, Ace was very adamant about being out among his customers and making sure the coatings were performing the way they should,” Johnson added. “When you think of customer service, you think of Tnemec.”