

Ray Cote, Baker Petrolite – Sen. Account Manager

Ray has been working for Baker Petrolite for the last 14 years; his main focus is fluid management and optimizing large treating facilities. Prior to joining Baker Petrolite Ray worked for 10 years for Gulf Canada in the North Battleford area in production operations. In 1992 he joined Baker Hughes in Lloydminster. Ray has initiated changes to mass balance handling of solids and reduced sloop generating in both the field and batteries resulting in large cost savings to our customers. His back ground in both production, treating, stimulations and S.W.Disposals allows him to combine proper chemical applications with fluid flow. He currently oversees Baytex B8 & Murphy Dulwich truck pits, along with Nexen facilities at winter.

Ray has been involved in the development of this proposal, and will be responsible for maintaining any programs initiated. Each person's expertise and location is detailed.

The following service commitments will be handled by various members of the Baker Petrolite Team depending upon the areas of expertise.

- 1) Technical support for all related chemical programs
- 2) Aid in optimization where applicable
- 3) Manage delivery of product to specified Nexen locations
- 4) Provide product recommendations for new or existing chemical programs
- 5) 24/7 on call capacity for emergency situations
- 6) Regularly meet with Nexen operators and foremen to discuss operational changes, new programs and program updates
- 7) Provide monthly summaries as required
- 8) Provide customer training on or off site
- 9) Ensure that service work is followed through in a safe and efficient manner
- 10) Provide field treating history as applicable