



**MASTER FLO**™



Doing Business in Africa ←

**MASTER FLO**™

THE LEADER IN CHOKE TECHNOLOGY

**30**  
years

**DESIGNING FOR  
PERFORMANCE**

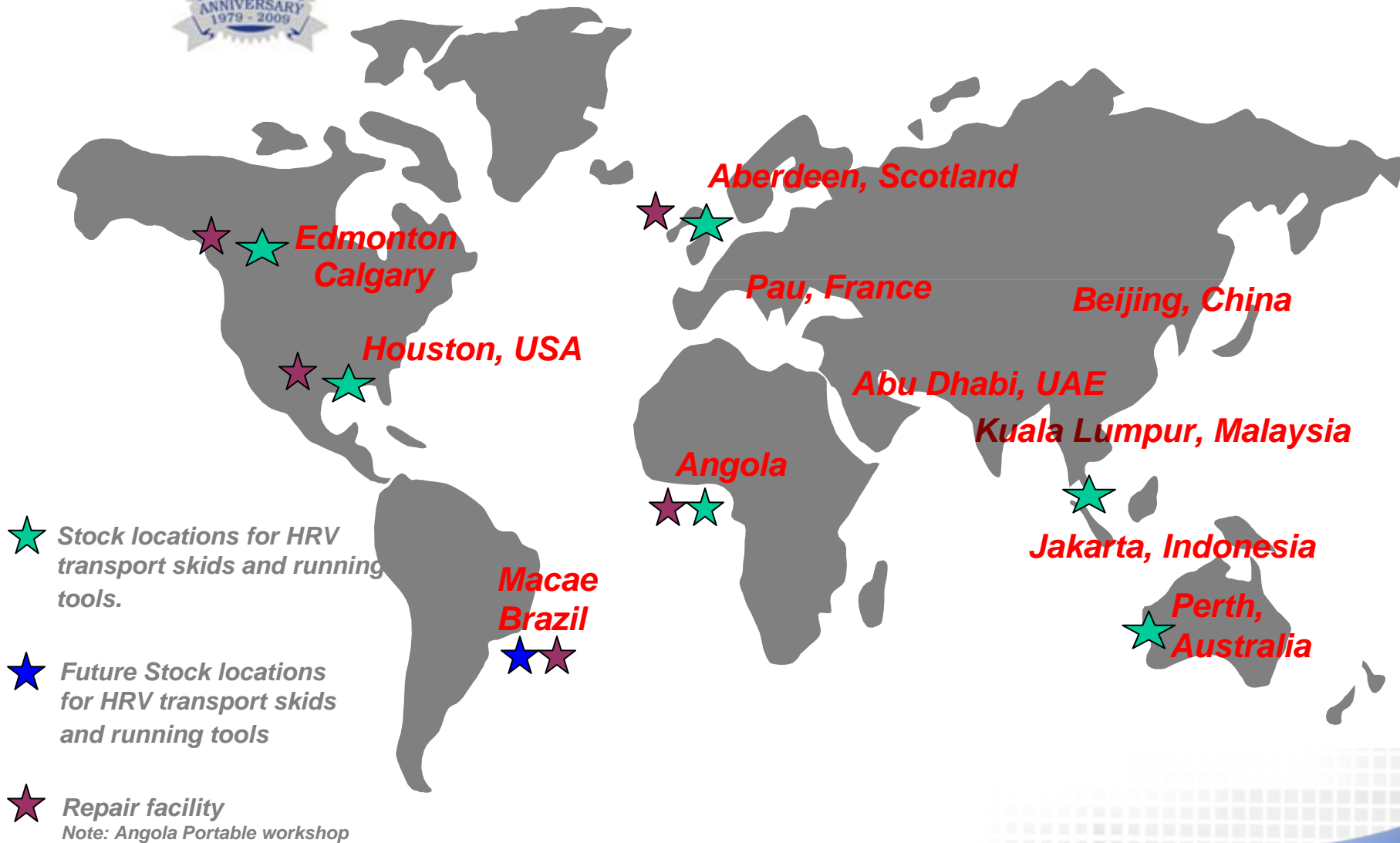


[www.masterflo.com](http://www.masterflo.com)

### *Our Product Line*

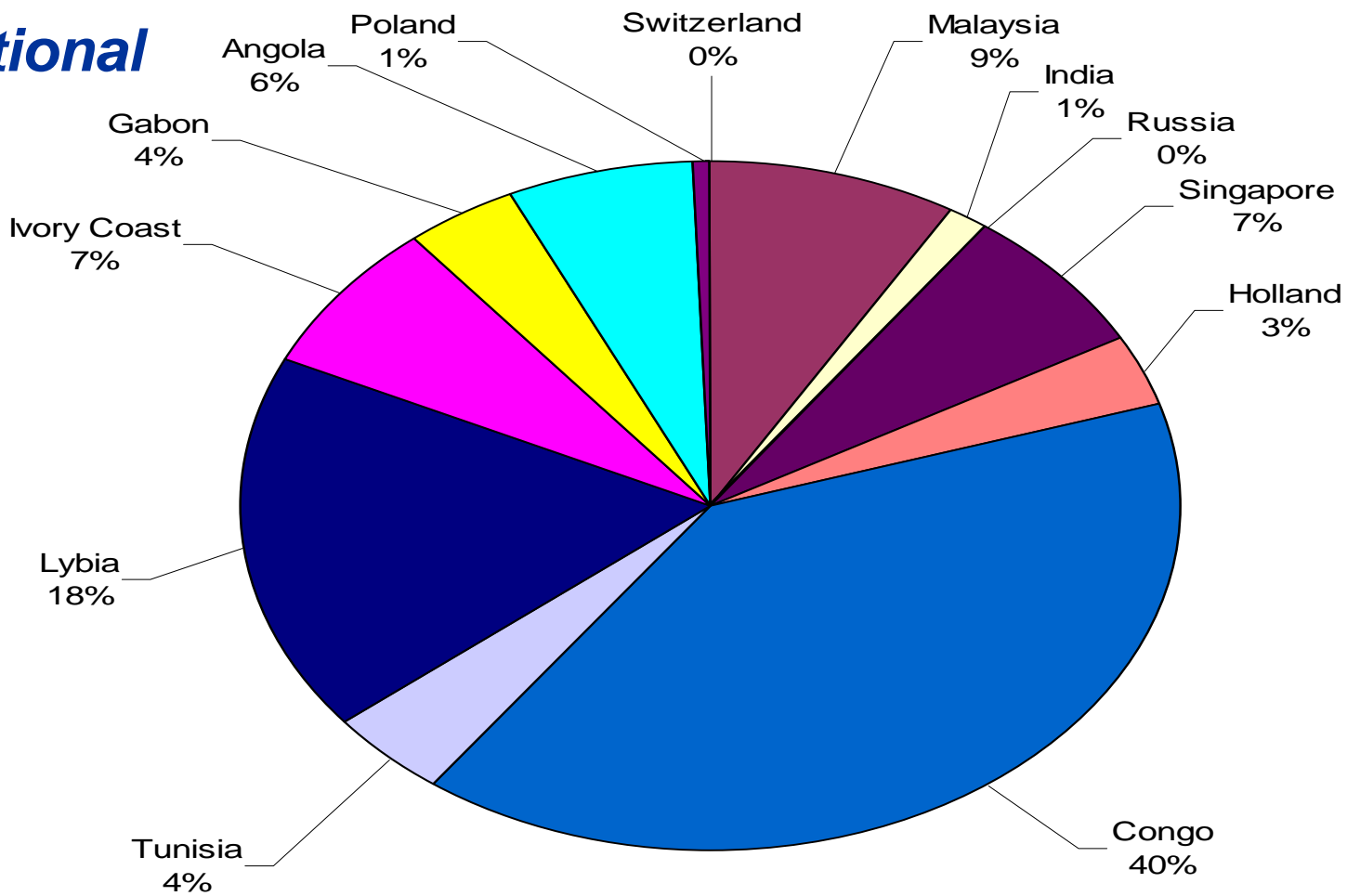


- 1. Surface Production Chokes**
- 2. Specialty Control Valves**
- 3. Full Line of Actuation - Stepping / hydraulic / Pneumatic / Linear Hydraulic / Linear Pneumatic actuator**
- 4. Subsea Production Chokes**
- 5. Hydraulic Control Systems**





### International Sales



Switzerland	Malaysia	India	Russia	Singapore	Holland	Congo
Tunisia	Lybia	Ivory Coast	Gabon	Angola	Poland	



### Our Parent Company



#### Alberta

- Edmonton - Head Office
- Calgary - Marketing Office
- ERC - Edmonton
- Brooks
- Edson
- Grande Prairie
- Red Deer
- Rainbow Lake
- Slave Lake
- Fort McMurray
- British Columbia**
- Fort St. John
- Fort Nelson
- Saskatchewan**
- Estevan



#### Texas

- Houston
- Woodlands
- Kilgore



#### Indonesia

- Jakarta



#### United Arab Emirates

- Abu Dhabi



#### Algeria

- Hassi Messaoud





## *Oil & Gas Industry*

**Africa is a continent with so many countries that almost each country is unique and different.**

**When looking at Africa you have to differentiate North, West South and East as each area is vastly different.**





### *Security & Logistics*

**Logistics and Security will depend on where you are; Security is very risky in Nigeria, Somalia, some places in Ivory Coast, South Africa, Algeria but very safe in Gabon, Congo, Tunisia.**

**Logistics are a challenge to say the least in Uganda, Democratic Republic of Congo, Chad while there are little to no issues in Gabon, South Africa or Egypt.**





## *Foreign Companies*

**If we talk about the Oil & Gas business, there are less points to consider for West Africa (apart from Nigeria): the majority of the operating companies are foreign companies, while it is very important for North Africa (Algeria, Libya & Egypt) where all foreign companies must work in JV with the National Company under different name than the original name of the foreign company..**



**Subsea Platform**



### *Government Policies*

**Corruption is also a very important aspect that must be considered with this region.**

**You may refer to relevant government regulations such as the antitrust legislation of Canada (Competition Act (R.S., 1985, c. C-34)), and of the U.S.A. (Department of Justice Antitrust Division Manual).**





## *Local Content*

**Need to add value to the markets, many Companies are already adding Fabrication and construction locally**



Unocal Surface P2E choke hammer union with FC2 hydraulic actuator Chevron Phase 36 Project manifold



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## *Local Content*

**Angola**

**Master Flo's portable workshop  
and Service unit**



workshop container subsea

April 13, 2009



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## *Local Content*

**Many Countries are asking to  
add local content this may  
come as assembly**



surface control valve fisher  
actuator pneumatic diaphragm

April 13, 2009



## *Local Content*

**After Sales Service is  
critical to longevity in the  
region**



Exxon Kizomba A Angola P25  
production choke hydraulic  
actuator FC2 manifold



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## *Commitment by the Company*

**You can't look at any of these countries as a short-term approach**



**Exxon Mobil Kizomba A Platform**

The leader in choke technology



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Mark K McNeill, President

info@masterflo.com

*thank you*