

Inside This Issue

- > [Feature Article](#)
- > [Emerson Exchange](#)
- > [Sales Tools and Resources](#)
- > [Events Update](#)
- > [Industry Trends](#)
- > [Council Update](#)

Core Team

- > [Larry G. Irving, Jr.](#), Vice President
- > [Chuck Miller](#), Director
- > [Chris Amstutz](#), Director
- > [Jose Jimenez](#), Director
- > [Brittany Mangan](#), Marketing Communications

World Area Contacts

- > [Andrew Dennant](#), Middle East/Africa
- > [Steve Kinz](#), North America
- > [Manuel Arroyo](#), Latin America

Consultants

- > [Mark Coughran](#), Consultant
- > [Lou Heavner](#), Consultant
- > [Sudhir Jain](#), Consultant

Quick Links

- > [Industry Sales Portal](#)
- > [Application Solutions](#)
- > [Contacts](#)
- > [Events](#)
- > [Newsletter Archive](#)
- > [Sales Tools](#)
- > [Industry Website](#)
- > [Community](#)

Feature Article

Terminals growth remains steady



From the desk of Chris Amstutz, director of tanks, terminals, and transportation: As the market anticipates a continued rise in oil prices and a balance in supply demand dynamics, an excess of liquids, combined with increasingly complex business and regulatory requirements, has prompted further terminal demand around the world. I invite you to read more about the findings in the recently released [ARC Terminal Automation Market Analysis, 2016](#) which confirms this growth and projects the rate of terminal automation market growth through 2020.

Emerson Exchange

Transportation & Storage a focus of Emerson Exchange 2016



This year's [Emerson Exchange](#) will feature an industry forum dedicated to operations management. Moderated by Larry Irving, the panel will focus on evolving best practices for operations and commercial management, as well as challenge of making that data actionable. The exhibits give a first-hand look at some of the industry's most innovative automation technologies, products, and services and show what can be done for customers.

New HIPPS demo available at Emerson Exchange 2016



A demonstration unit complimenting the new [High Integrity Pressure Protection Solutions \(HIPPS\)](#) sales tools (now available on the Global Sales Portal) is being prepared for customer review at the Emerson Global Users Exchange.

Customers are invited to learn how Emerson's cross-BU teams have consolidated a broad spectrum of products and services to highlight this key application. Contact Chuck Miller at Chuck.Miller@Emerson.com for more information.

Virtual 3-D display to highlight DLO and IWTS at Emerson Exchange 2016



A virtual 3-D oil platform will showcase the operation and benefits of Dynamic Lift Optimization (DLO) and Integrated Well Testing Systems (IWTS) at this year's Emerson Global Users Exchange. The demonstration will show how DLO improves production and how IWTS can reduce a platform's size and weight and improve the quality of well test data. The demo will be available for customer presentations in installations like the Houston or Dubai Collaboration and Solution Centers.

Events Update

Terminal & Pipeline training wraps up in Asia



Emerson completed a successful [Terminal and Pipelines](#) training event in Singapore and Shanghai in July where participants were instructed on terminal and pipeline basics in addition to tank protection custody transfer applications, tank gauging, and the ESI suite of solutions. For more information, contact Christopher.Amstutz@Emerson.com.

Upcoming Tank Storage Events



Terminals continue to be a primary focus as Emerson participates in trade shows around the world. Past attended events include [European Bulk Liquids](#) on September 7-8 in Tarragona, Spain; [Tank Storage Asia](#) on September 27-28 in Singapore; and an upcoming event includes [Tank Storage Germany](#) on November 16-17 in Hamburg, Germany.

Industry Trends

Micro LNG Market Study coming



A new micro LNG market study identifying potential for small to mid-scale projects is coming following anticipation of global diesel replacement fuel projects. The study identifies key OEMs for transfer systems, process units, and LNG storage tanks, as well as other elements that will positional Emerson business unit opportunities. Contact Chuck Miller at Chuck.Miller@Emerson.com for more information.

Global Upstream Spending Report released



The IHS Global Upstream Spend Report is out for August 2016. Figures indicate that overall spending and activity will start to strengthen during the second half of 2016 and into 2017.

- Upstream E&P spending in 2017 is expected to recover to USD \$403 billion, up 7% from 2016, but it will remain 43% below 2014 levels.
- North America will be leading gains in 2017, but spending will remain under half of what it was prior to the collapse in 2015–16.
- Offshore spending will decline in 2017 owing to longer lead times between project sanction and project activity/spending.
- Operating expenditure (OPEX) for 2016 is expected to be USD \$446 billion, climbing steadily to surpass 2014 spending levels by 2019 as prices start recovering and new fields come online.

For more information about this report, contact Jose Jimenez at Jose.Jimenez@Emerson.com.