



Ahmad Almulhim

 Forum Energy Technologies Inc. has long supplied oilfield equipment to Aramco, and now this partnership is growing deeper thanks to a unique training program that embeds Saudi engineers in U.S. companies.

Ahmad Almulhim, a crude oil processing engineer at Aramco, is working at Forum's offices in Houston, where he evaluates design issues related to gravity separators and de-salters. He is also on cross-functional teams that draw from specialists in sales and technology.

Carl Daniel of Forum, which has been an Aramco supplier for decades and recently set up a valve manufacturing plant in Saudi Arabia, said the training program is beneficial for both parties.

"This type of program allows our partner to become more knowledgeable about our equipment and our different production solutions. And we get to develop a deeper understanding of our customer's needs. It is a win-win," Daniel said.

Forum is a leader in many types of equipment, but specifically gravity separators and de-salters used to process crude oil.

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"I work on addressing design challenges, which is always very interesting," said Almulhim.

He also came across a new Forum product called ForuMix, realized that it would be a good option for deployment in Saudi as a high-efficiency mixer, and worked with the Aramco procurement team to have it approved.

The mixer will allow Aramco to reduce the amount of fresh water and chemicals needed to process crude, while still attaining the same crude quality standards related to viscosity and sweet and sour specifications.

Forum's team has also gained a deeper understanding of Aramco's very specific sourcing and procurement requirements from Almulhim. This will enable it to develop proposals in the future that are customized to Aramco's needs.

"The ForuMix case is an example of something that improves the Aramco supply chain by giving us more optionality, while opening up a new business line for Forum," said Almulhim.

There are nearly 150 Saudi Aramco professionals currently on training assignments at companies and agencies across North America in an array of disciplines.