



## SPECIALISED SAFETY EQUIPMENT PROVIDER

United Safety has been operating for over 27 years and Elie Daher, executive VP and chief marketing officer, talks about how the firm has brought revolutionary safety solutions to the industry

### How long has your business provided services/solutions for the Oil and Gas sector?

Over the past 27 years, United Safety has established its credential as a global leader, providing specialised safety equipment, personnel and services to various clients across the globe. We are consciously committed to improving safety in the workplace.

### Where are you located within the Middle East/GCC region – how many divisions do you have in the region? How important is this part of the world to your overall business?

United Safety has been operating in the Middle East since 2002 with operational experience in all facets of the energy industry. We have offices in Saudi Arabia, UAE, Bahrain, Qatar and Kuwait. Our services include Industrial and Upstream Safety Management Services and Operational Safety and Integrity Management Services (OSIMS™).

The Middle East is a very important region for us as it holds the world's major Oil and Gas reserves. With Oil and Gas activities progressing into increasingly challenging environments, our role as an innovative safety provider has never been more crucial.

### Are there any standout projects within the region on which your company has worked, preferably within the last 6-12 months?

In the upstream industry, United Safety won a substantial contract in the UAE to supply breathing air systems for a major oil and gas producer. We are excited to work with a company that has a very high regard for safety and adopts the latest technologies in

developing and operating its oilfields.

Over the last 12 months, through our OSIMS™ division, United Safety has provided high quality risk management solutions for multiple clients. These projects originate in complex environments where communities and multiple work sites in close proximity to drilling and production operations create a higher degree of risk to clients and communities. To assist our clients' success in Iraq for example, we have provided services such as emergency response and emergency evacuation plans, quantitative risk assessments and dispersion modeling. In fact, we were the first company ever in Iraq to successfully apply and execute Computational Fluid Dynamics (CFD) 3D Dispersion Modeling for an uncontrolled well release.

### What is the competitive advantage your business has over others providing similar services/solutions to the Oil and Gas industry?

Across the globe, United Safety brings in an unrivaled package of professionals, processes and equipment. We work closely with customers and contractors to deliver an elite team of EH&S specialists who promote and strengthen worksite safety culture, pioneer processes with a proven track record of increasing productivity and reducing costs, and provide, innovative safety equipment for a safer worksite.

United Safety has built a reputation for safety you can count on. At the cutting edge of technology, innovation is an integral part of our company DNA. Our innovative solutions challenge the status quo to continuously push the boundaries and test conventional thinking.

### What has been the highlight of the last 12 months for your company?

In September last year, we opened a new and bigger eastern hemisphere hub in Dubai as we continue to expand our presence and footprint around the globe. Our new office is located in Dubai Media City and it will serve as the operations and technical support, product demonstration and customer engagement center in the eastern hemisphere.

Also last year, we launched the industry's first Vehicle Gas Protection System - the Air Qruise™ Trooper at ADIPEC. United Safety believes the Air Qruise™ Trooper fills an industry gap in ensuring that personnel stay safe while in transit and in the event of a toxic gas release. It has already been deployed in one of the toughest and harshest oilfield in the UAE.

In the western hemisphere, we are operational in some of the deepest and most challenging oilfields in Brazil and have expanded our operations in North Dakota in the USA.

### What are you most excited about for the coming year in terms of your business outlook?

The overall risk profile of the Oil and Gas sector is on an upward trajectory. Projects are becoming more complex and sophisticated technologies are needed to run these projects. The industry is under intense pressure and scrutiny from regulators, shareholders and communities that demand safer and cleaner operations with less environmental impact. We are excited to be a part of this challenging landscape by bringing innovative solutions that keep everybody on the wellsite safer while reducing cost and improving productivity. 