

## OFFSHORE REPAIRS THAT ARE BUILT TO LAST

OIL AND GAS CONSULTANT LATERAL AS PARTNERS WITH WESSEX RESINS TO REPAIR CLIENTS' MISSION-CRITICAL OFFSHORE ASSETS

**Lateral AS specialises in repairing offshore equipment and vessels in the oil and gas industry. To ensure that its epoxy-based repair solutions are highly reliable and durable, the company partners with leading epoxy specialist Wessex Resins.**

### Challenge

Specialist oil and gas consultant Lateral AS helps oil and gas companies repair their offshore assets and keep them in good working condition. Keith Robertson, technical manager at Lateral AS, says, "We use our in-depth industry knowledge and our experience of working with technologies and materials from other industries to provide fast, cost-effective, long-lasting repairs for our clients."

The mission-critical nature of offshore equipment means that Lateral AS often works under intense pressure. "In the offshore environment, corrosion, leaks or other engineering issues can increase safety risks and interrupt production processes, with huge financial losses a possibility," says Keith. "In the event of a technical fault, clients need fast repairs that are built to last."

### Solution

To repair clients' mission-critical offshore assets, Lateral AS partners with leading epoxy specialist Wessex Resins. "When we were first introduced to Wessex Resins, we were extremely impressed by their range of underwater-capable resins," says Keith. "We immediately recognised the potential of these products to help us deliver long-lasting offshore repairs for our clients."

Over the years, Lateral AS has used the Wessex Resins products for a number of applications and projects. "Wessex Resins is an important partner for us," says Keith. "We've used products supplied by Wessex Resins for a range of applications on fixed and floating structures, both topsides and subsea."

For each project, Lateral AS works to understand the client's specific needs and translates this into a technical specification for the Wessex Resins formulators. "Working together, Lateral AS and Wessex Resins provide clients with the epoxy



Working together, Lateral AS and Wessex Resins provide clients with the epoxy formulations they need to keep their critical offshore infrastructure up and running."  
**Keith Robertson, Technical Manager, Lateral AS**

formulations they need to keep their critical offshore infrastructure up and running," says Keith.

The products used by Lateral AS are 'own branded', meaning they are labelled with the Lateral AS company name. "In this way we ensure that the products we use comply with the specific documentation requirements of the Norwegian authorities for use on the Norwegian continental shelf and are included in official registers," says Keith. "It also ensures that queries regarding the use of the products are channeled back to ourselves, answered by our project engineer and captured in our project documentation."

The details of many client projects delivered by Lateral AS are highly confidential, and Wessex Resins has demonstrated its integrity time and time again. "Our business relationship with Wessex Resins is based on absolute trust, especially when it comes to respecting client confidentiality. Also, we appreciate that Wessex Resins is always fair in terms of pricing, even when we ask for products first and discuss the costs later."

## Benefits

### Fast, reliable, durable repairs for clients' offshore assets

The repairs that Lateral AS delivers using epoxy products supplied by Wessex Resins have proved themselves to be highly reliable and durable over the years. "In some cases temporary repairs have remained in place considerably longer than originally planned, allowing performing the permanent repair to be deferred to a time when it can be carried out during routine maintenance shutdown."

Repairs delivered using underwater-capable epoxies from Wessex Resins are also very fast to install.

### Bespoke epoxy formulations meet clients' specific needs

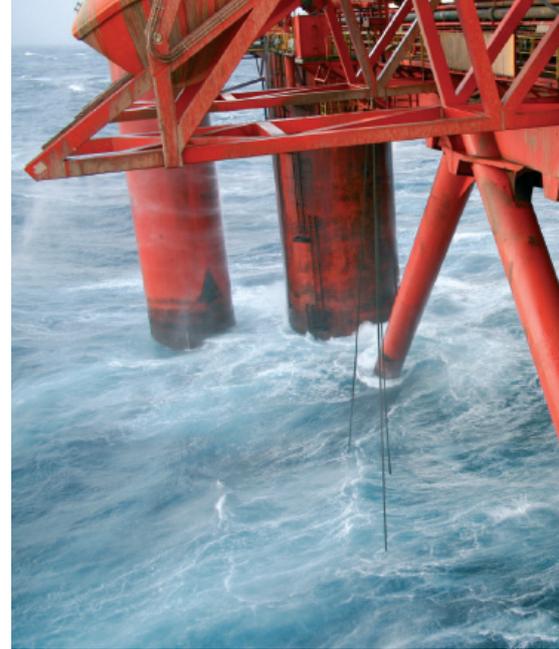
While Wessex Resins has an established range of underwater-capable epoxies, the company also has the skills and experience required to help Lateral AS meet specific customer requirements if required. "Sometimes, our clients need resins with specific qualities that are not available from the standard product range offered by Wessex Resins," says Keith. "When that happens, we know that Wessex Resins can tweak products for us to provide exactly the properties clients are looking for – which is something we can't get from any other supplier."

### Responsive service supports faster repairs

Wessex Resins has been a responsive, reliable, trusted partner for Lateral AS for many years. "We've never been disappointed with the service we've received from Wessex Resins," says Keith. "Orders have been delivered extremely quickly to meet clients' pressing needs, even when custom formulation work was required."

### Expert epoxy consultancy and pre-sales support

Experts at Wessex Resins are always on hand to discuss new projects with Lateral AS and provide the epoxy-specific knowledge needed to ensure success. "We are able to call the team and discuss potential applications before a new project or trial begins. Wessex Resins also has a team of formulators and technical experts available to talk through formulations directly with clients if necessary and to support our pre-sales process," says Keith.



## Challenge

- Repairing mission-critical offshore assets for oil and gas companies
- Preventing costly interruptions to client operations
- Ensuring that solutions are reliable, durable and cost effective

## Solution

- Lateral AS repairs clients' assets with underwater-capable epoxies from Wessex Resins
- The products have been used for a range of applications on fixed and floating structures, both topsides and subsea.
- Wessex Resins provides products that are branded with the Lateral AS company name at the point of manufacture

## Benefits

- Fast, reliable, durable repairs for clients' offshore assets
- Bespoke epoxy formulations meet clients' specific needs
- Responsive service supports faster repairs
- Expert epoxy consultancy and pre-sales support

**WESSEX**  
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