

What will the turnaround do for Alberta, and especially Calgary?

“Companies today overall are more prepared and more resilient than ever. The western provincial economies have continued to improve and are more diverse since the ‘90s,” Saxberg points out. “Every new downturn creates further strength to the economy of the western provinces. Look at how well Saskatchewan has weathered this current storm versus past downturns.”

## Calgary Down Under

Alberta talent and expertise is making it happen

“A big advantage of doing business in Australia is that, despite low commodity prices, there is still a sizable market to sell oil and gas products and services into.”

It’s the positivity of dynamic and respected energy industry booster Wade Elofson, founder of Powered Energy and Resources Community, the popular Australian-based new energy company made up of selected partner companies that deliver products, services and technologies for Australia’s growing oil and gas industry, particularly the country’s liquefied natural gas (LNG) boom.

According to many industry analysts, while heavy oil continues to get prominent exposure and world attention, in a stealth but steady way, LNG continues to grow into a major player in the energy sector, particularly due to the surging demand for LNG in huge markets in Asia (Japan, China and South Korea).

“Perhaps Australia has been overlooked in Alberta because, so far, we focus almost entirely on natural gas which we export as LNG. Even though oil prices are down all over the world, Australia has built more than \$200 billion USD worth of LNG terminals in the past five years,” Elofson points out.

According to an EY report, the global demand for LNG is predicted to nearly double by 2030. Due to the astronomical costs of building facilities, LNG projects are usually the result of negotiations between oil and gas suppliers operating in resource-rich countries with sparse populations (such as Australia) and large purchasers in densely populated, relatively resource-poor countries (such as Japan).

While Qatar is currently the world’s largest LNG exporter and Malaysia is number two, there is such a high volume of activity in Australia that industry projections suggest “the land down under” is poised to overtake Qatar as the world’s biggest exporter.

In various industry-expert ways, John Dielwart is enthusiastic. “I’m positive that good things are ahead for the industry and for Calgary. It will be different and not across the board as before. But the Calgary economy will bounce back. Many executives agree that cost structures got out of hand. We must be competitive on the world market and stay lean, longer.” **B**



“The next wave of production in Australia will be shale gas,” Elofson predicts. “It will be interesting to see what drilling techniques will be utilized. Powered works with various partners, supplying skills, expertise and site services as part of the Australia boom, and professionally and personally, Elofson is gung-ho about Alberta skills and innovation.

“Powered works with service companies from around the world,” he says. “But of all our partner companies, Canadians are absolutely my favourite. Alberta oilfield service companies like DFI Piles and Equinox Engineering (the private, Calgary-based company which provides high-quality EPCM services, including facility and pipeline projects for natural gas, conventional oil and heavy oil markets) are succeeding in Australia.

There’s Australian consensus that Alberta-based companies offer a level of expertise and value that cannot be matched by any other part of the world.

“Today’s low energy prices are forcing producers to look to mid and smaller niche companies that can help drive down costs,” Elofson explains. “We are seeing more and more mid-size and smaller service companies do really well over here.”

Particularly services related to drilling, completions and production. Any service company that cost effectively drills holes, keeps production levels up and offers a competitive advantage are in high demand in Australia.

“Many Alberta companies that can capitalize on their experience can dominate in this market,” Wade Elofson says, with his extensive industry experience and proud Alberta bias.

**ABOVE:** WADE ELOFSON, FOUNDER OF POWERED ENERGY AND RESOURCES, COMMUNITY, THE AUSTRALIAN-BASED NEW ENERGY COMPANY.