

BACKGROUND

Calgary-based Hydrotesters expertise is internal tubing and casing pressure testing for the oil and gas industry. In addition, Hydrotesters designs and manufactures specialized tubing and casing equipment available for rental and purchase.


BUSINESS NEED/OPPORTUNITY

Like many other small Calgary based oil and gas service companies, Hydrotesters is also looking to expand its export markets with a focus on Mexico, China and Nigeria.

GOAL/OBJECTIVES

Through various CED initiatives, Hydrotesters wanted to benefit and be put in front of potential customers and partners from target overseas markets.

TESTIMONIAL



“Thank you for being the catalyst for the expansion of our company into the Mexican market...While a lot of work remains to be done following our initial introduction to PEMEX via that meeting at Calgary Economic Development it is fair to say that none of this would have happened if that meeting had not taken place...Thank you for being an integral part of our international expansion.”

- Ray Joyce, Chief Financial Officer, Hydrotesters International Inc.

2009

Hydrotesters International Inc.

STRATEGY & IMPLEMENTATION

By arranging several 1:1 meetings, CED has introduced Hydrotesters to various companies in 2009 including Pemex, various potential partners from China, Nigeria and Mexico.

OUTCOMES

Due to CED efforts, Hydrotesters have expanded their company into the Mexican market.

CONTACT DETAILS

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