

第一课 投标资格审查题

Lesson 1 Questions of Qualification for Tender

国外的石油公司进行工程招标时，态度是相当慎重的，特别是较大而有名气的石油公司，对待风险投资的打井项目更是如此。有些问题往往被我们认为是不值一提的小事儿，而他们却要反复地调查研究。为了使今后的投标进展顺利，做到有备而战，现把国外几家公司通常的招标考查题归纳整理如下，以供投标者参考。

一、井位与井场

Well Positioning and Location

1. 谁提供打井的许可证书？

Who provides permission to drill the well?

2. 你们必须向管理机关申报你们的打算吗？然后要得到许可吗？

Do you have to inform a regulatory body of your intentions and then gain permission?

3. 打水井也是这种政策吗？

What about water wells? Does the same policy apply?

4. 通常由哪个单位提供井位坐标？

Which organization normally provides the well coordinates?

5. 谁对打井的地方进行测绘和作标记？

Who surveys the well and marks the spot where the well is to be drilled?

6. 谁来核实井口是否在准确的位置，标桩是否被移动？何时做这项工作？

Who verifies the well is in the right location. e. g. the stake

has not been moved? When is this done?

7. 办理建造井场的许可证通常都有哪些手续？

What is the normal process to gain permission to build locations?

8. 建井场时你们是否需要提交一份如何注意环保的方案？

Do you have to submit a plan on how you will protect the environment when building the location?

9. 谁来做这个方案？这个方案交给谁？

Who prepares this? To whom is the plan given?

10. 从选好井场到着手施工通常需要多长时间？

How much time does it normally take once a well location is chosen to commence construction?

11. 获得土地使用权通常需要多长时间？

How long does it normally take to gain access to the land?

12. 通常谁有权力控制土地？

Who normally has rights over the land?

13. 为了获得土地，谁来同地主打交道？

Who approaches the land holder to gain access to the land?

14. 土地可以租赁或购买吗？

Is the land rented or purchased?

15. 你要租赁多久？

How long do you rent the land?

16. 打开发井和探井有什么不同？

Is it different if the well is a development or an exploration well?

17. 每年每亩地的正常收费是多少钱？如何论价？

How much is typically paid for the use per mu of the land per year? How is this assessed?

二、井场设计

Location Design

1. 你们有各类钻机的标准井场设计图吗？

Do you have standard designs for drilling locations with the various rigs?

2. 能把你们的井场和营房区的设计图给我们一份吗？

Can you please give us a copy of your location design to include the camp?

3. 在不同的地区、不同的季节设计是否也不同？

Are there different designs for locations in different topographical areas or during different seasons?

4. 表层土通常会发生什么问题？

What normally happens to the topsoil?

5. 如果排水或灌溉渠道通过井场会发生什么问题？

What happens to drainage or irrigation ditches that cross the proposed locations?

6. 如果乡村小路穿过井场会发生什么问题？

What happens to farmers paths that cross the proposed locations?

7. 建井场的正常成本是多少？

What is the typical cost to build a location?

8. 井口圆井的墙和底是用什么制作的？是混凝土浇筑还是用砖砌，或是用混凝土预制板制作？

What are the walls and floor of the cellar made from? Concrete or bricks? Are the concrete panels precast?

9. 井口圆井的标准尺寸是多少？

What are the standard dimensions of a cellar?

10. 圆井的结构怎么保证钻工上下？是在井壁上嵌入梯子吗？

How is the cellar constructed to ensure people can access it?

Are there steps made into the wall of the cellar?

11. 通常打井的水源从哪儿来？是打一口水井吗？

Where does the water for drilling normally come from? Is a water well drilled?

12. 水井的常规尺寸是多少？

What are the typical dimensions of the well?

13. 需要用泵抽吗？用什么类型的泵？泵的扬程是多少？

Is a pump used? What is the type of pump used? What is the capacity of the pump?

14. 你估计每天产多少水才能满足钻井的需要？你们怎么检查出水量？

How much water production do you estimate is needed each day for the drilling operation? How do you check the production of the water well?

15. 谁来检测水质？

Who checks the water quality?

16. 大循环储备池通常挖多大？容量多大？

How big do you normally build the reserve pit? What volume does it normally have?

17. 你们如何估算储备池所需的容量？

How do you estimate the necessary volume for the reserve pit?

18. 你们怎样在池内加衬里以减少漏失？

How do you line the pit to minimize leakage?

三、动迁与搬迁

Mobilization and Movement

1. 哪个单位负责修路和架桥？

Which organization repairs the bridges and roads?

2. 勘查和维修通常需要多长时间？是否与修建井场同时进行？

How long does the surveying process and repair normally take? Is this done as the location is being constructed?

3. 你们有（或使用）临时桥梁吗？

Do you have or use temporary bridges?

4. 如果要搬运所提供的钻井设备和材料，谁负责勘查通往井场的道路和桥梁？

Who surveys the access roads and bridges to the location to check if they can accommodate the rig equipment and materials to be moved?

5. 你们需要往井场搬运的最重的设备是什么？

What is the heaviest load that you have to move to the location?

6. 搬运重件、宽件货物路上有什么问题吗？

Is there normally any problem moving the heavy and wide loads along roads?

7. 你们必须得到有关部门的批准吗？

Do you have to get permission from any regulatory authority?

8. 谁编绳套？怎么编的？

Who makes the slings? How are the slings made?

9. 谁检验绳套？

Who tests the slings?

10. 这些绳套保存多长时间？

How long do you keep the slings?

11. 井队搬迁时共有多少车设备？

How many loads are there when you move the rig?

12. 搬运这些设备需要哪些大小卡车？

What are the truck sizes needed to carry these loads?

13. 上述包括营房吗？搬营房需要多少车？

Does the above include the camp? How many loads are necessary for the camp?

14. 用哪些装卸工具来装卸设备？

What lifting equipment is used to load or unload the equipment?

15. 谁来检验这些装卸工具？

Who tests the lifting equipment?

16. 经过多远的距离为正常搬迁？

Over what distance is a typical rig move?

17. 搬运井场设备和营房共需要多少辆卡车？

How many trucks are used to move the rig and camp?

18. 把设备和营房全部搬完需要多长时间？

How long does it take to move all of the rig and camp?

19. 哪个单位负责把设备运到井场？谁来组织？

Which department is responsible for moving the equipment to the drilling location? Who organizes this?

20. 卸货的吊车从哪儿来？

Where does the crane needed to unload the material come from?

21. 由谁决定钻机何时搬离井场？怎么做这个决定？

Who makes the decision as to when the rig can leave the drilling location? How is this decision made?

四、钻井设备

Rig Equipment

1. 能把你们油田所具有的钻机型号和数量告诉我们吗？

Can you please tell us the types and number of rigs that you have in your oilfield?

2. 这些钻机在各钻井公司是如何分布的？

How are the rigs distributed among the various drilling companies?

3. 多长时间由第三方对钻机进行一次工作状况的检验鉴定？

How often is the rig normally inspected by a third party to certify it's in good working condition?

4. 通常你们请哪个公司来做这项检验？

Which company would you normally use to perform the inspection?

5. 在中国还有其他公司能做这项工作吗？

Are there other companies capable of doing this work in China?

6. 钻机办理保险吗？

Is the rig insured?

7. 承保人要求对钻机进行检查并依法出具证明吗？

Does the insurer insist that the rig be inspected and certified on a regular basis?

8. 井架和底座通常是同一个厂家生产的吗？

Are the mast and substructure of a rig normally made at the same plant?

9. 井架和底座总是配套在一起吗？

Do the mast and substructure always stay together as a set?

10. 井架上穿几股大绳？

How many lines are strung on the mast?

11. 大绳是多粗的？

What is the thickness of the line?

12. 井架上有几个大滑轮？

How many sheaves are there in the mast?

13. 底座距地面的高度是多少？是普通的吗？

What is the height of the substructure above ground level? Is this normal?

14. 你们还有与这个不同的底座吗？高一点的或低一点的？

Do you have different substructures to this? Are they higher or lower?

15. 底座前边的大门有多大开口？是标准的吗？

What is the front opening of the substructure? Is this standard?

16. 该钻机的绞车功率有多大？

What is the power of the drawworks on the rig?

17. 这台绞车有几个挡？

How many gears does the drawworks have?

18. 这台钻机的立管额定压力是多少？多长时间检测一次？

What is the pressure rating of the standpipe on the rig? How often is this tested?

19. 这台钻机通常配几台柴油机？

What engines would normally be on the rig?

20. 每台柴油机的功率多大？

What is the power of each engine?

21. 柴油机的正常转速是多少？

What RPM do the engines run at?

22. 这台钻机的用电量是多大功率？

What electricity generating power will be available on the rig?

23. 转盘有几个挡？

How many gears does the rotary table have?

24. 这台钻机用的钻井泵是什么型号？

What type of pumps does the rig have?

25. 在井场有哪几个岗位的人做日常保养工作？

Which team members perform routine maintenance at the well site?

26. 钻井队派有机械师吗？

Is there a mechanical engineer assigned to the drilling team?

27. 如果主体设备发生问题怎么办？

What happens if there is a major equipment failure?

28. 你们是把它换掉还是维修？

Do you repair the equipment or replace it?

29. 谁做这个决定？

Who makes this decision?

30. 做这个决定的依据是什么？

What are the criteria for this decision?

31. 井场上通常都有哪些保养工具？

What maintenance tools are normally kept at the well site?

32. 你们的钻机是否有统一的备用件配套标准？

Do you have a standard list of spare parts that are maintained on the rig?

33. 这套钻机通常用的都是什么传感器？

What drilling sensors are normally available on the rig?

34. 谁负责保养和校正这些钻井传感器？

Who is responsible for maintaining and calibrating the various drilling sensors?

五、动力与钻进

The Power and Drilling

1. 钻进中通常的立管压力是多少？

What is the normal operating pressure of the standpipe during drilling a well?

2. 在井队谁控制柴油机的转速？

Who controls the engine speed on the drilling crew?

3. 钻进中柴油机的转速变化大吗？

Is the engine speed changed much during drilling a well?

4. 柴油机最高的持续转速是多少？

What is the maximum engine speed possible for continued use?

5. 柴油机的最低持续转速是多少？

What is the minimum engine speed possible for continued use?

6. 通常几台柴油机并车运转？

How many engines are normally run simultaneously?

7. 当司钻换转盘挡或绞车挡时，谁来调柴油机的转速？

When the driller changes gear on the rotary table or on the drawworks who adjusts the engine speed?

8. 钻进中每天正常的柴油消耗量是多少？

What is the normal daily fuel consumption during drilling?

9. 钻井泵连续运转时的额定功率是多大？

What is the manufactures rating for the continuous operation of the pump?

10. 通常你们使用多大尺寸的缸套？

Which liner sizes would you normally have available?

11. 通常换一个缸套需要多长时间？

How long does it normally take to change a liner?

12. 通常一个缸套能够连续用多长时间？

How long does a liner normally last under continuous operation?

13. 通常你们用几台泵？

How many pumps do you normally run?

14. 循环罐的容量是多大？

What is the volume of the steel mud tanks?

15. 在不同的钻井阶段，你们采用什么样的常规钻具结构？

What are the typical BHA you would recommend for drilling the various phases?

六、起下钻

Tripping

1. 通常起钻用几挡？

What is the normal gear to pull out of the hole?

2. 正常起钻速度每米用几秒钟？

What is the typical speed at which you pull the pipe out of the hole in seconds per meter?

3. 通常起下一趟钻（换钻头）要用多长时间？

How long would it normally take to make a round trip to change a bit?

4. 你们起钻时都有哪些注意事项？

What precautions do you take as you pull out of the well?

5. 起钻前你们通常往钻杆内打重钻井液吗？

Do you normally slug the pipe with a barite pill before pulling out of the well?

6. 下钻时你们都有哪些注意事项？

What precautions do you take as you run into the well?

7. 井控监测罐容量是多大？

What is the volume of the trip tank?

8. 起下钻时谁来观察这个监测罐？

Who monitors the trip tank when tripping in and out of the well?

9. 钻杆丝扣油是什么类型的？是哪儿生产的？

What type of dope is used on the drillpipe? Where is it

manufactured?

10. 起钻时你们使用钻井液防喷盒吗？

Do you use a mud saver to prevent the crew getting wet as you pull out of the well?

11. 起钻前，井场上一般谁负责测量井深？

Who is normally responsible for measuring the well depth on the rig before pulling out?

12. 下钻前，谁丈量钻杆长度、下部钻具结构和套管长度？

Who measures the drill pipe length, BHA and casing lengths before running in hole?

七、井控

Well Control

1. 在不同的钻井阶段，你们怎样组装防喷器和分流三通？

For the various drilling phases what are the BOP/diverter arrangement that you would recommend?

2. 你们每隔多久对防喷器、节流管汇、压井管汇试一次压？

How often do you pressure test the BOP, choke and kill line equipment?

3. 你们用什么泵对防喷器试压？

Which pump unit do you use to test the blowout preventer?

4. 能把你们的标准试压程序给我们一份吗？

Could you please give us a copy of your standard procedures for this?

5. 你们使用试压堵塞器吗？

Do you use a test plug?

6. 你们试压时都关哪些阀门？

Which valves are closed when you do test job?

7. 通常把压井管线接到哪儿？

Where does the kill line connection normally go?

8. 通常把点火管线接到哪儿？

Where does the flare line normally go?

9. 点火处通常距离钻机有多远？

How far does it normally terminate away from the rig?

10. 你们在点火管线的一头挖点火坑吗？

Do you dig a flare pit at the end of the flare line?

11. 在气体进入点火管线之前，你们通常把钻井液从气体中分离出来吗？

Do you normally separate the mud from gas before it goes to the flare line?

12. 你们能够提供井场上用的储存重晶石的充气罐吗？

Could you provide pneumatic tanks for the storage of barite at the well site?

13. 你们的钻井液储存设备是什么样的？

What are your mud storage facilities like?

14. 多长时间做一次防喷演习？

How often is a BOP drill performed?

15. 每次防喷演习需要多长时间？

How long does a BOP drill normally take?

16. 万一地面产生了压力，它的控制程序是什么？

What are the procedures in the event of pressure at surface?

17. 万一发生井喷，井架工如何从二层台上逃生？

How does the derrickman escape from the mast in the event of a blowout?

八、测试

Hole Test

1. 是否用原钻机对生产井、探井进行试油或完井作业？

On a development well or an exploration well that is to be tested, will the drilling rig stay on location to test or complete the well?

2. 钻进中是否进行中途测试？如果做中途测试，由谁来做？

Are there any open hole tests performed on wells during the drilling phase? If so who performs these tests?

3. 测试或完井之后，通常你们如何处理井口？

In what condition do you normally leave the well if it is to be completed or tested?

4. 你们装套管头吗？

Do you install a wellhead?

5. 下钻头和刮管器吗？

Has a bit and scraper been run?

6. 替入完井液吗？

Has the well been displaced by completion fluid?

九、固控

Solids Control

1. 这套钻机有连续使用的除砂器、除泥器吗？它们起作用吗？

Does the rig have desanders and desilters in continuous use?
Are they useful?

2. 井场上谁负责保养和维修钻井液设备？

Who is responsible for maintaining the mud equipment and repairing it at the well site?

3. 在不同的钻井阶段，振动筛都装多少目的筛布？

What size mesh would you recommend for the shale shakers during the various drilling phases?

4. 你们还有其他目数的筛布吗？

Do you have other mesh sizes?

5. 你们从哪儿买筛布？

Where do you buy the meshes?

6. 一块筛布能用多长时间？

How long is one piece of meshes used?

7. 通常你们使用离心机吗？

Do you normally use a centrifuge?

8. 中国哪些公司生产离心机？

Which companies in China manufacture centrifuges?

十、井下工具与打捞工具

Drilling and Fishing Tools

1. 你们什么情况下使用随钻震击器？

When do you use drilling jars?

2. 你们通常都用哪些型号、哪些尺寸的随钻震击器？

What sizes and types of drilling jars do you normally use?

3. 你们还采用其他尺寸的吗？

What other sizes do you have available?

4. 通常能用多长时间？

What is the normal running time?

5. 你们什么时候使用减震器？

In what condition do you use shock subs?

6. 通常你们都用哪些型号和尺寸的减震器？

What sizes and types of shock subs do you normally use?

7. 这种减震器通常能用多长时间？

What is the normal running time of the shock subs?

8. 通常你们使用套管刮管器吗？

Do you normally use casing scrapers?

9. 你们都有哪些尺寸、什么型号的刮管器？

What sizes and types of scraper do you have?

10. 你们都有哪些打捞工具？
What fishing equipment do you have?
11. 通常井场上都用什么打捞工具？
What fishing equipment is normally available on the rig?
12. 你们每年有多少打捞工作？
How many fishing jobs do you have annually?
13. 你们有打捞专家吗？
Do you have fishing experts?
14. 通常井队承担打捞作业吗？
Is fishing performed by the normal drilling crew?
15. 你们推荐使用什么打捞工具？
What fishing equipment do you recommend?
16. 通常为什么会发生卡钻？
Normally why does the drill pipe get stuck?
17. 由谁决定把落鱼放在井内而不打捞？
Who makes the decision to abandon a fish in the hole?
18. 如何做这个决定？
How is this decision made?
19. 如果你们没有要用的工具，你们能够租吗？
If you don't have the equipment available, can you rent it?
20. 通常你们都从哪儿租？
Where would you normally rent them?

十一、钻头

Drilling Bit

1. 中国哪些公司生产钻头？
Which companies in China manufacture bits?
2. 你们油田从哪些公司购买钻头？
Which companies does your oilfield buy bits from?

3. 对于你们所用的不同钻头，通常的钻进参数都是多少？
What are the normal drilling parameters that you apply to the various bits?
4. 由谁决定起钻？
Who makes the decision to pull a bit?
5. 通常的起钻原因是什么？
What is the normal basis for pulling out?
6. 把钻头起出来的主要原因是什么？
What is the main reason for pulling bits?
7. 是牙齿磨损还是轴承问题？
Is it wear or bearing problems?
8. 井内常掉牙轮吗？
Do you lose many cones in a well?
9. 你们怎么打捞牙轮？
How do you fish the cones you lose?
10. 你们如何测量从井内起出的钻头和扶正器的直径？
How do you measure the diameters of bits and stabilizers pulled from the well?
11. 你们如何给钻头划分等级？
How do you grade bits?

十二、钻井液

Drilling Fluid

1. 在你们的井场上通常都有钻井液工程师吗？
Do you normally have a mud engineer on location?
2. 是所有的井上都有，还是只在探井上有？
Does this apply to all wells drilled or just exploration wells?
3. 钻井液工程师在哪儿培训？
Where are the mud engineers trained?