



COMMITMENT

WEST TEXAS SWD OPERATOR: A Case Study In Commitment

Understanding your customers is as important as understanding their opportunities and challenges.

And that requires developing relationships built on trust and respect. It's not about turning a quick buck but forming a long-term partnership focused on a shared goal. That's where real success comes from, doing right by your customers by delivering innovative solutions and a commitment to seeing them through.

THE PROBLEM

"We got a call from a commercial SWD operation in West Texas regarding an increased vibration in a pump on one of their sites," said Martin Campos, HOSS Sales and Operations Manager. "Vibration is usually a sign that the pump is failing. So, we ran an analysis and it showed they were running outside of curve."

Having identified the problem, we turned to troubleshooting the situation. We leveraged our unique tank-to-well optimization capabilities, finding a solution that would bring the pump operation back inside the curve and increase efficiencies across the board.

THE SOLUTION

"In our opinion, using proprietary pressure control valves was the way to go," continued Campos. "We also added control logic to the system to automate pump and valve operations, keeping the system within the design parameters while improving system stability and uptime."

To execute, it all came down to experience, flexibility and trust. It wasn't a cookie-cutter approach. It was customized to the situation and to our customer's needs. And it delivered.



THE RESULTS:

“Using the proprietary valves controlled the pressure and kept the flow within the run curve all while injecting an additional 4,000 barrels of fluid a day,” Campos said. “And at roughly sixty-five cents a barrel, that became a big number, quickly.”

“Plus, their electric costs to run the entire operation were cut in half,” continued Campos. “Those savings alone covered the cost of the project within weeks.”

As a company, it's in our DNA to focus on positive outcomes for our customers. We build teams and partnerships, finding the best technicians and resources in key locations to maximize equipment and operations. By doing so, we're able to find the right “fit” for each of our customers. Having great gear is important, but having great people who know how to connect with customers, focusing on doing what's right is key.

“At the end of the day, we have a willingness to see something through to the end,” said Campos. “We don’t lack commitment.”

SUCCESS BY THE NUMBERS

ANNUALIZED REVENUE
IMPROVEMENT OF

\$950K

PAYBACK
INSIDE OF
ONE MONTH

ONE YEAR ROI OF

881%

