



# EAGLEFORD OPERATOR REDUCES CHEMICAL SPEND AND IMPROVES QUALITY OF TREATMENT:

Laboratory Testing of Chemical Products for RFP Process Provides Evaluation And Reduces Chemical Spend by Over \$375,000 for a Single Field

Challenge:	Solution:	Results:
<p>Improve cost efficiency of production well chemical treatment without compromising quality of treatment.</p>	<p>Provide un-biased third-party testing of chemical products.</p> <p>Evaluate product performance and product cost to determine cost efficiency.</p>	<p>Successfully identified vendors to provide products with equivalent or better treatment for lower cost.</p>

## Operator has increasing cost of chemical program and decreasing benefit from treatment

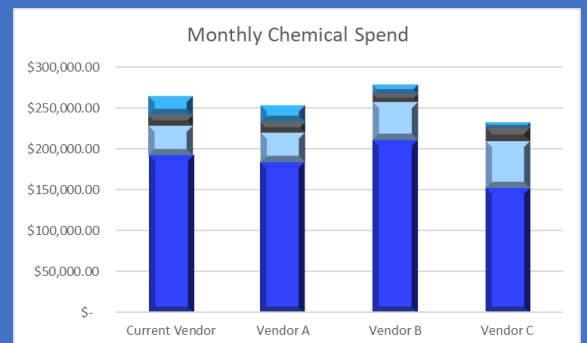
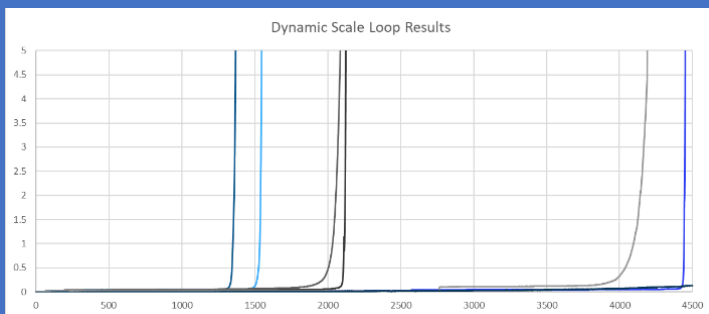
A South Texas Operator with assets in the Eagleford Play was experiencing continual increases in chemical product usage to maintain KPIs. The chemical products used covered a wide variety of chemical types including Hydrogen Sulfide Scavengers, Corrosion Inhibitors, Scale Inhibitors, and Paraffin Inhibitor. The Operator initiated the RFP process to re-evaluate their chemical treatment program and enlisted Oilfield Labs of America to perform product performance testing.

## Side-by-side comparison for products from multiple chemical service companies

In cooperation with the chemical service companies, information on their products they had selected for testing and how they would intend to treat was evaluated to determine the most effective and fair methods for evaluating products.

## Consideration for treatment rates and cost per gallon

In addition to product testing, usage-based costs were determined from provided pricing information and ideal treatment rates determined from testing. This provided the operator with product selection not based solely on cost per gallon or treatment rates, but both. Consultation was provided on the testing and total chemical program options were presented to allow final discretion to the operator for selection.



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