

Hercules™ Horizontal Pumping System Rapid Installation Enables \$400,000 in Added Profit

EARLY READINESS JUMPSTARTS SALT WATER DISPOSAL UNIT

MIDLAND, TEXAS

CHALLENGES

- » Without a saltwater disposal pump, the operator would have to pay high trucking fees
- » Any delivery delay either deferred production or incurred produced water trucking costs

SOLUTIONS

- » Hercules horizontal pumping system for high volume saltwater disposal
- » Rapid manufacturing, delivery, and installation in response to operator requirement

RESULTS

- » On-time delivery of custom-designed and manufactured HPS in six weeks
- » \$400,000 profit realized by delivering six weeks earlier than competition
- » \$165,000 trucking cost avoidance in first six weeks

OVERVIEW

An independent operator out of Midland, TX needed a horizontal pumping system (HPS) for its new saltwater injection station. Until the station was functional, the operator would have to either delay production or pay trucking fees for saltwater disposal. The operator did not want to wait the quoted 12 weeks for HPS delivery from their current supplier.

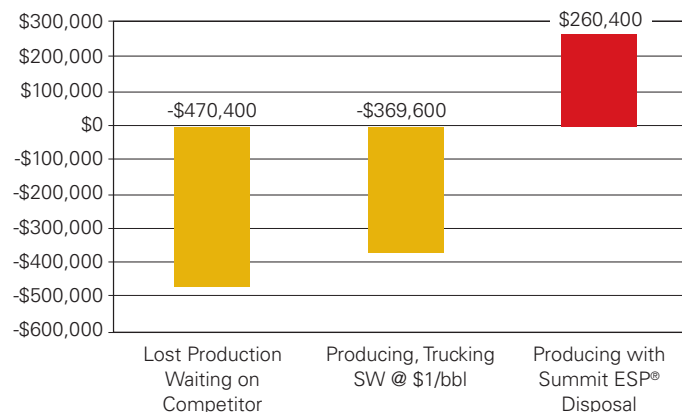
SOLUTION

With a constant focus on customer needs and an agility unmatched by the large, traditional suppliers, Summit ESP® – a Halliburton service quoted a delivery time of six weeks and won the business. The Hercules™ horizontal pumping system is an efficient alternative to positive-displacement, split-case, and other surface pumping systems, offering longer run life and lower maintenance costs.

RESULTS

True to its commitment, Summit ESP delivered and installed the Hercules system on time. For the customer, the value of Summit ESP's rapid response was significant. With oil production averaging 280 BOPD, our solution avoided \$470,000 of deferred revenue (at \$40/Barrel). With saltwater production averaging 5,600 BPD, the solution delivered an incremental \$235,000 in profit over trucking in the first six weeks.

Revenue Comparison



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