

## Delivering 'QMax Value'

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Delivering value to customers is an absolute must for company success, but what makes the QMax approach different? In brief, we strive to deliver to the highest standards and to do what is best for our customers, what we call "QMax Value". This means **we deliver** and we deliver the optimum and most effective results on the market. **No excuses.**

Until 2015, in its U.S. Operations, QMax had been primarily focused on the Drilling Fluids market. However, we are expanding that focus and have added a Solids Control division to our U.S. portfolio. With this expansion, we are seeking partners to grow with into the future. Naturally, there are two key questions that a potential partner would have: 'Why QMax?' and 'How will QMax make a positive difference?'

**Why:** We provide the right solutions, at the right time, in the right place – from local resources wherever we can, with years of experience to back it up. This equates to more value and greater returns to our partners for reinvestment elsewhere.

**How:** Supported by our personnel's decades of experience in Solids Control, we design the most efficient and effective packages for our partners' needs. Delivering QMax Value is doing more than just keeping the valuable high-gravity solids and filtering for detrimental fine solids – it is maximizing the complete solids control operations for better operations and overall returns.

QMax Value in Solids Control was most recently demonstrated to a partner in the Northeastern U.S. During one of the partner's projects, their existing solids control supplier began seeing high gravity solids and recommended solids control packages at double the initial proposed cost. Initially, our partner had faith in that supplier and followed their recommendations. Meanwhile, as a courtesy to the partner, QMax offered to evaluate the solids control equipment and practices of the supplier at no cost.

Upon evaluation, QMax noted that, despite the current supplier's new, more costly package, low gravity content in the fluids still averaged 12% to 15%. To address this, QMax made several corrective suggestions to the solids control configuration and to the practices being executed. And, more importantly, we shared these suggestions directly with our partner's current supplier of solids control services.

Upon implementation of the QMax suggestions, our partner realized an immediate return. Solids control costs normalized (with a reduction of more than 53% from the supplier's "new" package cost), low gravity solids within the mud system were brought to less than 10%, and there was a resulting improvement in the entire solids control system – allowing for better dilutions and lower overall mud costs.

As a result, our partner realized **QMax Value**. And, they have since engaged with QMax for two additional rigs, requesting that QMax oversee the solids control equipment and practices. Additionally, our partner claims that these were the best solids control results that they have seen in all of their experience in the Northeast area.

QMax has a global presence and proven solids control solutions backed by decades of solids control and drilling fluids experience. Our expertise enables our partners to find solutions that add value and reduce costs – instead of simply 'throwing money' at problems using higher-cost solutions.

**QMax Value. We deliver. No excuses.**

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