COST SAVINGS

Below are a few examples of material reductions as a result of customers changing over to Power Pellets.

Gulfport. Prior to the introduction of Power Pellets Gulfport was using 2,300 tons of high calcium lime per month to satisfy drill cutting and other associated liquid waste from 8 rigs. Once we got involved and educated the dippers of the benefits of our product we reduced the volumes to only 900 tons or about 2/3's. As a result they save about $50,000/month in disposal fees of drying agents alone. On top of that there's the reduction in trucking, handling (labor & liability), well pad traffic and more.

Statoil. We are able to reduce the amount of drying agent used by Statoil more than 50% over ground corn cob material they'd been using. Also worth noting is that they, like most, were paying $150 more per bag for the cob material. They had discovered recently that our product is so effective in its absorption ability that it is cheaper for them to mix-off their water waste than to store, centrifuge and haul off for injection.

EdgeMarc and also **REX** energy had been using several different drying agents to satisfy their liquid waste issues and recently settled on Power Pellets as the exclusively desired solidification solution. We are able to cut their material usage by more than 50%.

Northeast Natural is also experiencing a more than 50% reduction in material usage over wood pellets.

THE SIMPLE MATH:

- Power Pellets will absorb 3X's (water waste) more than wood pellets.
- Wood pellets delivered cost is about $250/ton x 3 = $750 (needed to match Power Pellets)
- Power Pellets delivered cost is typically $400/ton
- Power Pellets offer 3 times the performance for less than twice the cost of wood pellets.

From a safety view, the operator will need to climb off and back on the excavator 3 times for each super sack of material used. Once to hook up the bag, next to drain the material into the bin and the third time to unhook the bag from the bucket. Each truckload of super sacks represents 66 trips off & back on the machine. Cut that in half and you've accomplished something, reduce it by 2/3's and you've accomplished something REAL!

Again, our objective is to reduce the cycle cost associated with well pad waste disposal. Do we obtain the desired audience from each opportunity? No we do not. As you might guess there are lots of smoke and mirrors in the drying agents game and we spend a great deal of time and effort exposing the truth about actual bag weights an performance levels based on a given waste stream. Then comes the field testing and regular site visits to ensure the dipper is properly using and not wasting product.

Please let me know if you need additional information.

MARTLIN DISTRIBUTING

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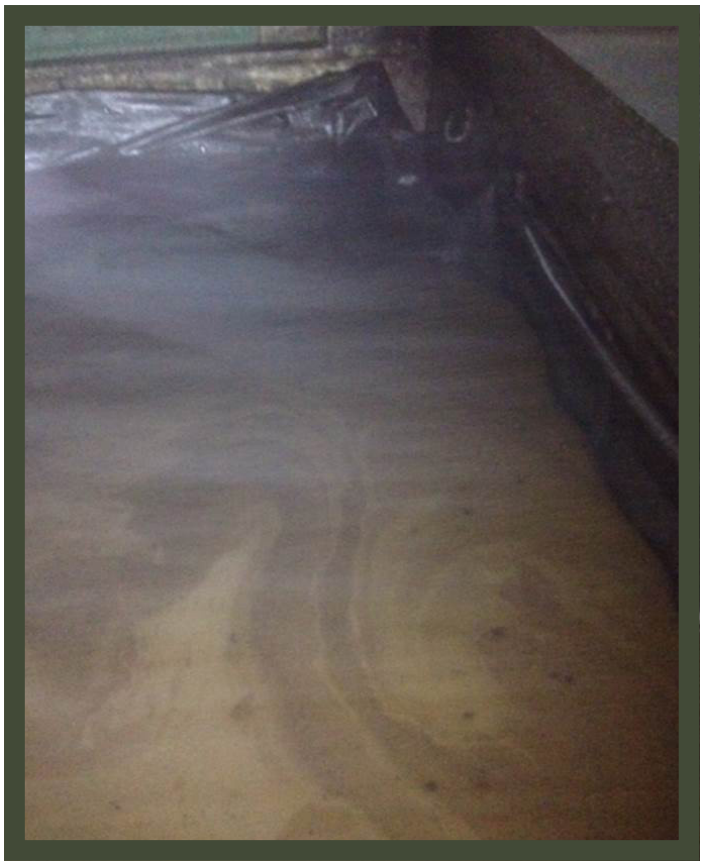
POWER PELLETS™

MANAGING POST-TRANSPORT GENERATED LIQUIDS



Solidified with sawdust, drill-cuttings from a natural gas well drilling operation, after the effects of container vibration from the transportation process in route to disposal.

Solidified with Power Pellets, and can be used in one of two applications; as a sole drying agent within initial mix-off, or as a simple surface application to your truckloads when a bed liner is used.

These are examples of two truckloads of wellpad liquid drilling waste mixed-off and hauled two hours to landfill for disposal. As indicated above one load was solidified using sawdust, the other using Power Pellets. Three tons of Power Pellets can easily manage 15 tons of water for the long haul.

FOR MORE INFORMATION:

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