



Value Recognition Report

- Oilfield Services Company-

Customer Profile: This Customer is one of the largest oilfield services companies in the world operating in more than 100 countries and employs more than 50,000 people worldwide. The product and service portfolio spans the life cycle of a well— drilling, evaluation, completion, production and intervention.

Certified's Objective: Provide a performance lubricating grease (**PREMALUBE RED NLGI 000**) to extend bearing and packing life while providing exceptional protection on equipment used during operation.

Reduced Lubricant Consumption & Inventory

Prior to Using **PREMALUBE RED** grease, consumption was 4800lbs monthly (57,600 lbs annually) at \$900/drum or \$129,600 annually.

After switching to **PREMALUBE RED** grease, consumption was 600lbs monthly (7,200 lbs annually) at a cost of \$2,250 or \$27,000 annually.

Annual Volume Reduction: 50,400 lbs, annual savings = \$102,600

Annual Savings - Parts Repair, and Replacement

Prior to Using **PREMALUBE RED** grease, 250 packings per month were used at \$145/set = \$36,250 or **\$435,000 annually**

After switching to **PREMALUBE RED** grease only 40 packing sets were used monthly at a cost of \$5,800 or **\$69,600 annually.**

Annual Savings: \$365,400

Annual Savings – Labor Repair and Replacement

Prior to Using **PREMALUBE RED** grease, 250 packings per month were used at a labor rate of \$50/set = \$12,500 monthly or \$150,000 annually.

After switching to **PREMALUBE RED** grease only 40 packing sets were used monthly at a labor cost of \$2,000/month or \$24,000 annually.

Annual Savings: \$126,000

Annual Savings - Lubricant Related Downtime

Information not available at time of analysis.

Total Savings\$594,000

Annual Savings Summary

| | |
|--|------------------|
| Reduced Lubricant Consumption..... | 50,400lbs |
| Reduced Lubricant Cost... | \$102,600 |
| Reduced Parts Repair & Replacement | \$365,400 |
| Labor Repair..... | \$126,000 |
| Lubricant Related Downtime..... | Undetermined |
| Total Savings | \$594,000 |





Value Recognition Report

5th Largest Fracturing / Land Stimulation Company in North America

Customer Profile: 5th largest fracturing / land stimulation Company in North America’s drilling industry. Provides high pressure pumping systems used in fracturing bedrock for gas & oil production.

Certified's Objective: Provide a performance lubricating grease to extend bearing and packing life and deliver exceptional protection on the Company’s 200 triplex pumps used during the mud pumping process.

This Company uses grease on the packing material on the plunger pumps. The plunger material provides a seal around the plunger as it reciprocates to create a vacuum in order to pump. Before switching to Certified’s Premalube™ Red grease, the packing material had a relatively short life (<100hrs) , after using Premalube™ Red the packing material now lasts >200 hours. The three year reliability relationship has helped save over \$30,015,000.

Reduced Lubricant Consumption & Inventory

- Information Not Available

Annual Savings - Parts Repair and Replacement

- Since switching to **Premalube Red NLGI “00”**, the packing material now lasts 2 times longer (over 200 hours). Replacement has been reduced by 50% per pump (from 87/yr to 43/yr).

Annual Packing Material Costs Reduced \$32,625 per pump

Before Premalube Red: 87 = \$65,250

After Premalube Red: 43 = \$32,625

Annual Savings – Labor Repair and Replacement

- Since switching to **Premalube Red NLGI “00”**, the 16 hours labor required to replace each packing material has been reduced 50%.

Annual Labor Repair Costs Reduced \$17,400 per pump

Before Premalube Red: Labor = \$34,800 (16hrs x \$25/hr) x 87

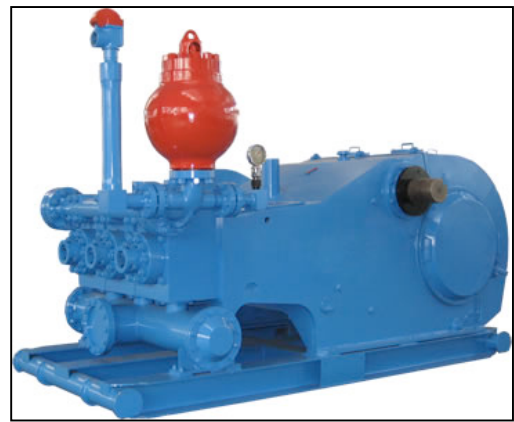
After Premalube Red: Labor = \$17,400 (16hrs x \$25/hr) x 43

Annual Savings - Lubricant Related Downtime

- Information Not Available.

200 Units , Annual Savings = \$10,005,000/yr

Total Savings Over 3 Year Relationship \$30,015,000



Annual Savings Per Pump

Lubricant Consumption ...\$ N/A
Parts Repair & Repl.\$32,625
Labor Repair.....\$17,400
Lube Related Downtime\$ N/A

Total Savings \$50,025

Annual Savings 200 Pumps

Lubricant Consumption ...\$ N/A
Parts Repair & Repl.\$6,525,000
Labor Repair.....\$3,480,000
Lube Related Downtime....\$ N/A

Total Savings \$10,005,000

3 Year Total Savings \$30.015,000

