

TRUE SUCCESSES

EXTENSIVE EXPERIENCE AND SUCCESS WITH TRANSITIONING CHEMICAL VENDORS

Challenge

PureChem Services has managed some very large and complex transition plans upon award of work in all areas of operation. We have established a process that has proven to be extremely efficient for both the customer and PureChem. This process serves as the basis for all transition plans but allows for the flexibility needed to customize the plan to meet the requirements specific to each operator.

Process

Field Tours - A walk-through was conducted for each facility with PureChem and the customer Leads and operators present to establish key benchmarks and to exchange critical information.

Manpower - PureChem Account Managers were assigned, Technical Specialists were scheduled to be on site to review product selections and make recommendations for improvement as they were identified. Additional manpower from nearby locations were on standby with the PureChem team of personnel reaching 15 people on this transition.

Logistics - In-house delivery trucks, 53 foot vans, and a loader were used to move product. Old product was collected and re-allocated to a designated field while new drums of chemical and, on higher injection sites, bulk tanks were installed and filled.

Safety - All customer and PureChem safety protocols were followed at all times and Safety Data Sheets were provided for all chemicals delivered.

Results

In this case, the customer requested the transition take place as quickly as possible and that existing product be transferred to other fields. PureChem was able to change over 86 locations in just two days with no additional cost for this customer.

Area

Southwest Saskatchewan

PureChem Products

Biocides

Defoamers

Demulsifiers

Scale Inhibitors

Corrosion Inhibitors

Paraffin Control Products

86 locations changed over in just two days!

