

Development of new EB lowered treating rates Improved injection water quality

BACKGROUND

The incumbent production chemical company had maintained this account for 12 years under their treatment program with very few problems.

ISSUES

In order to acquire this new business, an emulsion breaker product which was significantly better than the incumbent product on cost, performance, or both was required. The commercial EB products did not perform as well as desired.

ANALYSIS

Product development assistance from the Global Technology Group - Emulsion Breakers division was requested. An EB product specialist was dispatched to the field to conduct detailed on-site bottle testing.

RESOLUTION

Using a variety of test techniques to closely simulate system conditions, a new demulsifier product was developed for use at this location. MX 777-1 was commercialized and successfully plant tested, resulting in lower overall treating rates and improving the quality of the injection water.

DELIVERED VALUE

Consumption of demulsifier product was reduced by 15% over the incumbent. Improved quality of the injection water led to longer filter runs, further reducing cost of operation.

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