

PROJECT

SIX VISCOMETERS FOR CLASS
STARTING IN ONE WEEK

CUSTOMER

DRILLING FLUIDS COMPANY IN
BARTLESVILLE, OK

BUDGET

\$24,000

PRODUCT DELIVERED

MODEL 800 VISCOMETER

**COST EFFICIENT VISCOMETERS
WITH QUICK DELIVERIES****CHALLENGE**

A drilling fluids company in Bartlesville, OK, contacted us for a quote on six viscometers needed for a mud class the following week. It was important that the viscometers were cost efficient and could be shipped quickly to arrive in time for their class.

SOLUTION

OFITE recommended the Model 800 Viscometer. The Model 800 was priced less than the leading competitive model, and included additional features such as two additional speeds (30 and 60 rpm), a lighted dial making it easier to read, a padded carrying case that would protect the viscometer when traveling or storing, and multi-voltage capabilities (115, 230 or 12 volt/50 or 60 Hz), in case the viscometer was ever needed for an overseas or road trip. The Model 800 also had fewer moving parts than the leading competitive model, reducing future maintenance expenses.

RESULTS

OFITE was able to ship the six Model 800 Viscometers the day after receiving the customer's purchase order. The customer received the viscometers before their class was scheduled to begin and was "ecstatic, thrilled and elated over the new acquisitions."

Testimonial - Model 800 Viscometer