

CUSTOMER INDUSTRY

Oil and Gas - Drilling.

THE APPLICATION

Newly designed 300 HP hydraulic power units that the customer needed for use on drilling rigs that were being built in China.

THE PROBLEM

Although the actual drilling rigs were already under construction by a Chinese manufacturer, the customer needed a manufacturer that could produce the HPU's that would power the hydraulic operations on the rigs. The customer had the specifications of the 300 HP hydraulic power units that would be used on the drilling rigs, but allowed Controlled Fluids to bid against a Chinese manufacturer to build the HPUs.



THE SOLUTION

Controlled Fluids offered a degree of product quality and reliability that the Chinese manufacturer could not match.

THE RESULTS

Although the Chinese manufacturer was able to bid a lower price for the hydraulic power units, they could not compete with Controlled Fluids in terms

of strength of design, product quality, and reliability. Based on the superior quality product, the customer awarded the HPU contract to Controlled Fluids.