FILE NAME: Drilling Specialties (DRSP)

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PLAINTIFF'S EXHIBIT

DMA-1664

December 15, 1971

Objectives for 1972

Sau-38N-71

TO: F. J. Shell

FROM: C. A. Sauber

I can think of nothing to add to the list of general objectives that you submitted to Mr. Howe. However, the following list of objectives is a little more specific and includes my own personal objectives for 1972.

General

1. Improve service and communication to the field.
2. Increase capabilities of Drispac® inhibited drilling muds - increase the operating mud weight range.
3. Market a low viscosity grade Drispac®.
4. Solve the balling problem in the North Sea. This includes developing a laboratory test to evaluate materials used for this purpose.
5. Develop a safe method for the addition of Flosal® to a drilling mud that will overcome any objections by environmental agencies to its use.
6. Continue to strive for (a) patent coverage, (b) safety, and (c) improved capabilities of all hands.
7. Develop Prod* into a commercial product.

Personal

1. Write two technical notes.
2. Help write a Prod brochure.
3. Improve sales capability by continuing TM training.
4. Promote relations with E&P and especially with International - both office and field.

CAS:dr

*A trademark

DSC 14410

CDD 204847

File: Forecasts and Objectives

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