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cc: Mr. A. V. Williams

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FLO-SAL Information

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Mr. Dan M. Ekins
Manager of Purchasing
Magnet Cove Barium Corporation
P. O. Box 6504
Houston 5, Texas

Dear Sir:

This is in reply to your letter of February 14 to Van Williams requesting information concerning our new product, FLO-SAL. A technical bulletin for this material is still not ready for publication but you may find the following information useful while awaiting a printed brochure.

FLO-SAL INFORMATION

FLO-SAL is a white, native calcium-magnesium silicate composed of fine, slender, waxy fibers.

1. FLO-SAL induces viscosity in both fresh and salt water systems.
2. Extremely low solids muds can be compounded with FLO-SAL.
3. FLO-SAL is effective in conventional emulsion muds.
4. FLO-SAL is compatible with most water loss control additives.
5. FLO-SAL is stable at all temperatures encountered in drilling.
6. FLO-SAL does not deteriorate in storage.
7. FLO-SAL is non-toxic.
8. FLO-SAL is mixed readily with conventional rig equipment.
9. FLO-SAL is synergistic with DRIS-PAC®.
10. FLO-SAL stops seepage losses.

GENERAL ADVANTAGES

FLO-SAL is a versatile viscosifier, effective in both fresh water and salty mud systems. Many wells being drilled today are required to change from fresh water to salt water mud and then perhaps back again as various formations are penetrated. With FLO-SAL, only one viscosifier is necessary under all of these varying conditions. This simplifies storage at the rig.

A smaller amount of FLO-SAL produces more viscosity than either bentonite or attapulgite clays and therefore requires less space in the mud house. This great effectiveness of FLO-SAL often allows one truck load of mud additives to be sufficient for the drilling of a well to total depth. The FLO-SAL left at the end of a job can be readily moved in

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