



PRAIRIE MUD SERVICE

Growing a company from the ground up

BY TERRI PERRIN



Ray Frehlick had been working as a drilling fluids engineer and area manager in Saskatchewan and the northern United States since the mid-1950s. By the early '70s he decided it was time to break free of the traditional employer/employee relationship and become his own boss. Believing that the area could fully support a Saskatchewan-based mud service company, in 1976 Frehlick took a leap of faith and set up Prairie Mud Service in Estevan, Saskatchewan.

MEMBER PROFILE: PRAIRIE MUD SERVICE

Like many small start-up companies, Frehlick's first office was in his home, but within 18 months he outgrew the space and began hiring additional employees.

"My goals from the very beginning were to build a successful company; to employ talented people; and to treat those people with great respect—as part of our corporate family," explains Frehlick.

With a little luck and a lot of hard work, Frehlick's dream has become a reality. Today, Prairie Mud Service boasts 27 full-time employees, 17 locations and an impressive fleet of rental vehicles and equipment. And, in an industry that often sees high employee turnover, Prairie Mud has managed to retain staff, with many



Prairie Mud supplies a wide variety of products used in the exploration of oil, gas and minerals and manufactures many of their products at their Estevan blend plant.

employees having 10, 15 or 20+ years tenure with the company.


Initially, the company focused on drilling mud sales and services in southern Saskatchewan and Manitoba. They soon

expanded stateside, when drilling opportunities opened up in Montana and North Dakota. In recent years, considerable effort has been expended to increase operations in BC and Alberta.



As the industry evolved, Prairie Mud changed their service offerings and supplies to meet demand. "Drilling mud, for example, used to be stored on the ground at well sites," explains Frehlick. "This method was inefficient, time consuming and not environmentally responsible. We developed a system where we deliver the

Proud to be a member of this community

Congratulations to Ray and Doris Frehlick, their family and staff

MURRAY 

CHEV • OLDS • PONTIAC • BUICK • GMC

BOUNDARY MOTORS LTD.
ESTEVAN, SK



Proud to supply trucks to Prairie Mud

Boundary Motors Ltd.
Box 910, Devonian Street, Estevan, SK S4A 2A7
Phone: (306) 634-4788 / Fax: (306) 634-2299
www.boundarymotors.com

MEMBER PROFILE: PRAIRIE MUD SERVICE

mud on self-contained pallets, which eliminated the backbreaking manual labour and solves the environmental problem. We also embraced the changes that came with horizontal drilling technology and the introduction of PDC drilling bits.”

Today, Prairie Mud supplies a wide variety of products used in the exploration of oil, gas and minerals and manufactures many of their products at their Estevan blend plant. They offer cutting-edge technology with invert-based mud systems—backed by technical support from their team of highly skilled drilling fluid technicians. Product offerings include custom-blended hydrocarbon-based fluids, customized emulsifiers and stabilizers, wetting agents, de-foamers, corrosion inhibitors, liquid H₂S scavengers and all other standard drilling fluid products.

“Prairie Mud offers a great service advantage to its customers,” explains Chuck Haines, Calgary-based Sales and Operations Manager. “With four warehouses strategically located in Swift Current, Kindersley, Lloydminster and Estevan, as well as our own fleet of trucks and knowledgeable full-time staff, we’re able to quickly fill and deliver orders. Alliances formed during 28 years of business also enable us to get raw materials from our suppliers at a better price—and we pass those cost savings onto our customers.”




Custom Truck Sales Inc.




Serving Saskatchewan and Manitoba for over 35 years

<p>ESTEVAN, SK 89 Escana St. Ph: (306) 637-2121</p>	<p>REGINA, SK 133-4th Avenue. Ph: (306) 569-9021</p>	<p>SASKATOON, SK 2410 Northridge Dr. Ph: (306) 931-1911</p>	<p>WINNIPEG, MB 357 Oak Point HWY Ph: (204) 694-3874</p>
--	---	--	---









Congratulations to Prairie Mud Service

We are pleased to have been a supplier of
Drilling Fluid Chemicals and Additives
since start up in 1976

Best Wishes for continued success



Hollimex Products
Canamara United Supply



MEMBER PROFILE: PRAIRIE MUD SERVICE



Synerchem International Inc.

4333-46 Avenue SE
Calgary, AB
T2B 3N5
Office: (403) 203-1481
Fax: (403) 236-7316

Synerchem would like to thank Prairie Mud Services for allowing us to participate in their growth.

We wish them continued success.

Synerchem is a Calgary based supplier of Chemical Specialties for Oilfield Services including Drilling, Cementing and Fracturing. Synerchem offers specialty chemical formulations and blends combined with technical support services.

Crop Tech Agro



Box 175 Amisk, AB T0B 0B0
Phone: 780-856-3666
Fax: 780-856-2338
1-888-856-3665

Your soil Amendment supplier
Gypsum, lime & calcium nitrate

A PROUD SUPPORTER OF THE COMMUNITY



Quality Chemicals & Packaging Service

**Congratulations Prairie Mud
on all your success!!**

Davidson, Calgary, and Edmonton
www.pantherindustriesinc.com

ALL THE BEST IN THE FUTURE

**Increase Your Horizontal Push
Use**



MATEX TORQUELESS (LIQUID)

Manufactured by

CONTROL CHEMICAL (1989) CORP

Calgary, AB T2C 1N9

1-800-267-6840 / 1-403-720-7044 / Fax: 1-403-720-4951
Email: info@controlchemical.com / Website: www.matex-cccc.com

In 1999, an environmental division, Prairie Mud & Chemical Services Ltd., was established in Estevan. This division's primary focus is the proper disposal of drilling fluids and associated wastes in a safe and responsible manner. Services include soil sampling, analysis and documentation involving on-lease and off-lease disposal methods, as well as pre-site assessments of private lands.

Prairie Mud's sister company, Prairie Petro Chem, has an R&D division and is also based in Estevan. Frehlick's son, Brent, a chemical engineer who has a vested interest in helping the company—and indeed the entire industry—operate more efficiently, economically and environmentally conscientiously, manages this company.

A big part of Prairie Mud's corporate philosophy is to give back to the communities in which they conduct business. This commitment goes far beyond simply writing a cheque to support a local sports team. Company representatives can often be seen slaving over a hot barbecue at charitable events and fundraising activities. In fact, Prairie Mud is so committed to sharing time, energy and resources that in October 2002, Ray Frehlick received a Queen's medal for outstanding work in the community.

While Frehlick is proud of the fact that Prairie Mud now has locations throughout western Canada and the northwestern U.S., he remains true to his roots. "With the advent of telecommunications technology to make networking so easy, there's no reason to move the head office from southern Saskatchewan," remarks Frehlick. "Our plan is to continue to grow and expand our market share. We'll do this by continuing to do what we do best—offering competitive prices backed by excellent technical support and by always going the extra mile to keep our customers happy." 