

Success Stories to Spark Your Water Well, Geothermal, and Cathodic Protection Drilling Business

DYNAMIC DRILLER

FALL 2020

DRILLMAX

DM450

Water Well Rig

DRILLMAX® DM450 owners praise the "stout" rig's power and reliability, tackling water well, geothermal, and cathodic protection jobs faster and easier with reduced downtime. Choosing from mud pump and air compressor options configures it for specific geographic conditions while 25,000-lb pullback and 16-inch table opening facilitate drilling large wells.

A recently delivered DM450 drilling geothermal wells at a university at the base of the Rocky Mountains. Experienced drillers were impressed with the speed, power, and controls of the new rig. Another word they used to describe the DM450 was "stout." photo by Erin Myrtle

Going at 'Geo-pace'

Going after big mud rotary work, **PANTERRA ENERGY** is often hired after someone has been unsuccessful. But their powerful equipment isn't the only source of the Colorado-based company's success.

"Our success is due to our equipment, diversification of services, and ability to train and produce quality people," Skyler Wilson, operations manager, said.

PanTerra's ability to easily mobilize — at interstate speeds — their fleet of smaller, light weight rigs also contributes to increased demand for their services, prompting purchase of a new DM450.

"Even with COVID-19, the majority of the drilling market has been really, really busy," Mike Ryan, owner, said. "We'd have never survived if we just did geothermal once the tax credit went away. But in the last 14-15 months there's been an uptick in the school and university market, and we continue to grow our other service lines."

When comparing their 2020 DM450 to their 2015 model, improvements include rollers on the carriage and sleekly laid out hydraulic lines, while the manual hydraulic controls provide the power and precision Wilson has come to expect from DRILLMAX® rigs.

"The rigid drill mast design drills straighter holes," Wilson said. "The redesigned rod spinner increases efficiency tripping out of the hole."

SPEED FOR GEOTHERMAL

The speed and ability of the single rod loader to keep adding pipe make the DM450 well suited for the geothermal jobs.

"On average the DM450 is 1.5 times faster than our red rig," Wilson said. "Just the tophead movement on the red rig takes twice as much time as swinging the rod handler. Once you're out of rod in the red rig carousel, adding pipe takes 10 times as long."

Driller Sawyer Weaver was impressed the DM450 kept up with the "geo-pace of drilling four to five holes a day." He boasts the DM450 accomplished more than the combined footage of three other rigs on a geothermal job in the Rockies.

POWER FOR CATHODIC PROTECTION

Completing 8 to 12-inch diameter holes, 300 to 1,000-feet deep is standard for cathodic protection. PanTerra has done 10 inch to 320 feet, drilling the hole in one day and coming back to clear the hole the second — keeping production right on schedule. Wilson credits the 5.5 X 8 mud pump for their success.

CO



Durable, mechanical controls efficiently laid out on the DM450 control panel make for simple operation, standing the test of time. photo by Erin Myrtle

"We have the pressure to lift heavy cuttings out of the hole. It's close to putting out the volume of a 4 X 3, but with 200-250 psi pressure to clear the hole," Wilson said. "We're able to muscle in the hole to depth and clean up afterwards."

The demand for cathodic protection services takes PanTerra to 15 different states in order to meet the needs of their customers.

"We're not a big company, but have a significant footprint," Ryan said. "We're a people first, equipment second company."

SERVICE SUPPORT

Having a central U.S. service center nearby provides peace of mind. A recent stop in Kansas added valuable training for their driller.

"The engineers exchanged knowledge with the driller as to why the rig was designed a certain way. The driller shared our field challenges," Wilson said. "This will probably help someone down the road."

Weaver, the driller, was impressed with the engineering team.

"There were a lot of smart ideas being discussed. The DRILLMAX® engineers offered solutions done right, not just bandaids," he said.

For Ryan, engineers receptive to driller feedback for product improvement distinguishes DRILLMAX® from other manufacturers.

"It's not always the case that engineers have an open mind to suggestions from drillers," he said. "DRILLMAX® engineers seem to really be interested in feedback from the field. When it comes down to it, it's about people. The DRILLMAX® commitment to make things right is important."

Call Donnie at DRILLMAX®  352-854-1566

Always seeking to help others, DRILLMAX® General Manager Donnie Wood often puts his years of experience to work helping new drillers with their set up and training (as seen here on a recent trip to Delaware). Having served at DRILLMAX® for more than 20 years, he leverages his mechanical skills, desire to help others, and easy-going communication style to consistently put customers' needs first. During the years many drillers have learned to call Donnie anytime they need help.



DEPENDABLE CUSTOMER SERVICE

Distinctly Different DM450

FL

DRILLMAX® engineers made the DM450 "quieter, faster, and easier" for Bush Services to complete residential and agricultural wells with less downtime.



With a 140-foot open hole and casing ready to set, **BUSH SERVICES** of Graceville, Florida, noticed the hole caving in. They quickly lowered the mast and raised the jacks, fortunately the operator abandoned the rig as it started sliding backward — into a sinkhole. A 35-foot wide sinkhole swallowed their rig, leaving the bumper 10-feet below ground.

That was early January. During the next month Greg Bush, owner, considered his options.

"I previously had a DM400 and liked it, but was looking for something bigger and newer," Bush said. "I liked the design changes [on the DM450] to make it easier to operate and service."

He quickly rattles off new features on the DM450 with many of the improvements directly related to the totally redesigned drill mast:

- Upgraded head feed system with adjustable rollers, rotary head side shift, and increased pullback
- Layout and routing of hydraulic hoses in a secured manner
- Dual winches provide a combination of power and speed
- Hydraulic system runs cool
- Truck chassis power for both drilling and faster rig transport speed
- Quieter, faster, and easier to operate

"Rod spinner and helper controls make it faster and easier on the driller," Bush said. "It gives the helper more to do, taking pressure off the driller."

With business ranging from residential to agricultural well drilling, from 4-inch to 12-inch wells, Bush needed something universal.

"It does small wells and does big wells just as easy," Bush said. "They took a good rig and put a lot of design thought into it and made it better."

For the couple of minor issues he's run into, Bush appreciates the quick service response and engineer support. Overall he's experienced less downtime.

"I'm proud of it," Bush said. "Other drillers see it and envy it."



Seasoned Drillers Praise DM450 Engineering

From the *tophead offering both torque and speed* to the *impressive power to weight ratio*, drillers have taken notice of the thoughtful engineered solutions on the the latest DM450.

- rollers on top head carriage for smooth transitions and easy adjustments
- sturdy drill mast for straighter holes
- powerful automatic truck chassis for fast and easy mobilization
- effective rod box and single rod loader for fast tripping in and out of the hole
- durability and reliability to stand up to tough sites and numerous borings
- assorted mud pump options to suit multiple applications and geographic conditions
- manual hydraulic controls provide power, precision, and reduced maintenance
- easy maintenance and troubleshooting



Additional DM450 Options for Easier Jobs

Separate Auxiliary Hydraulic Circuit

Eliminates drilling functions and fluid circulation battling for hydraulic pressure and flow. Hook up a mud cleaner or other accessory, you're ready to go.

Rod Carousel

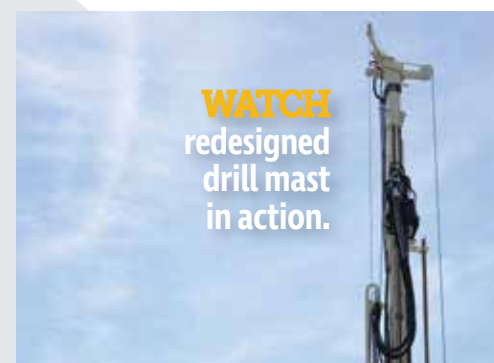
Doubling as a drill rod carrier during transport, the carousel allows driller to operate the rig while freeing the helper to work on other aspects of the job.



drillmaxrigs.com/DM450



drillmaxrigs.com/drillmast



Taking Geothermal Business to Next Level

Launching **ISLAND GEO DRILLERS** in New York five years ago, Joe Dalba and partner Ryan Maletta were ready to take their closed-loop geothermal installation business to the next level. Their projects were progressing from residences with up to 50-ton fields to schools requiring 300-ton fields with 90 bores to 350 feet. Yet, they desired to go after more municipal projects. What they needed to take the next step was a new drill rig.

"We wanted to increase efficiency," Dalba said. "We wanted to go deeper and needed more power and pullback, switching from 10-foot to 20-foot stroke to clear holes of cuttings."

They looked at several different rigs, wanting to keep everything non-CDL.

"To get a more capable rig and take our business to the next step, the DRILLMAX® DM250 was the only one non-CDL," Dalba said. "Others with these capabilities required a CDL or were not yet in production, just prototypes."

Dalba did his research, talking to other DRILLMAX® owners on the island.

"I watched videos and thought 'it can't be that fast'. It almost startles you," Dalba said.

"With our old rig, I'd look at the pressure gauge because I had time to, but this just happens in the blink of your eyes."

Recently COVID-19 restrictions limited them to just the two owners on site. Dalba and Maletta completed the 15 bores to 305 feet through tough, plastic clay in 80 percent of the hole. Dalba ran the rig. Maletta worked the mud cleaner getting loops ready for installation.

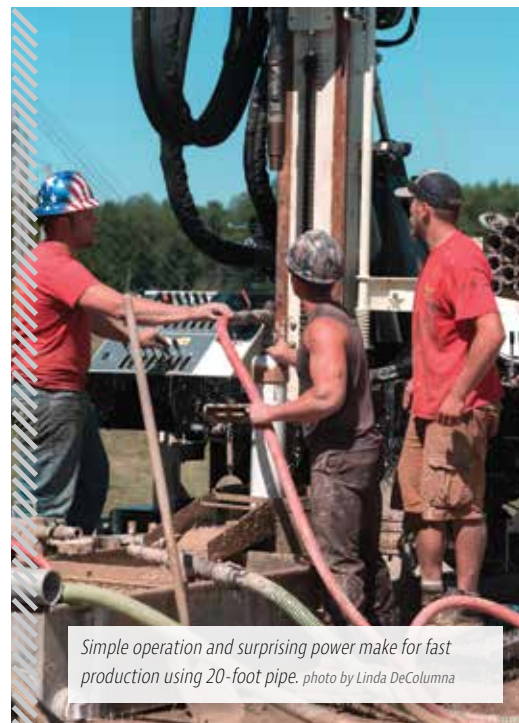
"The DM250 took a beating but got right through it. We doubled our production speed with the stroke and pump," Dalba said. "The way she forces plastic clay out of the hole was pretty unbelievable. The 20-foot stroke and speed of the tophead means it goes faster for a longer distance, good for plunging clay out of the hole."

The pressure consistency produced by the piston pump, physical comfort created by the wide driller's platform, and production capability provided by the rod loader add to the advantages afforded by the DM250.

"It has everything really – it's faster and lots easier," Dalba said. "Speed of tophead rotation combined with 20-foot stroke on tight package, ramps up production, and it being non-CDL also saves on insurance."



At a limited-access residential site in New York, the DM250 efficiently completes 15 bores to 305 feet through tough, plastic clay 80 percent of the hole to install geothermal field at a large residence.



Simple operation and surprising power make for fast production using 20-foot pipe. photo by Linda DeColuma

Top Advantages of Reengineered DM250

Drillers notice the attention to detail DRILLMAX® engineers placed on making their jobs easier. From **simple operation and surprising power** to **fast production with 20-foot stroke**, there is loads of added value.

- costs cut by efficient mobilization under class A/B CDL
- power of a large rig contained in a small footprint
- production provided by head speed, rod loader, and helper side controls
- durable, mechanical controls make training new drillers easier
- production consistency possible by array of mud pump options
- physical comfort created by wide driller's platform
- easy adjustment and longer life of rollers on tophead carriage
- simple maintenance and troubleshooting via deck access panel enabling work from above the rig

★ ★ ★
NEW
★ ★ ★

Latest DM250 Options Make Jobs Easier

Secondary Winch Option

Upon completion of drilling the hole, while one winch is used to pull tooling, the second winch can be used to speed up geothermal loop installation.

4 X 3 Centrifugal Mud Pump

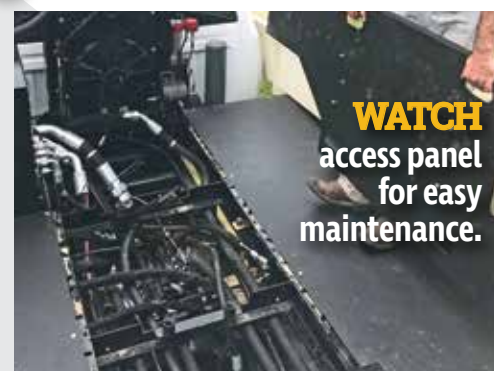
Provides increased volume to drill hole faster and flush the hole clean of cuttings.



drillmaxrigs.com/DM250



drillmaxrigs.com/DM250



WATCH
access panel
for easy
maintenance.



New Rig Brings Peace of Mind

Ricky Cosnahan, wife Dinah, and 4-year-old son started their home-based water pump repair business in 1996. A dozen years later when **DJ PUMP SERVICE** in Georgia added a used mud rotary drill, their business flourished, tripling and on track for \$1 million in sales. With seven full-time and four part-time employees it was time to upgrade their 1968 DSI rig to a DRILLMAX® DM250 — for the peace of mind.

"I got tired of my driller coming in every afternoon fussing about having to beat on this or needing to order that. The squeaky bearing gets the grease, so to speak," Cosnahan said. "Also, the Department of Transportation had gotten particular. So now I have the peace of mind relative to safety, getting to the job, and getting it done."

Now their business is on track for the best year yet. By end of July 2020 they'd already drilled as many wells as they had in all of 2019. In the middle of Georgia, with sand near their shop and hard formations further south, the machine's age isn't the only difference.

"In the sand I didn't have too much doubt. We have some sticky clay, but it's pretty easy drilling," Cosnahan said. "But in the southern region, with our old rig, we stayed out of there. It would take us a week to drill a well and it just wasn't worth the extra time if we had sand wells to drill. We went back with our DM250 and drilled 10 wells this year that we wouldn't have even entertained doing a year ago."

Driller Chris Adkison attributes their success to the tophead speed for cleaner, straighter well development in significantly less time. With their old drill they turned jobs away because they couldn't drill and get to the next job fast enough. Now cutting the hole takes hours instead of days.

"Where we drill wells there's a lot of limestone and blue marl. It would take four days to drill 260 feet and then make a well on the fifth day," Adkison said. "Now we're doing it in a day and a half. The blue marl is a dense clay that swells and the DM250 cuts it really well."

He recognizes the attention to detail put into crafting a rig with such speed of drilling and smooth operation, commenting the rig can go faster than they can most of the time.

"The DM250 is well thought out," Adkison said. "Sometimes we just stand and admire the engineering and appreciate the thought that went into making our job easy."



Driller Chris Adkison and helper Scott work on installing a well with their DM250 around Knoxville, Georgia.

Adkison also praises the mobility of the non-CDL rig, appreciating that anyone can drive it into tight job sites or narrow drives without tearing up customers' yards.

"The other rig would drill a well, but it wasn't easy to operate or mobile," Adkison said. "I can pull up in a McDonald's parking lot and get a cheeseburger if I want."

It was the compactness and mobility that initially intrigued Cosnahan and helped cement his decision.

"Our industry has a hang up on bigger is better," Cosnahan said. "If a 24-inch wrench will break pipe loose, then you get the 36-inch to make sure you have the power. Just because it's little doesn't mean it doesn't have power. For 4 or 6-inch mud rotary application in middle Georgia, it's perfect."

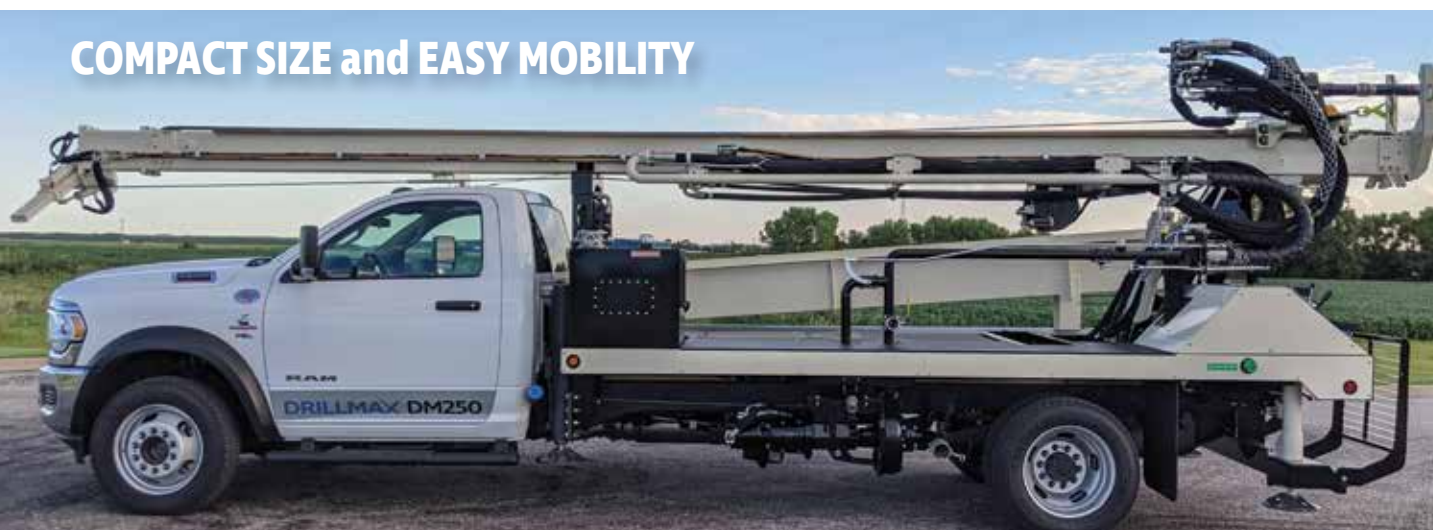
Thanks to the extra production and a solid market, DJ Pump Service's bottom line has increased...500 percent. However income isn't the only benefit.

"It was a big thing for us and our families to spend that kind of money on a new rig," Adkison said. "It's made life easier, we have more quality time at home, and make a little more money. It's a win-win."

For Cosnahan achieving the biggest growth spurt in the company's 24-year history isn't the only thing bringing him peace of mind.

"It's making money. We've had no trouble with the DOT. And I'm not hearing slack from my driller," Cosnahan said.

COMPACT SIZE and EASY MOBILITY



Compact size and easy mobility mean getting to and through jobs fast and moving on to the next — whether off-road or a limited-access residential area — without worrying about having a CDL. Drillers enjoy the creature comforts of the factory 4X4 chassis including air conditioning, cruise control, and bluetooth while minimizing fuel costs achieving 15 mpg on average.



Off-road Demand Dictates Dedicated Dewatering Rig



Drilling in an old ocean filled with sediment deposits millions of years ago can mean some soggy ground conditions, but going from track to truck hasn't slowed Trader Construction down.

Support for the mining industry in eastern North Carolina means shifting between exploration drilling, dewatering, site investigation, and geotechnical testing, placing a premium on time **TRADER CONSTRUCTION COMPANY** spends to accomplish any one task.

From a Geoprobe® 6620DT direct push rig for core samples mapping pre-strip overburden, Trader purchased a Geoprobe® 8140LS sonic to complete "faster, deeper, better" cores and provide dewatering wells.

Still, demand continued to increase. Juggling between providing cores and installing dewatering wells combined with downtime switching between sonic and mud rotary drove John Switzer, project manager, to seek a second drill rig dedicated to dewatering.

"We considered upgrading from the 8140LS to the 8250LS sonic, but we were looking for something strictly mud rotary so we didn't have to share the rig with other departments," Switzer said.

Since purchasing their 6620DT, Switzer has appreciated the ease of calling Geoprobe® for their needs — from core catchers to plastic tubes. The Trader Construction Company president was convinced if Geoprobe® had something mud rotary they should go for it, he said.

"We were seeking something truck mounted, light weight, but could still drill fast. We'd always wanted the 20-foot stroke, but most are heavy. With the ground conditions here, we needed something light weight," Switzer said. "When I was told Geoprobe® had purchased DRILLMAX® it was a no brainer. The DM250 is designed to drill wells, and does it very well."

Typically they drill 7.25-inch diameter holes, 80-feet deep, through sands and clays six-inches above sea level.

"The faster head rotation speed cut time in half. From the time the bit touches the ground, drill down, and trip rods out takes 12 minutes. It's doubled production," Switzer said. "It has hydraulic power to supply the 3 X 2 mud pump so you can flush the hole out without waiting and can use multiple functions at one time. You have to get a rhythm down, but once you do — watch out."

Mobilization times are also faster thanks to the truck. Working in the mining industry can mean traveling long distances when moving to another area of a mine. With the tracked rig, they would often find themselves waiting on a low boy to transport them.

"Now we just truck over and don't have to wait to mobilize to a different area of the mine," Switzer said.

In addition to increasing production, the DM250 has cut costs.

"On the mine, we're not allowed to pick up anything over 40 pounds by hand," Switzer said. "The rod box and single rod loader has eliminated support equipment, so it's less cost per well."

Since purchasing the rig, they've been non-stop busy. However, Switzer finds himself with more energy at the end of the day.

"The extra power makes it easier on us. The drilling platform keeps us out of the mud so our boots aren't 40-pounds heavier," Switzer said. "The experience of drilling wells with the DM250 is just more pleasant. I don't want a drill rig to slow me down. I only want to slow down because I'm tired. When you have the right equipment, you do good work."

FREE

DRILLMAX

POST AND SELL YOUR UNDERUTILIZED DRILLING EQUIPMENT TO FREE UP CASH.

 Model: Cameron CT 200 Year: 2010 For Sale By: DRILLMAX Updated: 2/25/17 11:11 Listing #: 41	 Model: DRILLMAX DM250 Year: 2016 For Sale By: DRILLMAX Updated: 2/25/17 11:11 Listing #: 42	 Model: DRILLMAX DM250 Year: 2011 For Sale By: DRILLMAX Updated: 2/25/17 11:11 Listing #: 43
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Used Rig Posting drillmaxrigs.com/USED

Power for Wireline, Factory 4X4 for Wooded Paths

With paths weaving through Georgia's tall timber, **THIELE KAOLIN COMPANY** sought a smaller, lighter weight rig to core mine tailings.

"We stay in the woods with our lanes between pine trees, and it can be real wet — easy to get stuck," Chris Foster, drill operations foreman, said. "We wanted something smaller scale so it was easy to move around in the woods, but still had the power to perform."

They found what they were seeking when they replaced their 2011 DM350 with a new DM250.

"It compares to the DM350 with just as much power," Foster said. "It's easier to maneuver in the woods and lighter so isn't as prone to getting stuck. And with no CDL, anyone can work with us."

The power of the DM250 has meant they can use wireline technique to core the mine tailings in effort to identify the clay quality, indicating where to open the next kaolin mine.

According to Foster, coring the overburden doesn't require them to go as deep as a water well driller. Their typical hole is 200 feet, drilling through overburden to 100 feet before hitting kaolin. However, they do have to go in and out of the hole more times than the typical water well driller.

By using the wireline technique with a bigger diameter rod, they save time tripping in and out of the hole repeatedly by leaving the rods in the hole and dropping the sampling barrel down. Sitting on a hole for three to four hours, Foster appreciates the rig's power to handle the 4.5-inch rods.

"The power of the DM250 to complete wireline has increased productivity," Foster said. "We can do an extra hole, 1 ½ holes, a week using the wireline system. It's really increased productivity where the overburden hole is deep. We went from 2 holes to up to 3 ½ holes per day."

In addition to the power, Foster appreciates the rollers lifting the head up and down compared to the old-style slides.

"Keep them greased, they last longer and adjust easier," he said.

The DM250 makes their fourth DRILLMAX® rig, so they've come to rely on their solid service support and powerful performance.

"The rig is steady, constantly running. And if we have a problem, they're always available over the phone and get us parts the best they can to keep us moving," Foster said. "It's been a great rig. Hope it lasts 10 more years."



Top: Chris Foster, drill operations foreman, leverages power of DM250 to conduct wireline coring, increasing productivity on the kaolin mine. Bottom: Cores retrieved to find best clay quality to keep customers satisfied. The raw material will then be mined for dry kaolin clay used to make paper, ceramics, and medicines.

Industries Using DRILLMAX® Drill Rigs

Largely known for their work in the water well industry, the DRILLMAX® line of compact, powerful tophead drive rigs can be found in an assortment of industries across the United States. Their small footprint and 20-foot stroke make them suited for a wide variety of conditions and tasks.

- water well
- geothermal
- cathodic protection
- electrode ground beds
- dewatering
- mining

DM250 'Big Rig' in a Little Package

As owner of the 50-year-old family-owned **ROY SIMMONS & SON WELL DRILLING**, Steve Simmons focuses on keeping customers happy — some of whom they've had for the life of the company. Working around Lake Michigan, their compact, user-friendly 2005 DM250 helped them service many of their customers. Seeing the latest DM250 at the Las Vegas National Ground Water Association show convinced him to sell his older model and purchase a new one.

"I knew what it could do based on the 2005 model, but this new DM250 is light years better," Simmons said. "Not that the old one was bad, but this one is just so much better. Just a lot more of what I had."

From the smoothness of the head gliding up and down the derrick to the 4 X 3 centrifugal mud pump, he has the capabilities of a big rig, in a small package. So much so, he now calls the DM250 his "big rig".

"The dam broke, so the lake and water wells have been dry. New wells now have to be put on the lake side," Simmons explained. "The DM250 gave me a leg up on the competition because I can get places they can't go and go as deep as I need to go. 280-feet? No problem."

A recent job had him maneuvering between big trees and within an inch of the house for a 280-foot well.

"I figured I'd be there a week, and it took a day," Simmons said. "The rig really opened up more area, more spots where a big rig wouldn't fit. But now I can get there."

When comparing to his older model, the faster speed of the head, longer jacks, and addition of the helper side controls are just some of the reasons the new DM250 drills 90 percent of their wells.

"The rig doesn't use much fuel and per foot it's cheaper to operate. Upfront cost is less, and maintenance is less because parts are cheaper and it's easier to work on," Simmons said. "Maintenance wise, it's really simple. Essentially it's maintenance free. I can use hand tools to fix what I have to fix. If a hydraulic hose breaks, you can use common stuff you find at an auto parts store."

When he did run into an issue, he learned a simple phone call results in a rapid response by the service team.

"The response time to get back up and repaired was phenomenal. I was impressed with how fast they could get things turned around," Simmons said.



Small footprint and faster head speed combine for use on 90 percent of Simmons' jobs.

HELPING THE COMPETITION

"Lots of drillers were inquiring after seeing it," Simmons said. "If I can make it possible for any company to do better, I want to help."

So Simmons coordinated with Donnie Wood, DRILLMAX® general manager, to conduct a demonstration during one of their July jobs.

During the demonstration **BERG WELL DRILLING**, which purchased Simmons 2005 DM250, was represented by their general manager Stephen Fulton, two drillers, and a helper.

"It's a nice running rig. The boys were beating me up all the way home why we didn't have another one already," Fulton said.

Serving summer folks with lake cottages their grandfather's bought, it's important to Fulton to have the small footprint.

"In Northern Michigan we have woods, trees, hills, valleys, and marshes — you can't get a big rig in those places," Fulton said. "The new DM250 had a lot of good improvements — bigger compressor, helper's controls, switch to a centrifugal pump. We have a piston pump, and for clay the piston pump works really well. But the centrifugal ran well."

As an owner of a DM400, Wayne King, president of **KING WATER WELLS**, wanted to see a compact rig perform.

"We're looking at something more compact — easy to get in and out of jobs but has the meat and potatoes to do the job," King said.

Impressed with the size and performance of the DM250, he appreciated how smoothly and quietly the rig performed.

"The demonstration let me know there is something out there," King said. "DRILLMAX® has probably been at the forefront of small rigs that can maneuver in and out of areas we can't get into with other equipment."



Personnel from Berg Well Drilling (right) chat with Donnie Wood (left), general manager, during a demo July 12. photo by Linda DeColuma

Request a Demo  352-854-1566

Building the Business

Getting his feet wet 40 years ago assisting his father — the founder — Winston "Winky" Moore, Ronald Moore took over **MOORE'S WELL DRILLING** in 1993. After faithfully working until age 82, Winston's death coincided with aging equipment straining the well drilling, pump service, and water treatment business. Solving their troubles meant abandoning well drilling.

Through the years family members worked together to keep Winston's dream of a successful well drilling company alive. Ron's daughter Tabatha Westberry subbed out well drilling while suggesting her husband leave his outside sales job and return to the industry he'd been in for 23 years. Chris Westberry joined Tabatha in March 2019.

"We've been working to build the business back up and get back to what we'd been doing for years — drilling wells," Chris said.

Their plan to end the hiatus from well drilling required a rig and bringing Ron out of retirement. The last time the company had purchased a drill rig was 20 years ago. To mitigate the risk of the expense, they opted to go with a refurbished DM250 versus a brand new rig.

"We'd been out of drilling for three years and to jump into the price of a new rig right off the bat felt too risky," Chris said. "You also have to remember, we were going from a 1984 rig to a 2006 refurbished rig — so to us it's brand new."

The conservative decision has certainly begun to pay off.

"We got the rig in March 2020 and it's been wide-open ever since," Chris said. "We're booked six to eight-weeks out. The only time it sits is on the weekends, and here lately I've been drilling on Saturday."

The DM250 not requiring a CDL contributed to their choice.

"I don't have two guys out on the rig and water truck who both have a CDL," Chris said.

The ease of use and ability to get into tighter spaces also pushed them toward the DM250.

"For three years I watched the company we subbed to run their DM250 and compared it to how Grandpa worked for all those years — we'd been doing it the hard way," Tabatha said. "The way the machine is set up makes it less cumbersome on the driller and helper as a whole. Just makes life easier."

Their new driller picked up running the DM250 within a day.

"It's a very easy piece of equipment to run," Chris said. "It's all there in front of you, labeled. Now that we have a driller again, my father-in-law can go back to retirement."

Having done the research they put the DM250's capabilities to the test drilling deeper wells.

"We knew the company we'd been subbing out to completed 480-foot wells," Chris said. "I was a little skeptical it would complete the 500 and 520-foot wells, but it didn't have any troubles."

When it does come to troubles, they know someone is available to answer questions or supply parts — critical to continued business growth.

"The DRILLMAX® service team knows what they're doing and who to call to get answers," Tabatha said. "Todd has been great — a wealth of knowledge. If he doesn't know the answer, he has it to me by the end of the day or the next day. The DRILLMAX® service team works well together and is easy to work with."



In business for more than 60 years, Moore's Well Drilling includes L to R: Ronald Moore, president; wife Mary Sue, office/field assistant; daughter Katie, assistant office manager; grandson Branson; daughter Tabatha, office manager; and son-in-law Chris Westberry, operations manager.



Check Out the NEW DRILLMAX® Website

- Watch videos
- Explore rig specifications
- View used listings

 drillmaxrigs.com



The 'Go-To' Guy

Having grown up in west Louisiana, "a mile from Texas and five miles from Arkansas," Hays Browning, service technician, found himself driving around Florida one day looking for a new job.

"I was working at a rental place delivering equipment and I told them one morning I was going to find a real job," Browning said. "I was driving by and saw the DRILLMAX® equipment. I was familiar with drilling equipment, being from Louisiana, so I stopped in and asked for a job."

He immediately went to work in the shop and learned hydraulics while on the job. Since starting in 1989 he's come to know nearly everything there is to know about the legacy line of DRILLMAX® rigs.

"People know I know the equipment frontward and backward. I'm the go-to guy," Browning said.

When he's not being the go-to guy, Browning enjoys fishing.

"I could go everyday, but it doesn't work out that way," Browning said.

What he doesn't intend to do anytime soon is retire.

"I'm gonna retire when they drag me out of here in an ambulance," Browning said.

"Working keeps you going."

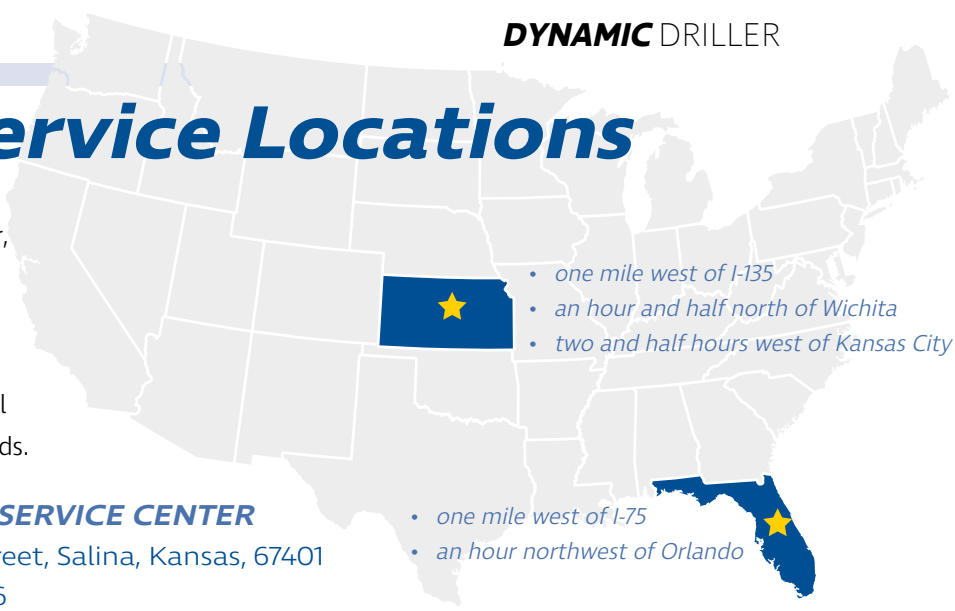


The ease of running the DM250 has helped build the family business.

Two Convenient Service Locations

Breakdowns are never convenient, but you can depend on our fully trained and experienced service technicians to service, repair, and restore your drilling rigs — no matter the brand.

Our service team is supported by our team of engineers to find the solution to your problems, not just a temporary fix. And with two shop locations, choose the one most convenient for you. Call and talk to a live person highly trained to help you with your needs.



- one mile west of I-135
- an hour and half north of Wichita
- two and half hours west of Kansas City

- one mile west of I-75
- an hour northwest of Orlando

SOUTHEAST SERVICE SHOP

5801 SW 6th Place, Ocala, Florida, 34474
352-854-1566

MIDWEST SERVICE CENTER

1835 Wall Street, Salina, Kansas, 67401
352-854-1566



Same Day Parts Shipping

Most replacement and critical parts are kept on the shelves at all times. Call before 3 p.m. local time, we'll ship most parts same day.

352-854-1566

WE SERVICE ALL MAKES & MODELS

Service Team Continues to Grow

We've expanded our team of service technicians to better help keep you in the field earning dollars. The newest members of our team bring fresh perspectives to our Southeast Service Shop, enjoying their work alongside our reliable veteran technicians. And we've developed point persons for you to contact depending on the model rig you own to best provide the expertise you need.

NEW SOUTHEAST SERVICE SHOP TEAM MEMBERS



Seth Sammons (left)

Originally from just outside New Orleans, Sammons left his entire parish under water after hurricane Katrina. Now, instead of being self-employed, he's completing maintenance, diagnostics, and major repairs, working around quality people and learning to enjoy having sick days and paid holidays.

Robert Stewart (right)

An Ocala native, Stewart was working for a local geotechnical firm that used the Southeast Service Shop. When he decided to leave drilling, he was encouraged to apply. From performing rig service to training clients to perform their own

maintenance, Stewart is happiest when the client is happy with the service provided. When not servicing rigs, he keeps busy in the gym and spending time with his family.

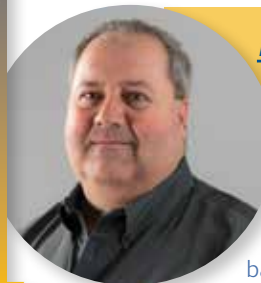
YOUR DRILLMAX® SERVICE POINT MEN



RECENT RIGS — built AFTER January 2018

Jason Lindenmuth, service technician
352-854-1566

For recent rigs built since January 2018, Jason's location in our Midwest Service Center gives him direct access to the DRILLMAX® engineers who, when needed, will work alongside him to find service solutions.



LEGACY RIGS — built BEFORE January 2018

Todd Ewing, service technician
352-854-1566

With the majority of our legacy rigs built prior to January 2018 running in the Southeast, Todd being based in our Southeast Service Shop means he can streamline quick solutions, stock parts, and organize rig repairs in the shop or occasional trips to customer locations.

Electronic Service Records

drillmaxrigs.com/CPlogs

Rigs being serviced at the Ocala, Florida, service shop.



In order to best serve you, we track all service notes in Centerpoint. So no matter who you talk to, they can see the full record of all service performed on your rig. We know you also service your own rig, so send us your notes — we'll add them to your record.



WATCH service logs for each rig.

Engineering Team a DRILLMAX® Difference

Our DRILLMAX® engineers bring individual specialties to their work together as a team collaborating on chassis integration, rig controls, rotary head, drill mast, electrical, and accessory integration. From testing components to putting their own drilling experience to work while field testing rigs, our talented team isn't satisfied sitting behind a desk discussing designs. They get dirty ensuring their designs truly make your job faster, easier, and safer.



CONCEPTUALIZATION & DESIGN



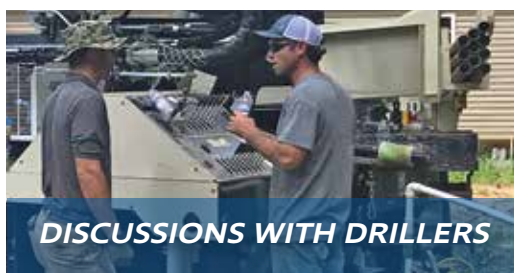
COMPONENT & FIELD TESTING



PRODUCTION SUPPORT



SERVICE SUPPORT



DISCUSSIONS WITH DRILLERS

Have a Rig Special Request?

Need a new rig but don't find a feature you're seeking, **GIVE US A CALL**. Our DRILLMAX® engineers look forward to collaborating with you. Our engineers continually work to make your rigs **FASTER, EASIER, and SAFER**.

Production System Distinguishes DRILLMAX® Rigs

Since 2018, DRILLMAX® rig production shifted to an industry-leading manufacturing facility in Salina, Kansas. Organized into teams, the production system leverages individual skills and specialized manufacturing tools.

"Our goal at DRILLMAX® is to produce the best possible drilling equipment. To accomplish this we assembled a talented team and equipped them with state-of-the-art manufacturing tools and processes," **Jerry Krone, DRILLMAX® production manager**, said. "This combination of skilled people and high-end manufacturing tools allows us to build DRILLMAX® rigs consistently completed on time and make service support easier."

Drillers walk away from manufacturing facility tours confident their DRILLMAX® rig is distinctly different.

"I was extremely impressed that DRILLMAX® had that kind of production operation going on," Kelly Elsner, owner **ELSNER WELL DRILLING INC.**, said. "I recommend anyone interested in a rig visit the Salina location."

Visit our DRILLMAX® facility to see how production sets your rig apart.



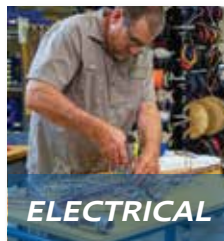
Request a Facility Tour  352-854-1566



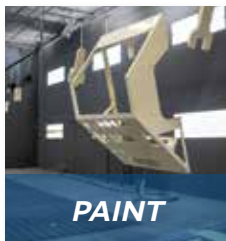
FABRICATION



MACHINING



ELECTRICAL



PAINT



ASSEMBLY



TESTING

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Share your story:
contact Lori L. Livengood
785-825-1842 or livengoodl@geoprobe.com

DRILLMAX®
1835 Wall Street • Salina, KS 67401
352-854-1566
drillmaxrigs.com

Greetings from our team at DRILLMAX®. We hope our first **DYNAMIC DRILLER** newsletter finds you well.

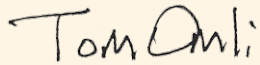
The beginning of the DRILLMAX® story started nearly 40 years ago as a regional drilling equipment supplier based in Florida focused on supporting drillers in the southeast United States. During 2017 we decided to launch an all new DRILLMAX® with new investments in freshly engineered drilling products, new manufacturing methods, and expanded service support to benefit drillers from around the world. Our team saw an opportunity to innovate, offering drillers better products and better service support ultimately to make drillers' jobs EASIER, SAFER, and FASTER so they could get home to their families quicker. We know drilling holes has been around a very long time and is not easy work, but we are confident there are real opportunities for DRILLMAX® customers to grow and have a better future.

So why have we launched the **DYNAMIC DRILLER** newsletter? At our core we are an engineering-based company that likes to develop new and improved products. We like to work with drillers; and we've been blessed to work with many industry leaders. The **DYNAMIC DRILLER** newsletter is one way to keep industry leaders updated on the latest new DRILLMAX® developments. We all have another thing in common... we like to hear stories...especially stories of other drillers doing their work. We hope you will enjoy meeting DRILLMAX® customers who are sharing their stories. May they be an encouragement and even spark you to move forward toward a better future.

One more thing. I realize DRILLMAX® may be new to you. Thanks for giving us the opportunity to introduce ourselves. I encourage you to visit us here at our Kansas headquarters or Florida service shop. Meet our team. See our new product offerings in action. Evaluate our manufacturing and service support systems. Connect directly with our engineers and dialogue regarding the challenges, needs, and opportunities you face. We look forward to developing new relationships and supporting your efforts.

Be well.

Sincerely,



Tom Omli, president

For more information on what you have read in this issue, contact us at

DRILLMAXRIGS.COM
352-854-1566



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Change Service Requested



The reengineered DM450 now comes on an automatic truck chassis to further simplify mobilization.



Share your contact information,
sport some DRILLMAX® swag!



drillmaxrigs.com/contact

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