

[CLICK TO VIEW](#)

[Table of Contents 2](#)

[List of Tables & Charts 3](#)

[Study Overview 4](#)

[Sample Text, Table  
& Chart 5](#)

[Sample Profile, Table &  
Forecast 6](#)

[Order Form 7](#)

[About Freedonia, Custom  
Research, Related Studies,  
Corporate Use License 8](#)

# Well Stimulation Materials

---

US Industry Study with Forecasts for **2014 & 2019**

---

Study #2636 | May 2010 | \$4900 | 312 pages

---



**The Freedonia Group**

767 Beta Drive

Cleveland, OH • 44143-2326 • USA

Toll Free US Tel: 800.927.5900 or +1 440.684.9600

Fax: +1 440.646.0484

E-mail: [info@freedoniagroup.com](mailto:info@freedoniagroup.com)

[www.freedoniagroup.com](http://www.freedoniagroup.com)

## Table of Contents

### EXECUTIVE SUMMARY

### MARKET ENVIRONMENT

General .....	4
Macroeconomic Environment.....	6
US Petroleum & Natural Gas Overview.....	9
Petroleum Outlook .....	12
Production .....	15
Drilling.....	20
Pricing .....	22
Natural Gas Outlook .....	25
Production .....	27
Drilling.....	32
Pricing .....	33
Well Stimulation Services Outlook.....	36
Formulated Well Stimulation Fluid Demand.....	41
Market Volatility .....	45
Pricing & Product Mix .....	47
Environmental & Regulatory Considerations.....	50
Foreign Trade .....	54
World Petroleum & Natural Gas Reserves .....	55
World Petroleum Reserves .....	55
World Natural Gas Reserves .....	58
World Petroleum & Natural Gas Production .....	60
World Petroleum Production .....	60
World Natural Gas Production.....	63
World Well Stimulation Material Outlook .....	66

### TECHNOLOGY

General .....	68
Well Drilling & Completion.....	70
Horizontal Drilling .....	70
Multilateral Drilling.....	72
Coiled Tubing Drilling.....	73
Underbalanced Drilling .....	74
Well Completion .....	74
Well Stimulation Technologies.....	76
Hydraulic Fracturing.....	76
Nitrogen Fracturing.....	79
Acidizing.....	79
Types .....	80
Uses.....	81
Retardation of Acid Reactions .....	83
Fracture Acidizing.....	84
Other Well Stimulation Technologies .....	85
Well Stimulation Fluids .....	87
Fracturing Fluids.....	88
Foamed Fracturing Fluids .....	91

Acidizing Fluids.....	91
Foamed Acidizing Fluids .....	92
Seismology .....	92

### PRODUCTS

General .....	94
Proppants .....	97
Sand Proppants .....	100
Coated Sand Proppants .....	102
Raw Frac Sand Proppants.....	104
Ceramic Proppants .....	106
Clay-Based Ceramic Proppants .....	108
Sintered Bauxite Ceramic Proppants .....	109
Coated Ceramic Proppants.....	111
Other Proppants .....	113
Base Fluid Materials .....	115
Foaming Agents .....	118
Gas Foaming Agents .....	120
Chemical Foaming Agents .....	122
Gelling Agents.....	124
Guar Gum Gelling Agents .....	126
Surfactant Gelling Agents .....	128
Other Gelling Agents.....	130
Acids .....	131
Inorganic Acids.....	133
Organic Acids .....	135
Crosslinking Agents.....	137
Other.....	139
Fluid Additives .....	141
Breakers.....	144
Acid Breakers.....	146
Oxidative Breakers.....	148
Enzyme Breakers .....	150
Friction Reducers.....	152
Fluid Loss Control Agents.....	154
Nonemulsifiers .....	155
Biocides.....	157
Corrosion Inhibitors.....	159
Other.....	161
Industrial Gases.....	164
Nitrogen .....	166
Carbon Dioxide.....	167
Other Well Stimulation Materials.....	168

### REGIONAL MARKETS

General .....	172
Producing Wells .....	176
Well Output Levels .....	179
Regional Rig Counts .....	182
Well Stimulation Material Regional Overview..	183

Southern Region .....	185
Oil & Gas Well Overview .....	186
Well Stimulation Material Demand .....	187
Texas.....	189
New Mexico .....	190
Louisiana .....	191
Other .....	192
Western Region.....	194
Oil & Gas Well Overview .....	195
Well Stimulation Material Demand .....	196
Wyoming .....	199
California.....	201
Colorado .....	201
Other .....	203
Eastern Region .....	204
Oil & Gas Well Overview .....	204
Well Stimulation Material Demand .....	206
Pennsylvania .....	207
West Virginia.....	208
Other .....	209
Midwestern Region.....	210
Oil & Gas Well Overview .....	210
Well Stimulation Material Demand .....	211
Oklahoma.....	213
Kansas.....	214
Kentucky.....	215
Other .....	215

### INDUSTRY STRUCTURE

General .....	217
Industry Composition .....	221
Market Share .....	224
Marketing & Distribution.....	228
Research & Development.....	230
Competitive Strategies.....	232

### COMPANY PROFILES

Air Products and Chemicals.....	235
Akzo Nobel .....	236
Albemarle Corporation .....	238
Ashland Incorporated .....	240
Badger Mining .....	242
Baker Hughes .....	244
BASF SE.....	248
CARBO Ceramics.....	250
Celanese Corporation .....	253
Champion Technologies.....	254
Chemtura Corporation .....	255
Chevron Phillips Chemical.....	257
Dow Chemical.....	259

(continued on following page)

## Table of Contents

### COMPANY PROFILES

(continued from previous page)

DuPont (EI) de Nemours.....	262
Enerchem International.....	264
Exxon Mobil.....	265
Fairmount Minerals.....	267
FMC Corporation.....	269
Gibson Energy.....	271
Halliburton Company.....	272
Hexion Specialty Chemicals.....	275
Huber (JM) Corporation.....	276
Hunting plc.....	278
Kinder Morgan.....	279
Lubrizol Corporation.....	281
Mineração Curimbaba.....	282
Olin Corporation.....	283
Plastics Engineering.....	284
Praxair Incorporated.....	285
Rhodia SA.....	286
Rio Tinto.....	289
Saint-Gobain.....	290
Schlumberger Limited.....	292
Smith International.....	296
US Silica.....	298
Other Companies Mentioned in Study.....	300

## List of Tables/Charts

### EXECUTIVE SUMMARY

1 Summary Table.....	3
----------------------	---

### MARKET ENVIRONMENT

1 Macroeconomic Indicators.....	9
2 US Energy Consumption & Production by Type.....	11
3 US Petroleum Supply & Demand.....	14
Cht US Crude Oil Imports by Source, 2009.....	15
Cht US Petroleum Production.....	17
Cht Crude Oil Production by State, 2009.....	18
Cht Crude Oil Producing States, 2009.....	19
4 Petroleum Drilling Indicators.....	22
Cht Crude Oil Prices, 1999-2009.....	25
5 US Natural Gas Supply & Demand.....	27
Cht Natural Gas Production, 1999-2009.....	30
Cht Natural Gas Producing States, 2009.....	31
6 Natural Gas Drilling Indicators.....	33
Cht Natural Gas Prices, 1999-2009.....	35

Cht Natural Gas Price & Crude Oil Price, 1999-2009.....	36
7 Well Stimulation Services Indicators.....	40
8 Formulated Well Stimulation Material Demand.....	44
9 Well Stimulation Material Market, 1999-2009.....	46
Cht Well Stimulation Market, 1999-2009.....	47
10 Prices for Selected Well Stimulation Materials.....	50
11 World Petroleum Reserves by Country, 2009.....	57
12 World Natural Gas Reserves by Country, 2009.....	59
13 World Petroleum Production by Country, 2009.....	62
14 World Natural Gas Production by Country, 2009.....	65

### PRODUCTS

1 Well Stimulation Material Demand by Type	96
Cht Well Stimulation Material Demand by Type, 2009.....	97
2 Proppant Demand by Type.....	99
Cht Proppant Demand by Type, 2009.....	100
3 Sand Proppant Demand by Type.....	102
4 Coated Sand Proppant Demand.....	104
5 Raw Frac Sand Proppant Demand.....	106
6 Ceramic Proppant Demand by Type.....	107
Cht Ceramic Proppant Demand by Type, 2009.....	108
7 Clay-Based Ceramic Proppant Demand....	109
8 Sintered Bauxite Proppant Demand.....	111
9 Coated Ceramic Proppant Demand.....	112
10 Other Proppant Demand.....	115
11 Base Fluid Material Demand by Type.....	117
Cht Base Fluid Material Demand by Type, 2009.....	118
12 Foaming Agent Demand by Type.....	120
13 Gas Foaming Agent Demand.....	122
14 Chemical Foaming Agent Demand.....	124
15 Gelling Agent Demand by Type.....	126
16 Guar Gum Gelling Agent Demand.....	128
17 Surfactant Gelling Agent Demand.....	129
18 Other Gelling Agent Demand.....	131
19 Acid Demand by Type.....	133
20 Inorganic Acid Demand by Type.....	135
21 Organic Acid Demand by Type.....	136
22 Crosslinking Agent Demand by Type.....	139
23 Other Base Fluid Material Demand.....	141
24 Fluid Additive Demand by Type.....	143
Cht Fluid Additive Demand by Type, 2009....	144
25 Breaker Demand by Type.....	146
26 Acid Breaker Demand.....	148

27 Oxidative Breaker Demand.....	150
28 Enzyme Breaker Demand.....	152
29 Friction Reducer Demand.....	154
30 Fluid Loss Control Agent Demand.....	155
31 Nonemulsifier Demand.....	157
32 Biocide Demand.....	159
33 Corrosion Inhibitor Demand.....	161
34 Other Additive Demand.....	164
35 Industrial Gas Demand.....	165
36 Nitrogen Demand.....	167
37 Carbon Dioxide Demand.....	168
38 Other Well Stimulation Material Demand	171

### REGIONAL MARKETS

1 US Oil & Gas Producing Regions.....	176
2 Producing Wells by Type & Region.....	178
Cht Producing Wells by Region, 2009.....	179
3 High Output Wells by Region.....	181
Cht High Output Wells by Region, 2009.....	181
4 Rotary Rig Count by Region.....	182
Cht Rotary Rig Count by Region, 2009.....	183
5 Well Stimulation Material Demand by Region.....	184
Cht Well Stimulation Material Demand by Region, 2009.....	185
6 Southern Region: High Output Wells.....	187
7 Southern Region: Well Stimulation Material Demand.....	188
Cht Southern Region: Well Stimulation Material Demand, 2009.....	189
8 Western Region: High Output Wells.....	196
9 Western Region: Well Stimulation Material Demand.....	198
Cht Western Region: Well Stimulation Material Demand, 2009.....	199
10 Eastern Region: High Output Wells.....	205
11 Eastern Region: Well Stimulation Material Demand.....	206
Cht Eastern Region: Well Stimulation Material Demand, 2009.....	207
12 Midwestern Region: High Output Wells...	211
13 Midwestern Region: Well Stimulation Material Demand.....	212
Cht Midwestern Region: Well Stimulation Material Demand, 2009.....	213

### INDUSTRY STRUCTURE

1 Well Stimulation Material Sales by Company, 2009.....	219
2 Selected Acquisitions & Divestitures.....	223
Cht US Well Stimulation Material Market Share, 2009.....	224

[Click here to purchase online](#)

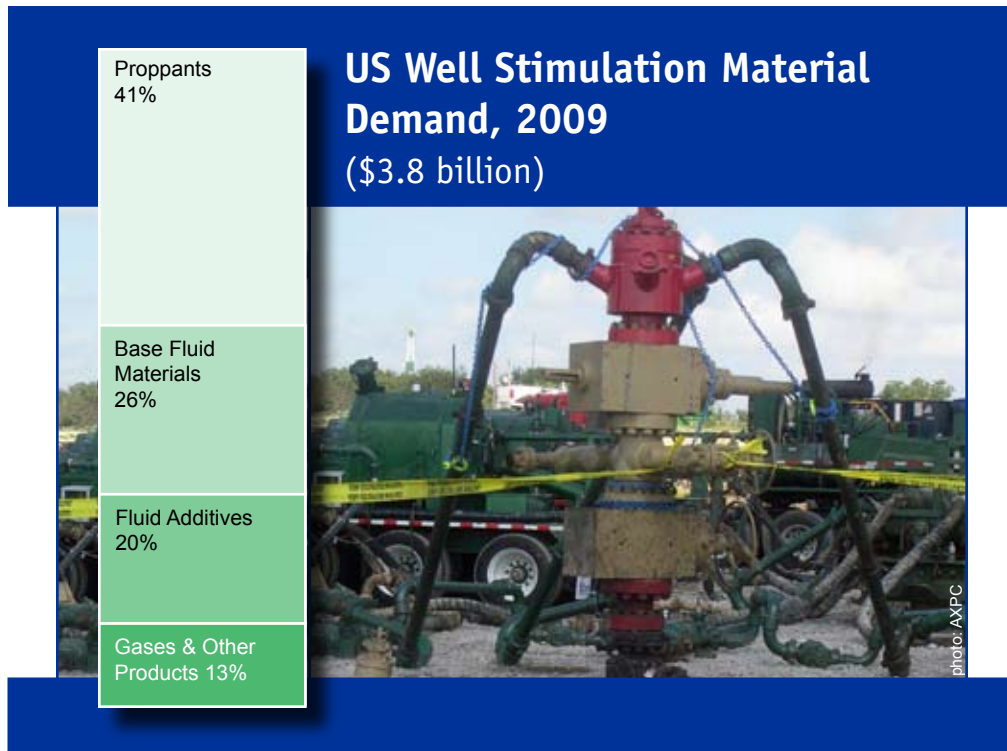
*Demand will be buoyed by renewed efforts to reduce dependence on foreign energy sources, particularly from unfriendly or unstable countries, and by historically high oil prices.*

## US demand to rise 14% annually through 2014

US demand for oil and gas well stimulation materials is projected to increase 14 percent per year to \$7.35 billion in 2014, buoyed by renewed efforts to reduce dependence on foreign energy sources, particularly from unfriendly or unstable countries. Well stimulation is necessary in order to maximize the output from aging US oil and gas fields, and to optimize production in unconventional settings such as tight gas, shale and coal bed methane. The Haynesville Shale in eastern Texas and western Louisiana, and the Marcellus Shale in the Eastern Region of the US are among the most promising drilling areas and hydraulic fracturing is critical to the development of these formations.

## Market environment trends favor domestic oil drilling

Going forward, the outlook for domestic oilfield activity is fairly promising. Although the days of "easy" oil production in the US have long since passed, there are a number of factors contributing to this generally favorable outlook. Concerns about the continued reliance on foreign sources of oil (especially from unstable or unfriendly countries) have prompted greater emphasis on increasing US energy production, including oil and gas production in addition to alternative and renewable energy sources. Moreover, following the pricing turbulence of the past few years, oil prices have -- for the time being -- stabilized at



a high level by historical standards. This will boost drilling activity despite a number of concerns about safety and environmental impact.

## Hydraulic fracturing, acidizing among best market opportunities

In order to optimize production in US oil and gas fields -- both in mature production zones and in newer, unconventional producing regions -- well stimulation techniques such as hydraulic fracturing and acidizing have become more widely used, and will continue to expand their market presence as drilling activity continues to grow. Perhaps the greatest level of enthusiasm for increasing

domestic production lies with shale gas formations. These formations contain immense amounts of gas, but have been underdeveloped due to technological infeasibility. Many of the technical challenges have been overcome, allowing for fuller exploitation of these promising resources. Even so, well stimulation itself has become the target of considerable scrutiny about the potential for environmental damage. Legislation proposed in the US Congress aims to remove hydraulic fracturing's exemption from the Safe Drinking Water Act's stipulations regarding underground chemical injections near groundwater supplies. The bill would also require companies to disclose the chemicals used in fracturing fluids.

Copyright 2010 The Freedonia Group, Inc.

[Click here to purchase online](#)



## Sample Text, Table & Chart

### PRODUCTS

#### Crosslinking Agents

Demand for crosslinking agents, which is closely related to demand for polymeric gelling agents, is forecast to grow 11 percent per year in 2014. Volume is expected to reach 115 million pounds in 2014. Volume is expected to grow at the same period. In recent years, demand for crosslinking agents has been slower than for gelling agents. Demand for crosslinking agents has been slower than for gelling agents, or uncrosslinked, stimulant fluids. Demand for crosslinking agents has leveled off somewhat; as a result, demand for crosslinking agents will be more comparable to demand for gelling agents.

Crosslinking agents are used to cause gelling agents to crosslink at the molecular level. Crosslinking increases fluid viscosity, increasing both achievable pressure and the capacity to transport proppant. Uncrosslinked fluids can have a gelling agent added with no crosslinking agent. Crosslinked fluids are sometimes used for hydraulic fracturing and in uses such as those with a tendency for the formation of scale. Fluids that are critically affected by a residual crosslinked gelling agent.

The two main types of crosslinking agents are borates such as boric acid and organometallic compounds such as organic titanates, zirconates and aluminates. Sodium tetraborate decahydrate is the most common chemical used to crosslink guar and guar derivatives. Other, less widely used, crosslinking agents include monoethanolamine, phenyl acetates, and chromium carboxylates.

Demand for borate crosslinking agents in well stimulation is forecast to grow 11 percent per year to \$76 million in 2014. Demand is projected to increase to 115 million pounds. Borates are the most commonly used crosslinking agents in well stimulation fluid. Sodium tetraborate decahydrate is the leading borate crosslinking agent.

137

Copyright 2010

TABLE IV-24

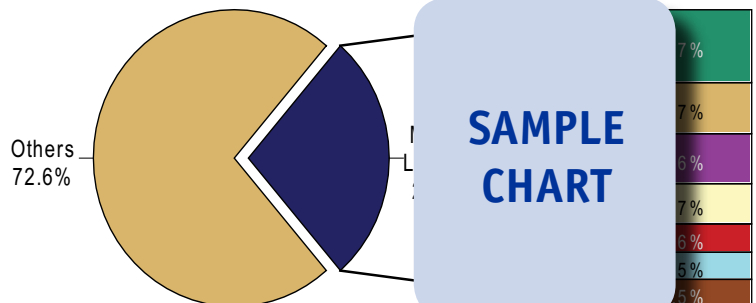
FLUID ADDITIVE DEMAND BY TYPE  
(million dollars)

Item	1999	2004	2009	2014	2019
Producing Wells (000)	70	75	80	85	90
lb/well	1.5	1.6	1.7	1.8	1.9
\$/well	1.8	1.9	2.0	2.1	2.2
Fluid Additive Demand (mil lb)	105	112	120	128	135
\$/lb	1.7	1.8	1.9	2.0	2.1
Fluid Additive Demand					
Breakers	0.0	0.0	0.0	0.0	0.0
Friction Reducers	0.0	0.0	0.0	0.0	0.0
Fluid Loss Control Agents	0.0	0.0	0.0	0.0	0.0
Nonemulsifiers	0.0	0.0	0.0	0.0	0.0
Biocides	0.5	0.5	0.5	0.5	0.5
Corrosion Inhibitors	0.0	0.0	0.0	0.0	0.0
Other Additives	0.5	0.5	0.5	0.5	0.5
% fluid additives	2.2	2.2	2.2	2.2	2.2
Well Stimulation Material Demand	100	100	100	100	100

SAMPLE TABLE

CHART VI-1

US WELL STIMULATION MATERIAL MARKET SHARE  
(\$3.8 billion, 2009)



SAMPLE CHART

## Sample Profile, Table & Forecast

**TABLE V-9**

**WESTERN REGION: WELL STIMULATION MATERIAL DEMAND  
(million dollars)**

Item	1999	2004	2009	2014	2019
Western Region High Output Wells (000' 000\$ material/well)					1.9
Western Region Well Stimulation Mtls					50
Wyoming					50
California					55
Colorado					90
Other Western Areas					45
% Western Region Well Stimulation Material Demand					8
					90



**COMPANY PROFILES**

**Badger Mining Corporation**  
 409 South Church Street  
 Berlin, WI 54923  
 920-361-2388  
 http://www.badgermining.com

Annual Sales:  
 Employment:

Key Products: gravel packing sand, proppants

Badger Mining Corporation manufactures industrial silica sand, limestone and other mineral aggregates. These materials are used primarily to serve the industrial, environmental and recreational markets for such applications as hydraulic fracturing, gravel packing, water filtration and sewage treatment. Operations for the privately held company include two wholly owned subsidiaries: Atlas Resin Proppants LLC and Badger Mining Poland Sp zoo.

The Company competes in the US well stimulation material industry through the manufacture of industrial sands for use as proppants in well stimulation operations. For the oil and gas industry, Badger Mining makes BADGER FRAC hydraulic fracturing sands and BADGER PAC re-sieved gravel packing sands. These products, which encompass Northern White raw sands in mesh sizes ranging from 12/20 to 70/140, offer high-quality, consistency and long-term conductivity properties.

BADGER FRAC and BADGER PAC sands are manufactured at facilities in Fairwater and Taylor, Wisconsin. The Fairwater facility specializes in 40/60 through 70/140 grade fracturing sands, which are

242 Copyright 2010 The Freedonia Group, Inc.



“Demand for well stimulation materials in Colorado is projected to grow 14 percent per year to \$440 million in 2014, driven in large part by tight gas sands and CBM activity. Virtually all well stimulation materials demand will be for use in hydraulic fracturing. In most hydraulic fracturing that utilizes gelling agents in Colorado, conventional guar gums or other water soluble polymers are used as the gelling agent. A very small share of hydraulic fracturing in the state uses micropolymer or non-polymeric gelling agents as viscosifiers, but this percentage is growing mostly due to ...”

--Section V, pg. 202



**OTHER STUDIES**

**Drilling Products & Services**

US demand for drilling products and services will rise 8.1% annually through 2014, as oil and gas drilling activity benefit from relatively high oil prices and US efforts to reduce reliance on foreign energy sources. Services will account for most gains, driven mainly by the high cost of drilling marginal wells. This study analyzes the \$30.1 billion US drilling product and service industry, with forecasts for 2014 and 2019 by type and regional market. It also evaluates company market share and profiles industry players.

#2655 ..... July 2010 ..... \$4800

**World Hydrogen**

Global demand for hydrogen is forecast to expand 3.4% yearly through 2013. Gains will be driven in part by the use of more hydrogen in refining low sulfur fuels. The Asia/Pacific region will surpass North America as the global leader in hydrogen consumption by 2013. This study analyzes the \$39 billion world hydrogen industry, with forecasts for 2013 and 2018 by market, world region and for 17 countries. It also discusses the "hydrogen economy," details company market share and profiles industry participants.

#2605 ..... February 2010 ..... \$5300

**Refinery Chemicals**

US refinery chemical demand will rise 5% annually through 2014, driven by the use of new, higher-value products which offer enhanced performance. Merchant hydrogen will remain the largest product type and grow the fastest. Petroleum treatment and conversion will remain the largest and fastest growing applications. This study analyzes the \$5.5 billion US refinery chemical industry, with forecasts for 2014 and 2019 by application and product. It also evaluates company market share and profiles industry players.

#2629 ..... April /2010 ..... \$4700

**World Refinery Chemicals**

Global oil refinery chemical demand will rise 3.5% yearly through 2013, driven by tightening environmental laws and efforts to boost gasoline and diesel fuel yields. North America will remain the dominant regional market, while the Asia/Pacific and Africa/Mid-east regions grow the fastest. This study analyzes the 15.4 million metric ton world refinery chemical industry, with forecasts for 2013 and 2018 by application, product, world region and for 19 countries. It also evaluates company market share and profiles industry players.

#2570 ..... December 2009 ..... \$5700

**Oilfield Chemicals**

US oilfield chemical demand will grow 4.4% annually through 2013. The market will decline in the short term then rebound by the end of the forecast period, based mainly on swings in oil and gas prices. Stimulation chemicals and EOR products will be the fastest growing segments. Acids and polymers used in stimulation fluids will see growth. This study analyzes the US oilfield chemical industry, with forecasts for 2013 and 2018 by product and raw material. It also evaluates company market share and profiles industry players.

#2546 ..... September 2009 ..... \$4800

**About The Freedonia Group**

The Freedonia Group, Inc., is a leading international industry market research company that provides its clients with information and analysis needed to make informed strategic decisions for their businesses. Studies help clients identify business opportunities, develop strategies, make investment decisions and evaluate opportunities and threats. Freedonia research is designed to deliver unbiased views and reliable outlooks to assist clients in making the right decisions. Freedonia capitalizes on the resources of its proprietary in-house research team of experienced economists, professional analysts, industry researchers and editorial groups. Freedonia covers a diverse group of industries throughout the United States, the emerging China market, and other world markets. Industries analyzed by Freedonia include:

- Chemicals • Plastics • Life Sciences • Packaging • Building Materials • Security & Electronics • Industrial Components & Equipment • Automotive & Transportation Equipment • Household Goods • Energy/Power Equipment

[Click here to learn more about Freedonia](#)

**Freedonia Custom Research**

Freedonia Custom Research delivers the same high quality, thorough and unbiased assessment of an industry or market as an industry study. Since the research initiative is based upon a company's specific needs, companies harness Freedonia's research capabilities and resources to answer unique questions. When you leverage the results of a Freedonia Custom Research engagement, you are able to obtain important answers to specific questions and issues associated with: mergers and acquisitions, new product launches/development, geographic expansion, entry into new markets, strategic business planning, and investment and funding decisions.

Freedonia Custom Research is ideal for companies seeking to make a strategic difference in the status quo and focus on future business growth. Working side by side with clients, Freedonia's team is able to define a research project that is custom-tailored to answer specific questions and provide the basis from which a company can make informed business decisions.

[Click here to learn more about Custom Research](#)



[Click here for complete title list](#)

[Click here to visit freedoniagroup.com](http://www.freedoniagroup.com)