

OIL &amp; GAS

# FROM PROPOSAL TO PRODUCTION IN 7 DAYS: SCALING SENDERO'S COMPLETIONS FLEET TO 18 PACKAGES

**Permian Basin, TX**  
Location

**Alfa Laval Lynx 500**  
Equipment

**24+ Months**  
Partnership Duration

**18 Total Packages**  
Fleet Scale

**7 Days**  
Deployment Speed

When Permian Basin operators tightened fluid processing standards in early 2024, the industry shifted to lighter-weight completion fluids requiring ultra-clean conditions that conventional solids control equipment couldn't deliver. For Sendero Flow Control, a Midland-based completions provider, the stakes were clear: deploy high-performance centrifuges capable of meeting the new standards, or lose contracts to competitors who could.

Sendero knew they needed the best: Alfa Laval decanter centrifuges, the industry standard for high-performance separation. When they reached out to Alfa Laval directly, they were directed to Diamond T Services—an Alfa Laval Master Distributor that makes this world-class equipment accessible. And the only provider specializing in the energy sector.

The timeline was tight. Sendero needed complete operational packages—centrifuges, VFD panels, hydraulic stands, pumps and ancillary equipment—delivered immediately to capitalize on new opportunities. Diamond T accepted the proposal March 12, 2024. **Seven days later, the first Lynx 500 was working in the field.**

**"We consistently hear that customers couldn't scale at the pace they needed without partnership. And that's baked into our model—when they're successful, we're successful."**

**- Mark Henry,**  
**Diamond T Services**

## RESULTS

When Permian Basin operators shifted their fluid-processing standards, Sendero had to move fast to meet them. Since then, they've been winning contracts on capabilities that set them apart in the market.

Best-in-class Alfa Laval equipment helped. But the real difference came from working with a company where customer growth is the product.

# OPERATIONAL CHALLENGES ADDRESSED

Fast deployment was critical, but sustained growth required ongoing partnership. As Sendero closed more contracts and scaled from 2 to 18 packages over 24 months, Diamond T addressed 3 core operational challenges.

## #1. Building and Training Operator Expertise

Running high-performance decanter centrifuges at full capacity starts with operators who know the equipment inside and out. **Diamond T deployed field technicians for hands-on training and provided operational SOPs, maintenance schedules, and certification programs** that Sendero could run companywide. That infrastructure has supported every operator they've brought on since.

## #2. Sourcing Complete Equipment Packages

As Sendero's operations expanded, they needed more than just Lynx 500s to win bids—they needed complete turnkey systems. Hydraulic stands became the critical differentiator. Without crane requirements, Sendero could promise faster mobilization than competitors, and they closed contracts on that advantage. **When demand exceeded on-hand inventory, Diamond T sourced equipment from Canada to maintain deployment schedules.**

## #3. Capital Requirements for Fleet Expansion

Rapid growth in oil and gas usually requires upfront capital or high-interest financing. For Sendero, this would have constrained growth at a critical inflection point. **Diamond T structured flexible rental agreements and supported Sendero's operations, prioritizing spare parts inventory and 24/7 technical support to keep projects in budget.**

