

Making a Splash in the Waterjetting World!

Fourteen years of determined commitment to quality and the success of their clients have led Stutes Enterprise Systems to a prominent position in the waterjetting industry.

In November, 1997, Tryan Stutes and his wife, Kelli, could see the need to provide premium industrial waterblasting equipment rentals and support. With nearly 25 years of experience in the industrial cleaning field, Tryan knew that he would succeed by offering the same level of service and quality products that he needed while working various waterblasting projects.

Stutes Enterprise Systems started with just one truck, a few units, a modest customer base, and without any outside financial backing – but with an overwhelming desire to serve their clients.

Tryan credits tenacity, persistence, and an entrepreneurial drive for enduring some tough times – including the industry wide decline in business in 2009. Faced with tough choices and a declining market, Stutes stuck to the core of the solid business plan in which he believed.

With the support of loyal customers and vendors who shared their vision and stood by them in 2009, Stutes Enterprises survived adversity, was made tougher by the times, and is now on solid ground, positioned for even more growth.

Stutes' new facility in La Porte, Texas, has 10,000 square feet of



Tryan Stutes

office and work space, including a 6,000 square foot, high ceiling showroom. It is truly a one-stop shop for waterblasting rental equipment, as well as all supporting parts, services, and supplies.

With a solid Gardner Denver Water Jetting partnership, Stutes has developed its own line of waterblasting

equipment. Coupled with another strong distributor relationship with StoneAge Waterblast Tools, Stutes is now a recognized leader in the waterblasting industry.

Stutes' extreme commitment to customer service was obvious earlier this year when they assisted a customer who was bidding on a large project to cut rubber out of drill pipes.

Stutes' customer did not have the custom equipment required to do the job and had very limited experience in the area.

Stutes Enterprise Systems rolled up their sleeves and went to work.

Tryan and his lead mechanic, Daniel Kitts, worked throughout the night, spending 15 straight hours on site and a combined total of 36 hours to prepare and assemble a turn-key package – everything their client would need to perform a convincing demonstration and earn the job.

Racing to finish cleaning pipe by a 10:00 a.m. deadline and after working throughout the night, they took their first

break at 8:00 a.m. – just to get parts for making the final nozzle assembly!

The demonstration was a total success. Stutes' commitment assured that their client would earn the contract – worth over one million dollars!

A longtime WJTA-IMCA member, Tryan is a firm believer in safety and cooperation with end users to promote waterjetting.

Tryan strongly encourages personnel from plants and refineries to get involved in the WJTA-IMCA in order to take advantage of the assets provided by the organization to better understand the industry's technology and learn the specialized skills to safely and efficiently operate waterjetting equipment.

Stutes Enterprise Systems currently has three locations in the gulf region and is considering expansion.

Steadfast persistence to the Stutes' core business principle – working hard to provide outstanding service while helping their customers to succeed – assures Stutes' own future.

For more information on Stutes Enterprise Systems, visit www.aquablasters.com, or call (866) 362-9332.



Stutes Enterprise Systems participates in the live demos at the 2011 WJTA-IMCA Conference and Expo, September 19-21, Houston, Texas.