



Top 5 Questions to Ask Potential Chemical Providers About Their *Friction Reducers*

1. What percent of ‘active content’ is in the solution?

The amount of ‘active content’ determines how much chemical you need for effective results. The average provider’s active polymer content in a friction reducer is about 60%. Some providers offer solutions with much higher active content—upwards of 85%.

The higher the active content, the less chemical you need. Therefore, when customers choose chemicals with higher active content, they can actually use less chemical and achieve superior results. This saves significant costs. And since using too much friction reducer can create gel sweeps and increase pressures, it’s important that friction reducers are as effective as possible.

Greenwell’s friction reducers have 85% active polymer content. Customers can use up to 50% less and still achieve better results.

2. What kind of pressures should I expect to see in the Eagle Ford using your friction reducer? What about in the Haynesville Basin?

It’s common for friction reducers to achieve different results in different basins. Providers should not claim that they can achieve low pressures in all basins. In fact, before making guarantees on expected results, providers should assess current pressures and solutions used at customers’ well sites. Then they can accurately communicate how their product will impact pressures.

Greenwell’s friction reducers can significantly reduce the pressure differential between the pump and the wellhead. So that we can tell customers exactly what kind of pressures they can expect in the basins where they operate, and the associated possible cost savings, we conduct free pressure survey audits on customers’ well sites. In many cases, we can save customers as much as 35% on their friction reducers.



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3. Can your friction reducer be effective in any climate?

Friction reducers can freeze in cold climates. The type and weight of oil used in friction reducers can move the pour point higher or lower. Suppliers of so called ‘low pour point’ friction reducers simply blend in an additive to support colder climates, which can actually lower the performance of the friction reducers. Providers need to evaluate the locations of customers’ rigs to make sure their friction reducers will not freeze in the expected climates. Additionally, when you have locations dispersed throughout the world, it’s often easier to select a friction reducer with a low pour point, so it can be leveraged at all sites.

Greenwell’s friction reducers maintain a low pour point. They do not solidify until -20°C.

4. While your product may be popular in the market, I need to understand how it’s better than the competition. What makes it different?

Customers should expect providers to proactively share lab tests and field data. Through this process, customers can understand what separates one friction reducer from another. With site data easily obtainable, sharing it should be a normal business practice.

Greenwell has thorough data on field tests that compare its friction reducers to competitors’ products. Using 50% less chemical, Greenwell’s solutions reduce pressures 31% better than the competition.

5. What is the true cost of your friction reducer?

Some providers may promote what appears to be a low cost solution. However, many of these chemicals have minimal ‘active content.’ Therefore, they end up costing you more in the end. Customers need to know the cost of the chemical but also how much they should expect to use to understand the true price.

Greenwell’s friction reducers cost more per gallon than average friction reducers. However, you need far less of Greenwell’s chemicals. Per job, this makes Greenwell’s friction reducers up to 35% less expensive than most competitors.

About Greenwell Energy Solutions

Greenwell Energy Solutions is an independent specialty supplier delivering proprietary-blended chemicals, water treatment and environmental services for the upstream energy industry. Its services span well stimulation, pressure control systems and fully managed secondary containment that reduce clients’ environmental impact and operating costs. Through unbiased testing at partner and third-party labs, Greenwell is able to ensure its solutions provide consistent quality, performance and durability. The company dedicates countless R&D hours to designing environmentally-friendly chemicals and solutions that perform reliably on every project. For more information, visit greenwellsolutions.com.



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