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**Lightning Fluid Services Selects Greenwell Energy Solutions as Sole Provider for Friction Reducers and Lubricants**

**HOUSTON, July 16, 2013**—[Greenwell Energy Solutions](#) (Greenwell), an independent specialty provider of proprietary-blended chemicals and environmental services, today announced Lightning Fluid Services will exclusively use its Wet Frog™ friction reducers (FR) and Quick Line™ lubricants for its on-site chemical services. Lightning delivers chemical blending and technical expertise for the coil tubing (CT) industry. The company serves leading oil and gas operators throughout the Eagle Ford and Permian regions.

“When we find chemicals that truly provide competitive benefits over other options in the field, we’re able to give our customers unique solutions,” said William Starns, owner of Lightning Fluid Services. “We recently partnered with a senior completions engineer that was working a CT plug drill-out job. He was using another provider’s FR and was not getting the needed results. We recommended he switch to Greenwell’s Slick Frog FR. With the change, he was able to use to nearly 50 percent less FR and drop pump pressures by 31 percent more than the competing chemical.”

Greenwell’s Wet Frog Friction Reducers include the Slick Frog™ and Salty Frog™, both which have an extremely rapid hydration time in aqueous solutions. The Quick Line lubricants include Quick Drill™ and Quick Reel™, which perform effectively in temperatures up to 500 F – the highest on the market.

“We constantly evaluate our products for performance and competitor differentiation,” said Ron Wagnon, president of Greenwell. “Before we deliver our recommended solution, we work side-by-side with customers to show them the unbiased test results on how our chemical performs against other leading products in the market. We want customers to ask us for this information. Serving as an unbiased partner is what our business is based on.”

“With Greenwell, I can troubleshoot challenges we’re seeing at the rig site and get their feedback,” continued Starns. “I never feel like they’re trying to push their latest and greatest chemical. They want to make sure what they recommend really does the job.”

Lightning Fluid Services is a family-owned business, headquartered in Alice, Texas, that designs and builds its mixing units in-house. The owners have more than 30 years of combined experience in chemical mixing and technology. Operating eight mixing units, it has completed jobs in most areas of the Eagle Ford region.

“Greenwell and Lightning both share the common desire to serve in a consultative role and fully understand customers’ situations,” said Jim Holmes, director of sales at Greenwell. “By doing so, the right solutions can be delivered the first time, reducing customers’ well site costs and completions schedules.”

### **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 and closely partners with customers to design environmentally-friendly chemicals and solutions that perform reliably on every project. For more information, visit [greenwellsolutions.com](http://greenwellsolutions.com).