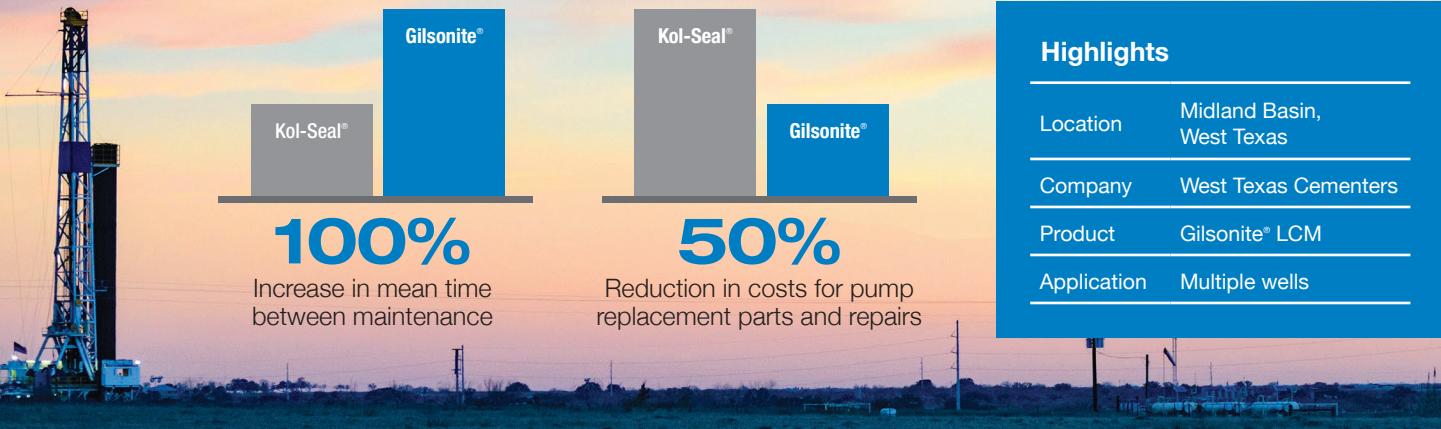


# AMERICAN GILSONITE COMPANY

New low-cost Gilsonite® LCM improves pumping operations

## Significant pump maintenance savings achieved with Gilsonite® LCM



### New Gilsonite® LCM yields cost savings at purchase and during operations

For wells drilled in the Midland Basin, West Texas Cementers adopted a new, competitively priced lost-circulation material (LCM) additive from American Gilsonite Company. West Texas Cementers (WTC) observed that the cement jobs with Gilsonite® LCM pumped smoother than jobs using Kol-Seal®, as evidenced by pressure charts.



### Smother pumping means less wear on pumps

Further investigation revealed that using Gilsonite® LCM rather than Kol-Seal® doubled the operating time between pump maintenance resulting in a 50% reduction in pump replacement part costs and in the cost of labor for repairs.

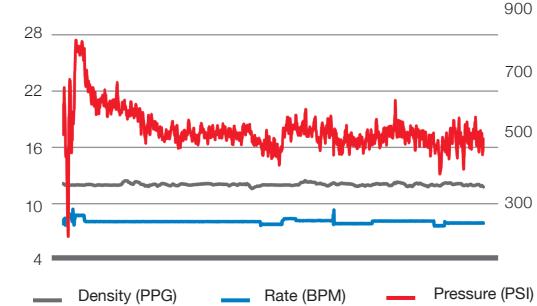
### Higher LCM concentration results in better lost circulation control

The erratic pressure behavior with Kol-Seal® in the slurry can be attributed to the material's hardness and large particle sizes. "We were capped at two pounds per sack of Kol-Seal® previously due to how destructive it was on our valves and seats. We were able to increase the amount of LCM (from 2 lbs Kol-Seal® to 3 lbs Gilsonite®) so in general, more losses were mitigated," noted Kevin Swikert WTC Engineer and Technical Manager.

Kevin concluded, "We have been pleased with the Gilsonite® LCM product. Our maintenance costs have been reduced and we are able to provide a better slurry to our clients."

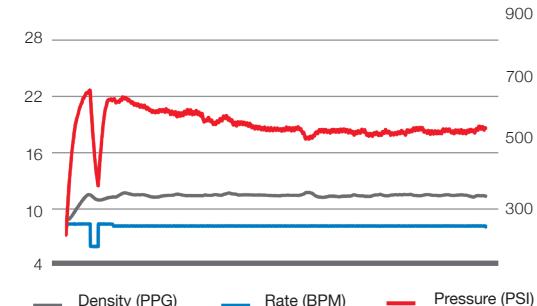
The pump pressure for the slurry with Kol-Seal® fluctuated by hundreds of PSI.

#### Lead Slurry with 2 lbs per sack Kol-Seal®



In contrast, pumping the slurry with Gilsonite® LCM showed very little variation.

#### Lead Slurry with 3 lbs per sack Gilsonite®



Pressure plots are from similar wells in the Midland basin at similar depths, cemented with the same lead slurry. Gilsonite® LCM was the only differentiator.



There's only one source of Gilsonite®. Proven under pressure®

16200 Park Row Drive, Suite 250 ■ Houston, TX 77084 ■ +1.713.400.7600 ■ [americangilsonite.com](http://americangilsonite.com)

Gilsonite® is a registered trademark of American Gilsonite Company for the mineral uintaite found only in the Uinta basin.