

Global Energy Laboratories

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"How to Gain International Acclaim for Your Business"

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Dear colleague,

We've been very fortunate here at the lab, as we have had some excellent international clients the last few months. Our clients learn quickly that we work with them to improve their material through our processing techniques – and then we help them find their best material to find investors or bring to market.

So, here are my ideas on how we landed this international business, and you can do the same:

- 1. Offer a variety of payment services to make it easy for your international clients.** Some international clients want to pay with Paypal, others with credit cards, and some want to wire money. If you want international business, it's best to have several options of payment for these clients.
- 2. Develop a far reaching online personality.** Using all the online tools at your disposal, create personality and presence, as this "salesman" works day and night, and sometimes for free – and makes sales calls all over the world. This means a website that showcases your content (which should be added to frequently), Youtube videos explaining your services, frequent links to your content on LinkedIn, and do it all with some personality. Don't be a big faceless business.
- 3. Buy some international stamps.** Believe it or not, a handwritten note sent to your international prospects is as effective (maybe even more than?) ones sent domestically. International stamps can be purchased from your local post office and sending some hand written notes to those clients and prospects overseas builds a great deal of goodwill – for very little \$\$!

OK, now it's time for us to brag about some of this international work that we've landed:

From Alpha Securities regarding Coretrack and its Ecopropp line of proppants:

3.1 Certification from Independent Experts for Ecopropp Proppants

Independent third party expert laboratory testing including US-based Stimlab and **Global Energy Laboratories (GEL)** undertaken, show exceptionally high pressure thresholds for the Ecopropp proppants. The recent GEL tests aimed to determine whether a modified mix design with significantly reduced bauxite (about 50% reduction), had a marked effect on compressive strength.

Testing at 14,000 psi resulted in just 8% of the proppant being crushed compared to the ISO standard of 10% at 4,000 psi. A crush ratio of less than 10% is the generally accepted market threshold which means Ecopropp proppants could potentially test at even greater strengths than 14,000 psi. This makes Ecopropp proppants very attractive for deep unconventional wells, where the pressures are greatest, as they can produce very good flow rates from deep wells in comparison to other proppants on the market.

Source: http://www.ckklimited.com/images/stories/annual-reports/Coretrack_24_September_2014_-_Final.pdf

U308 Corp.: South American Silica Corp. Stakes Concessions in Uruguay on Receipt of Positive Frac Sand Test Results

U308 Corp. (TSX: UWE)(OTCQX: UWEFF), a Canadian-based company focused on exploration and development of uranium resources and associated commodities in South America, reports that South American Silica Corp ("SAS"), in which U308 Corp. has a 39% equity interest, has staked mineral...

...The samples were collected by SAS geological personnel and shipped to the USA for analysis and test work by **Global Energy Laboratories** of Butte, Montana.

Source: <http://www.bloomberg.com/article/2014-08-27/aCMBJIgI8T9Q.html>

I need to add that these are great clients, and I recommend you read the full news reports for both Coretrack/Ecopropp and U308/SAMSilica.

Testing Services: we can do all this and more...

Frac sand testing to API/ISO standards – washing, attrition scrubbing, sieve analysis, spheric-ity and roundness, acid solubility, turbidity, bulk density, and crush resistance testing	Barite testing – API 13A drilling grade barite, chemical grade barite, density testing, heavy metals testing for usage of drilling grade barite in offshore drilling (cadmium and mercury)
Bentonite testing – API 13A drilling grade bentonite	X-Ray Powder Diffraction (XRD) Testing
Heavy Metals Analysis – lead, cadmium, mercury, you name it	Inductively Coupled Plasma (ICP) testing
Scanning Electron Microscope (SEM) analysis	Magnetic separation of material
Trace metals testing	Ore processing
Precious metals testing – gold, silver, platinum	Copper testing
Tungsten	Uranium detection
Garnet testing	Water testing
Materials crush testing	Sieve analysis

Please drop me a line – call (855) 500-6633 and let me know how Global Energy Labs can be of service to you.

Sincerely,



Brandon DeShaw, PE

PS If you know someone that might like to receive this newsletter, please let us know their mailing info.

PPS We are publishing a podcast called “Energy, Metals, Minerals Podcast” and you can listen to episodes at our website. If you would like to be a guest on my podcast, let's schedule an interview. You would have a chance to blatantly plug your business during the interview!