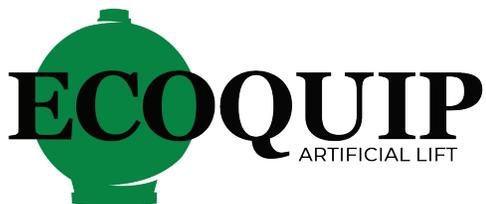
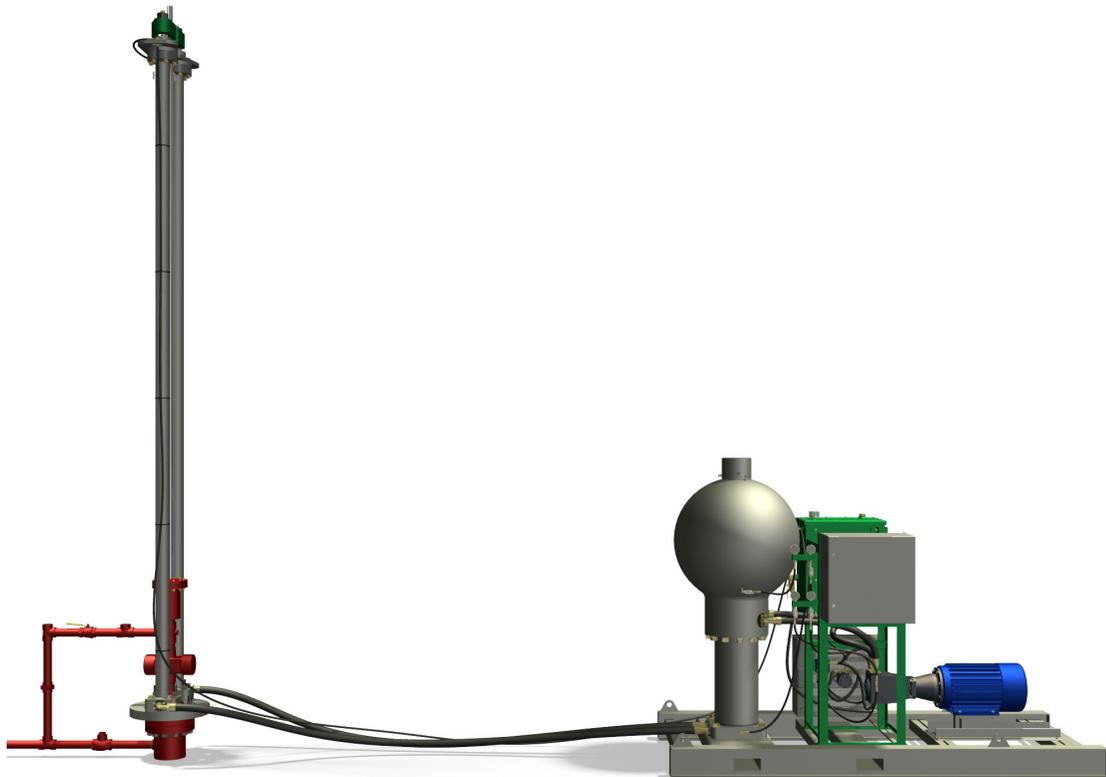


ECOQUIP SCHOOL INITIATIVE

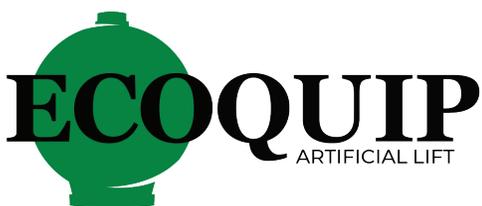


INTRODUCING THE ECOQUIP SCHOOL INITIATIVE

The Ecoquip school is an initiative by Ecoquip Artificial Lift in Calgary. We have been manufacturing the Ecoquip 9000 series hydraulic pump jack for the western Canadian oilpatch for this our 20th year. We have consistently had a reputation of the most reliable hydraulic lifting solution in the market. Invented, engineered, and manufactured in Alberta ensured we would always be constructed effectively for our oilpatch with a commitment to durability, safety and strength.

We have always been a self-contained company to ensure the integrity of our equipment, but the Ecoquip school initiative is changing that, as we know Alberta service companies are world-class and desirable partners. We know in these difficult times, everyone is looking for ways to help their business survive. We are sending this to you today to see if we might be able to help each other. More on that in a second...

Our equipment is an excellent pumping solution for all applications but typically our business has been renting the units. We are the only hydraulic pump jack manufacturer that champions rental. Simply because our pump jacks are reliable, require less



IN THIS CHALLENGING MARKET, WE ARE IDENTIFYING OPPORTUNITIES FOR OUR EQUIPMENT

ONE

The federal government has committed lots of money to help abandon orphan wells in Alberta. The Orphan Well Association, OWA has adopted a new mandate to: “ensure oil and gas resources are not prematurely abandoned” and “protect the value of producing asset” Many of these wells will require evaluation to see its production and potential. Our equipment is uniquely positioned to be very advantageous in this realm as we require no site-prep for installation, we can get pumping in 2-3 hours, we are able to offer simple month-to-month rental terms and our ability to change stroke length and speeds in a few seconds allow for an operator to look at all parameters of the well.

TWO

We have been very successful in dewatering gas wells. The gas industry is relatively stable for now in comparison to oil and we are working with companies that are bringing on wells but have frac fluid or water that requires to be lifted. Also, we have worked with end of life gas well wells that are loaded up, and it would be economical to produce the condensate. Our powerful unit can do this work and is another quick and easy installation. Typically with rods and pump and our Ecoquip Pump Jack, these wells can be brought on-line for less than the cost of repeated interventions of a swab rig.

I WOULD LIKE TO INVITE YOUR COMPANY TO PARTICIPATE IN THE ECOQUIP SCHOOL

We can do this in Calgary or we can come to your preferred location (and respect 'social distancing'). We will provide the following:

- ONE** Extensive training on the operating principles of the Ecoquip Pump Jack – transportation, installation, maintenance.

- TWO** Hands-on demonstration of starting the equipment, setting and changing stroke parameters, troubleshooting and maintenance service.

- THREE** List of parts (purchasable from Ecoquip at discount level) for maintenance service of Ecoquip Pump Jack and maintenance protocols.

- FOUR** Company name being listed as a **'Certified Ecoquip Service Provider'** and inclusion in our marketing work and sales efforts in downtown Calgary.

WHAT HAPPENS AFTER THE ECOQUIP SCHOOL?

As a *Certified Ecoquip Service Provider*, here are the benefits:

- ONE** You will be able to provide transportation, installation, operating and maintenance services on any Ecoquip Pump jacks in your area.

- TWO** You will be provided Ecoquip marketing material and support for sales efforts in your area and you will have Ecoquip's Calgary sales team advocate for you with our network of oil company personnel if you would like.

- THREE** Based on availability, we can have units ready to install stored at your location to help quickly provide equipment to your local customers at no cost.

- FOUR** Any rental or sales jobs that you are able to generate with your local network will earn you a high commission on those revenues.

- FIVE** You will be able to offer another service/product line to your company which can help maintain your business during these difficult times.

- SIX** You will be proud to provide a quality and reliable piece of equipment to your customers while supporting an Alberta company and generating employment within your own ranks.

IN



Ecoquip Pump Jack installed and operating on-site

ACTION



Two complete Ecoquip Pump Jacks and required picker ready to go!

THE NO RISK NO COST ADVANTAGE

There is no cost to you, only your time and some manpower, for you to be able to offer this equipment and provide service for users in your area.

We have no set schedule for this as we know the situation for many is dynamic. If you are interested, please contact us and we will schedule a time that works for you!

Thank you for your time and keep well.

Chris Grabill

