

**CASE IN POINT:**  
**THE PROCESS OF**  
**CONVERTING WASTEWATER**  
**INTO LIQUID ASSETS.**



*CenterPoint got us an all-cash deal at the highest market valuation. More importantly, they got our deal closed in the middle of a serious economic meltdown. They managed the entire process from start to finish. Fantastic job! We could not have done it without them.*

*Billy Johnson, Co-Founder  
Azurite Service Company*

**AZURITE SERVICE COMPANY** provides transportation, storage and disposal of saltwater, which is a by-product of natural gas and oil extraction. The company was owned by a father and son who built one of the largest independent operations of its kind in Texas with over 300 employees, 100 tanker trucks and eight operating facilities. The father wanted liquidity while the son wanted to continue to run the business after the sale. CenterPoint managed the entire sales process, and ultimately structured a transaction with Basic Energy Services (NYSE: BAS) for an all-cash purchase price. The son continued to run the company as a division of Basic Energy Services.