The Standard in Fiberglass Sucker Rods
MAXIMIZE EFFICIENCY IN YOUR DOWNHOLE OPERATIONS

At Total Rod Concepts, Inc., we understand that a pumping operation is only as good as its continuous production. Anything that gets in the way of extraction is costing you money. With that in mind, we would like to introduce you to our Fiberflex® Fiberglass Sucker Rods.

Fiberglass sucker rods offer operators unique benefits over steel sucker rods, allowing them to produce more fluids while lowering operating costs. Fiberglass sucker rods are stronger, lighter, and more elastic than steel sucker rods, reducing stresses on the rod string, while allowing for more fluid production and lower lifting costs. In addition, fiberglass sucker rods are corrosion resistant.

We believe Fiberflex® sucker rods stand out above others in the marketplace, and are built to maximize efficiency in your downhole operations. Fiberflex® fiberglass sucker rods have the largest outside diameter (OD) in the industry, and contain the highest percentage glass content of any fiberglass sucker rod available. Fiberflex® is also the only fiberglass rod that is manufactured to API specifications.

What that means to you is a consistently stronger, more reliable rod that performs longer and makes your operation run smoother.

It is important to us to support our country. Fiberflex® is unique in the industry because every component of Fiberflex® fiberglass sucker rods is manufactured and assembled in the USA.
Focus on the Ends

CRITICAL COMPONENTS FOCUSED

Virtually all failures on a fiberglass sucker rod start at the end of the rod at the steel/adhesive/fiberglass interface. The rod body itself has become the strongest component of the fiberglass sucker rod assembly. Although the rod body is critical, it is not the most crucial component in the fiberglass sucker rod manufacturing process. Other manufacturers focus on making their rod body manufacturing process more efficient to save money, with little focus on the assembly of the steel endfitting to the fiberglass rod body. Fiberflex® knows reliability begins where the rod ends, so we use the same 3-wedge endfitting that the industry has come to trust. Our team focuses on this critical component of your fiberglass sucker rod. In addition, Fiberflex® invests significant capital and resources into research and development to find new solutions that help continually improve the steel/adhesive/fiberglass interface so you get the most reliable fiberglass sucker rod manufactured today.

FIBERFLEX® FIBERGLASS SUCKER RODS HELP:

- Increase production capacity
- Reduce operating costs
- Reduce polished rod loads
- Reduce rod parts due to corrosion
- Save energy through reduced pumping unit size
Fiberflex® Fiberglass Sucker Rods

KEY FACTS

Choose Fiberflex® Fiberglass Sucker Rods and you will not be disappointed:

- **WEIGHS APPROXIMATELY 70% LESS THAN STEEL RODS**
- **HIGHEST TENSILE STRENGTHS AVAILABLE**
- **LARGEST OUTSIDE DIAMETER ROD BODY IN THE INDUSTRY**
- **TRC’S LONG-STANDING REPUTATION FOR SERVICE IS ONE OF THE BEST IN THE INDUSTRY**
- **25-MONTH WARRANTY IS THE LONGEST IN THE INDUSTRY**
Why Choose TRC | Fiberflex®?

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<th>TRC Fiberflex</th>
<th>Other Manufactures</th>
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<tr>
<td>ALL COMPONENTS MADE IN THE USA</td>
<td>✓</td>
<td>X</td>
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<td>MANUFACTURED TO API SPECS</td>
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<td>FOCUS ON ENDS, NOT JUST THE ROD BODY</td>
<td>✓</td>
<td>X</td>
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<td>TOTAL TRACEABILITY ON ALL COMPONENTS</td>
<td>✓</td>
<td>X</td>
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<tr>
<td>LARGER OD, MORE GLASS CONTENT</td>
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“Our Fiberglass Sucker Rods are designed with your production in mind.”
Our Quality Assurance Philosophy

**ONLY THE HIGHEST QUALITY PRODUCTS REACH YOUR WELLSITE**

Our Quality Assurance Philosophy is built on delivering the highest quality product, every time. All Fiberflex® Fiberglass Sucker Rods are virtually identical in quality due to our strict manufacturing standards and our ability to control the quality of every component of your sucker rod.

When your Fiberflex® sucker rod reaches your well, it will have gone through the most stringent quality testing of any fiberglass rod in the industry. The rod body is inspected at the point of manufacture, at the point of assembly, and finally, a third inspection after the sucker rod has been assembled. In addition to visual inspections on the rod bodies, TRC | Fiberflex® puts each batch of rod bodies on each line through rigorous tests, including testing the percentage glass content, outside diameter, and the sheer strength to ensure each rod body meets our tight specifications.

Consistent with our belief that the ends of fiberglass sucker rods are the most critical element of the rod, we take an unusual approach to ensuring your endfittings meet our specifications. While other manufacturers perform random gauge tests to try to ensure all their endfittings meet their specifications, TRC | Fiberflex® measures the dimensions
of 100% of our endfittings, ensuring every endfitting meets our high standards. In addition, TRC | Fiberflex® is unique in the fact that not only is the steel for our endfittings manufactured in the United States, Fiberflex® purchases the steel directly from the steel mills, ensuring the steel meets our specifications. Controlling our steel is just one more step we take to ensure Fiberflex® sucker rods are the highest quality in the industry.

Most manufacturers pull test their fiberglass sucker rods after assembly. TRC | Fiberflex® takes the pull test a step further to ensure your rods will exceed your expectations in the field. After every Fiberflex® sucker rod is assembled, it is put into a unique, digital pull tester, and pulled to 125% of maximum operating loads. While pull testing your rod, we do not just test the tensile strength of your sucker rod. Through our patent pending process, we measure the stretch of each rod we pull, and use the data as a secondary inspection point to ensure that the stretch of each rod falls within our specifications. All data collected is digitized and archived on every single rod.

We are also proud to say Fiberflex® Fiberglass Sucker Rods are manufactured to the American Petroleum Institute [API] specifications. Other manufacturers cut costs by reducing the outside diameter of their rods and the percentage glass content. We know that a larger OD and higher percentage glass content translate to a stronger sucker rod, so that is what we provide. And, we are able to back the tightest Quality Assurance program in the industry with a 25-month warranty, the longest in the industry.

“Quality is doing the right thing when no one is looking.”

-Henry Ford
Manufacturing Standards and Traceability

**KEEPING DEFECTIVE SUCKER RODS OUT OF YOUR OPERATIONS**

While you may have been led to believe that a fiberglass sucker rod manufacturer must pultrude their rod bodies in-house in order to control quality, we believe that quite the opposite is true. Fiberflex® rod bodies are manufactured by industry leaders in fiberglass manufacturing, who pioneered the fiberglass pultrusion industry.

Other manufacturers that produce rod bodies in-house know that the fiberglass rod body is the most expensive component of the sucker rod, while being the least likely part to fail downhole. After all, the rod body is the strongest component of the fiberglass sucker rod. So, when a questionable rod body is produced, they can choose to go ahead and assemble the substandard rod body, or, they can trash the most expensive, yet least likely to fail, component of the fiberglass sucker rod.

What do you think they are incentivized to do?

Fiberflex® fiberglass sucker rod production is designed around incentives for quality, without compromise. Our agreements with industry leading manufacturers ensure that TRC | Fiberflex® does not pay for any component we reject at our facility. Our vendors, therefore, have an incentive to make sure we do not receive any material that does not meet our strict quality standards. TRC | Fiberflex® has an incentive to reject any non-conforming component that reaches our facility.

At TRC | Fiberflex®, we are always incentivized to do the right thing, ensuring that your Fiberflex® rods arrive to you with the highest quality standards in the industry.
INDUSTRY LEADING TRACEABILITY

No one likes talking about failures, but in today’s tough operating environment, pumps sometimes get stuck, and failures sometimes occur. When there is a failure, it is important to be able to trace every component of the fiberglass sucker rod back to its date of manufacture to ensure that the component was manufactured to specification. In every fiberglass sucker rod manufacturer’s operation, rod bodies are typically produced on a different day than they are assembled, sometimes weeks apart. Other fiberglass sucker rod manufacturers track only the date of assembly, leaving a huge gap when it comes to traceability.

TRC | Fiberflex® has total traceability in the event of a failure. For every fiberglass sucker rod we sell, we can identify the date of assembly, the date the steel was manufactured, and the date the rod body was manufactured. We do not stop there. We also trace the individual line on the individual machine that manufactured the rod body. All data is archived and can be retrieved for future use. This unique traceability gives us the ability to understand the impact of a failure beyond just a single customer’s operation, if necessary.

Recording and archiving the data collected off of every component of every fiberglass sucker rod that reaches your well site costs more money and takes more time than merely tracking the date your rod was assembled. We believe our unique traceability is a testament to the fact that TRC | Fiberflex® is willing to go the extra mile to ensure that every component of our sucker rods is manufactured under the strictest Quality Assurance program in the industry.

Products and Services Offered by the TRC Group of Companies:

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<th>Services Offered</th>
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<tr>
<td>NEW FIBERFLEX® FIBERGLASS SUCKER RODS</td>
<td>✓</td>
<td>SUCKER ROD STRING DESIGNS</td>
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<tr>
<td>USED FIBERGLASS SUCKER RODS</td>
<td>✓</td>
<td>FAILURE ANALYSIS</td>
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<tr>
<td>NEW STEEL SUCKER RODS</td>
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<tr>
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Our Company

A HISTORY OF EXCELLENCE AND RESPECT

Total Rod Concepts is in the TRC Services, Inc. (“TRC”) family of companies. TRC was founded in 1996 by Mr. Bob Payne, the founder of Rodco/ICO in the 1970’s, along with a group of other historians in the sucker rod and pipe inspection industry who came out of retirement after realizing there was once again a great need in the industry for an experienced, service-oriented sucker rod company that had the knowledge and ability to economically manage its customers’ entire sucker rod programs.

When TRC entered the fiberglass sucker rod manufacturing business, it did so by hiring leaders in the fiberglass sucker rod industry. Fiberflex®’s former President, Engineer, Quality Assurance Manager, and Salesman joined the TRC team. Our goal was to start with the sucker rod that was recognized as the standard in the industry, and through research and development, continually improve the product, ensuring Fiberflex® remains the best fiberglass sucker rod the industry has to offer.

The TRC group has earned the reputation of backing up its products with the best service and warranties in the industry. Today, TRC is a leader in the sucker rod industry, providing its customers with focused attention, and servicing their entire sucker rod program, from steel to fiberglass, from well design to failure analysis.

TRC’s founders formed TRC for the purpose of providing solutions to sucker rod problems for major and independent oil and gas producers. They had a vision that the day would come when production foremen and engineers would call TRC when faced with even the most difficult sucker rod problems with confidence that TRC’s experienced managers would have the know-how to suggest technically competent, cost effective solutions. Today, we have realized that vision. We hope that you, too, will give us the opportunity to earn your confidence while adding value to your organization.
There was a time when you could trust that when a company said their product was “Made in America,” it was exactly that, made in America. Now, to some, “Made in America” means something much less. To some, it means importing components for assembly in the United States. To others, it means assembling a portion of their total production abroad.

Let us be clear. At TRC | Fiberflex®, “Made in America” means what it should mean. It means that every component of every product is made in the United States. It does not mean purchasing a few machines to make a small percentage of the endfittings used in our production locally, while importing the majority of our endfittings from abroad. And, it does not mean assembling some of our fiberglass sucker rods outside of the United States.

At TRC | Fiberflex® you can trust that when we say “Made in America,” every component of every fiberglass sucker rod was proudly made and assembled in the United States.