



TRC **FIBERFLEX**[®]
Total Rod Concepts, Inc.
The Standard in Fiberglass Sucker Rods



Well Analysis

MAXIMIZING EFFICIENCY IN YOUR DOWNHOLE OPERATIONS

At Total Rod Concepts, 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 TRC | Fiberflex® Well Analysis.

Our experience at well sites has taught us that a great way to optimize efficiency in pumping wells is to continuously evaluate the performance of pumping equipment and ensure the pumping equipment is being used effectively. Ongoing Well Analysis can provide a clear picture of the many variables that could impact production and potentially help mitigate lost production due to unexpected equipment failures.

TRC | Fiberflex® Well Analysis is powered by state-of-the-art wireless Echometer equipment combined with the powerful Total Asset Monitoring software for data acquisition and analysis. Well productivity, reservoir pressure, overall efficiency, equipment loading and well performance are derived from the combination of measurements of surface pressure, acoustic liquid level, dynamometer, power and pressure transient response. These data points allow for an immediate analysis of the well's operating condition and position TRC | Fiberflex to make recommendations in real time that can help you optimize well productivity, and ultimately, maximize profitability.

Well Analysis is appropriate for:

- ▶ Rod lift
- ▶ Gas lift
- ▶ ESP wells
- ▶ H-15 wells



IMPLEMENTING TRC | FIBERFLEX® WELL ANALYSIS



Whether your operation includes one well or many, it is easy to implement TRC | Fiberflex® Well Analysis. We will work with you to create a plan that makes the most sense based on your needs.

Subscription-based services are available for multiple wells that can significantly reduce the cost per well. This allows for a more robust data set across operations that can help identify best practices.

Companies that purchase new TRC | Fiberflex® Fiberglass Sucker Rods will be provided with two complimentary Well Analysis visits. The first analysis will be conducted approximately one week after installation. The second analysis would be conducted approximately one month after installation or at a date requested by the customer.

The following page illustrates some of the capabilities to help provide a picture of the data available with TRC | Fiberflex® Well Analysis.

Benefits of well analysis after install:

- ▶ To prevent tagging
- ▶ To verify pump efficiency
- ▶ To verify no gas interference
- ▶ To verify pumping unit is setup correctly (stroke length, stroke speed)

ACOUSTIC LIQUID LEVEL TESTS

Acoustic liquid level tests help answer the following questions:

- ▶ What is the depth to the top of the liquid?
- ▶ Does liquid exist above the pump?
- ▶ What is the percentage of liquid in the annular fluid column?
- ▶ Does the liquid in the casing annulus restrict production?
- ▶ What is the casing-head pressure? Does it restrict production?
- ▶ Is gas flowing up the annulus? At what rate?
- ▶ What is the maximum production rate available from the well?

DYNAMOMETER TESTS

Dynamometer tests help answer the following questions:

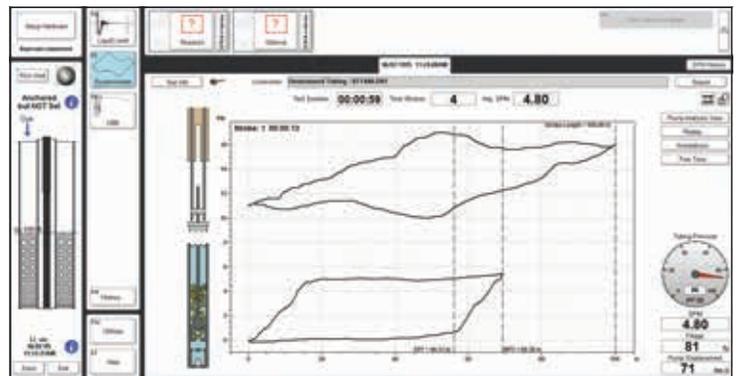
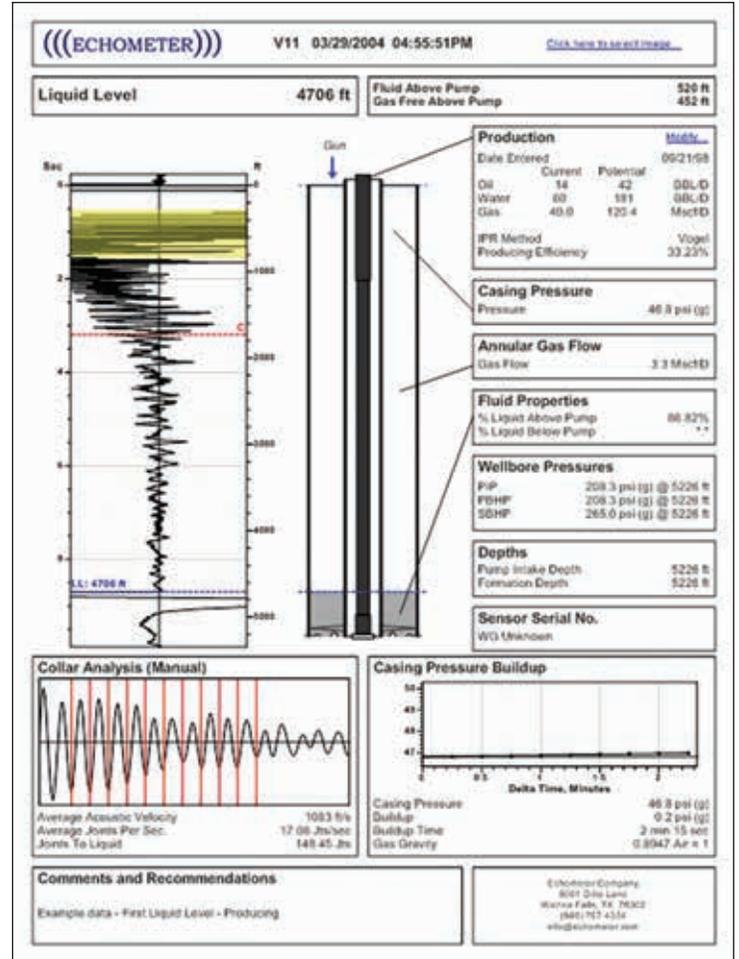
- ▶ Is the well pumped off?
- ▶ What is the pump intake pressure?
- ▶ What is the pump fillage? And pump displacement?
- ▶ Is there gas interference?
- ▶ What is the current pumping speed?
- ▶ Are the traveling and/or standing valves leaking?
- ▶ Are the maximum and minimum rod loads within limits?
- ▶ What is the well capable of producing?

More importantly, dynamometer testing can help you with:

- ▶ Increased production
- ▶ Increased well pumping efficiency
- ▶ Improved pumping equipment design
- ▶ Elimination on unnecessary pulling costs
- ▶ Longer rod and pump life
- ▶ Reduced power consumption
- ▶ Less frequent gear box failures

WELL ANALYSIS

This is just a snapshot of the capabilities and data points that would be made available to you with TRC | Fiberflex® Well Analysis. If this service is something you are interested in, we recommend discussing the capabilities in greater detail so we can help you understand how it could make the most impact at your wells. The purpose of this service is to provide you with a complete analysis of the conditions specific to your wells, including conclusions and recommendations that enable you to maximize efficiency and help build a more profitable operation.



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. They 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.

Products and Services Offered by the TRC Group of Companies:

Products Offered	TRC Group	Services Offered
NEW FIBERFLEX® FIBERGLASS SUCKER RODS	✓	SUCKER ROD STRING DESIGNS
USED FIBERGLASS SUCKER RODS	✓	FAILURE ANALYSIS
NEW STEEL SUCKER RODS	✓	FIELD TECH INSTALLATIONS
RECONDITIONED STEEL SUCKER RODS	✓	SUCKER ROD RECONDITIONING
SHEAR TOOLS	✓	FISHING SERVICES



For more information or to implement TRC | Fiberflex® Well Analysis, contact:

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