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Product Watch

Heavy-Duty Version of LRP® Linear Rod Pump System Introduced for Demanding Oil and Gas Wells

Unico has introduced a heavy-duty version of its LRP® Linear Rod Pump artificial-lift system to accommodate deeper, more demanding oil and gas well applications.

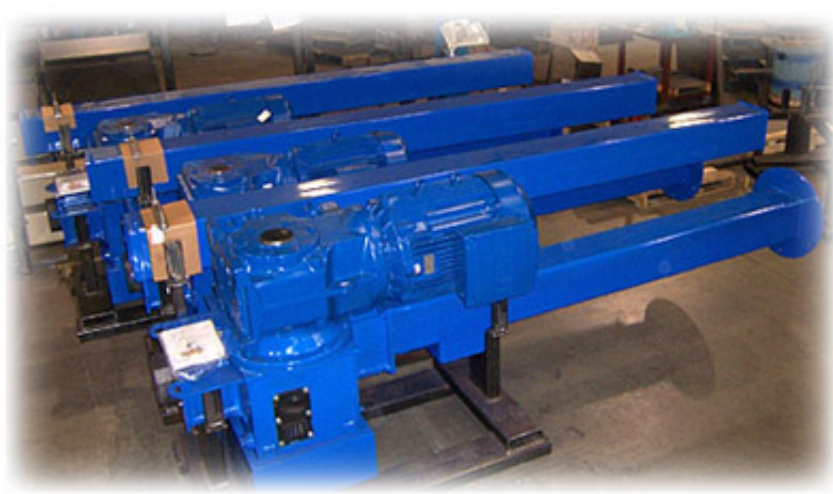
Unico LRP® systems have been accepted by numerous oil and gas producers, including some of the super majors, as an attractive alternative to conventional horsehead pumping units. The advanced LRP® technology offers improvements in safety, aesthetics, and production as well as reductions in downhole failures, installation time, and transportation logistics.

The original LRP® product line, with a lift capacity of 20,000 pounds and a maximum stroke length of 64 inches, was limited to wells with depths of less than 7,000 feet. The product line has now been extended to 30,000 pounds lift capacity with stroke lengths up to 120 inches for wells up to 12,000 feet deep. Advanced control technology has also been introduced across all LRP® models that allows production rates in excess of 2,500 barrels per day.



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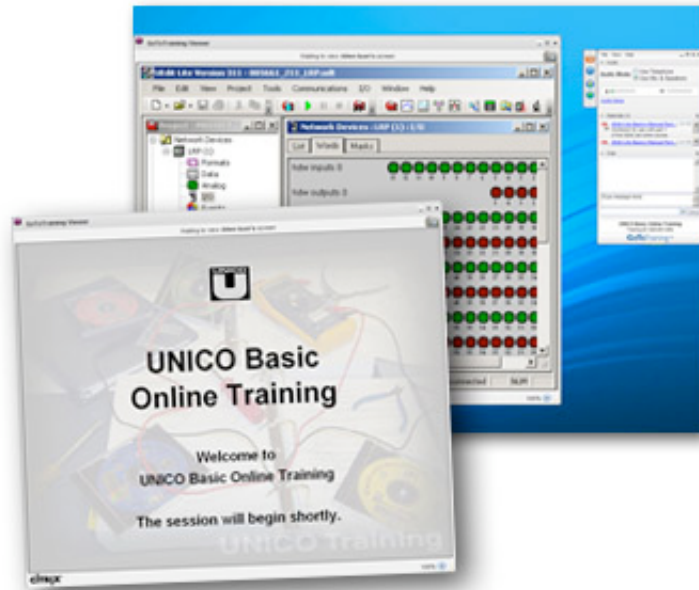
Heavy-duty LRP® actuators being readied for shipment to Romania

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Announcement

Unico Launches Online Training Program

Unico has launched a new online training program to help customers become more confident and self-sufficient in working with Unico products. Online training augments Unico's current offering of in-person classes and other training aids by providing convenient Web-based access to personalized instruction at minimal cost. Many of the courses will be given free of charge to familiarize customers with this training opportunity.



The first course to be offered is *UEdit Lite™ Basics*, a free 90-minute session that covers the fundamentals of using UEdit Lite™, a software tool for monitoring and diagnosing Unico drives. This course focuses on connecting the drive controller and PC, menu navigation, parameter management, and diagnostics.

Future courses will address drive hardware basics, advanced diagnostics,

troubleshooting basics, and system maintenance. Courses intended specifically for the oil and gas industry will include basic startup, telemetry, the GMC® Global Monitoring System, remote monitoring, dynacards, as well as the UEdit Lite™ course.

Training classes will be conducted live and will be recorded. The recorded sessions will be made available online for those who cannot attend the live events.

To view the course catalog and schedule or to register for a course, please visit www.unicous.com/training/. Within the registration process is a short questionnaire that will help Unico tailor its course schedules and content to better serve the needs of its customers.

If you have questions, comments, or suggestions for future online courses, please contact Al Ison (al.ison@unicous.com) or Ross Sheridan (ross.sheridan@unicous.com).

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New Offices

Unico Opens New Offices in North and South America

As part of its expanding role in the oil and gas industry, Unico, Inc., has opened new offices at four locations in North and South America. These offices include Midland, Texas and Bakersfield, California in the United States; Tampico, Mexico; and Bogota, Colombia.

Midland, Texas

Located in the heart of the Permian Basin in western Texas, Unico's Midland office serves oil and gas customers in Texas, New Mexico, and parts of Oklahoma. The office was necessitated by the growing success of Unico's LRP® Linear Rod Pump and other technologies in the region. It will provide localized sales, service, parts, and training for our existing customers and as well as open new opportunities in the surrounding region. The office is headed by Gary Ison. Brennen Phipps has recently joined Unico and assists Gary in providing sales and service assistance and training. Sheila Ison handles customer service, spare parts, and other administrative functions. You can contact the Midland office at 432.218.7665.



Gary Ison, manager, sales and service. Gary has been with Unico for 33 years in various capacities including field service, system engineering, training manager for nine years, and most recently as an account specialist. He has been working in the oil and gas industry for the last six years, spending most of his time in the Midland area.



Brennen Phipps, sales and service. Brennen joins Unico from John Crane Production Solutions (formerly the Fiber Composite Co.) where he was employed for four-and-a-half years as automation manager in engineering R&D. Prior to that he was involved for 10 years in sales, service, installation, and management for Best Buy home theater and new home solutions.



Sheila Ison, customer service/administrative. Sheila has been with Unico for 15 years in shipping, stockroom, and receiving. She will be providing customer service, tracking customer parts, and managing other office functions.

Bakersfield, California

Unico has opened a service office in Bakersfield, California, to serve Kern County and the greater San Joaquin Valley. Kern County is the state's top oil-producing county with nearly 42,000 active wells that account for about 8% of the overall production in the United States. Three of the country's largest oil fields are located there. The Bakersfield office will allow Unico to provide the region with timely customer and field service. You can reach the Bakersfield office at 661.619.7037.



Jon Bender, service technician. Jon has an extensive electrical background and holds a C-10 license in California. He is originally from San Diego, where he was responsible for the construction of a variety of residential and commercial projects. A factory-trained Unico service technician, Jon provides on-site troubleshooting and technical support of Unico products to keep them running smoothly.

Tampico, Mexico

Pemex, Mexico's state-controlled oil company, is seeking to boost oil production in its aging fields. These challenging older wells are a perfect fit for Unico's unique production optimization technologies. To support Pemex' efforts, Unico has opened operations in Tampico, Mexico, in association with Tecnojar S.A. de C.V., which also operates an office in Monterrey.

Unico-Tecnojar provides sales, customer service, field service, training, and manufacturing. The office primarily serves the regions along the coast of the Gulf of Mexico, including the cities of Ebano (S.L.P.), Tampico-Altamira (Tam.), Poza Rica-Cerro Azul (Ver.), and Lazaro Cardenas (Pue.). The office is currently involved in testing fiber-glass rods as well as Unico's Seismic Stimulation System at oil fields in Poza Rica.

The Unico-Tecnojar team is very experienced in petroleum applications and well optimization issues and includes trained and experienced petroleum, electronic, and industrial engineers and petroleum technicians as well as those with business administration backgrounds. General manager Jose Luis Garcia works from the Monterrey office, while operations manager Roberto

Padilla heads the Tampico office. Other staff include Jose Padilla, commercial manager; Miguel Almazan, operations manager for the Ebano-Panuco-Cacalilao region; Jorge Cruz, electronic and optimization manager; José Abraham García, engineering manager; and Victoria Nerd, administrative manager. You can contact the Tampico office at 52.833.217.4543 and the Monterrey office at 52.81.5000.7900.



Jose Luis García, Mexico general manager



Roberto Padilla, Mexico operations manager



Jose Padilla, commercial manager



Miguel Almazan, Ebano-Panuco-Cacalilao operations manager



Jorge Cruz, electronic and optimization manager



José Abraham García, engineering manager



Victoria Nerd, administrative manager

Bogota, Colombia

As major oil producers look to increase production in Colombia, Unico is poised to assist. Unico has been successful in the region for a number of years by working largely through representatives. A local office has now been established to support both representatives and user directly.

Unico Colombia S.A.S. was established to service Ecuador, Peru, Argentina, and Brazil and to serve as a gateway to South America. The office provides sales and field technical service support for Unico oil and gas products. As the company grows, manufacturing and assembly capabilities may be added similar to Unicovent, the company's Venezuelan operations. The office was formally opened April 27, 2011.

The office staff in Colombia consists of Terry Ernst, General manager, who operates in both Colombia and Venezuela; Luis Toussaint, operations and sales manager, who has moved from Venezuela to Colombia; and Sonia Orjuela, administration/marketing and sales engineer. You can contact the Bogota office at 57.1.805.2897.



Terry Ernst, general manager

Terry has been general manager of Unicovent, C. A., Unico's Venezuelan office, since 1996. He has been responsible for exploiting new Unico technologies not only in Venezuela but elsewhere in Latin America as well. He manages both the Colombian and Venezuelan offices.



Luis Toussaint, operations and sales manager

Luis is a graduate mechanical engineer with post-degree specialization in the integrated management of hydrocarbon reservoirs. He has been working for Unicovent as a specialist in artificial-lift optimization and production methods using SRPs, PCPs, ESPs, hybrid pumps, hydraulic pumps, gas lifts, and more. Luis has experience in the diagnosis and analysis of wells for stimulating and cleaning, steam injection, analysis of methodologies for the reduction of well formation water, and multiphase pumping. Luis is an instructor and gives classes on oil and mechanics in Venezuelan high schools. He is a member of the Association of Engineers of Venezuela (CIV) and the Society of Petroleum Engineers (SPE).



Sonia Orjuela, administration/marketing and sales engineer

Sonia is a professional business administrator and industrial engineer with experience in international commerce, freight forwarding solutions, supply chain management, inventories, and imports and exports. She has experience in free-trade zone operations with commercial and industrial users.

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What's Coming Up

In Future Issues...

Look for the following articles in upcoming issues of *Oil & Gas Automation Solutions*:

- Use of LRP® pumping units in urban settings

- Field tests of methods to eliminate rod pump gas locking and interference
- Reducing power consumption and improving power factor of beam pumps
- Using a torque economizer mode to improve efficiency and reduce gearbox stress
- Control options to ride through power disturbances
- Loss of methane gas production due to overpumping CBM wells
- Use of low-profile CRP® and LRP® pumping units with traveling irrigation systems

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