SUCKER RODS

Delivering reliability in each rod
Elevating the potential of artificial lift production.

Dover Artificial Lift, part of Dover Energy, offers a comprehensive line of artificial lift equipment, accessories and services strategically designed to drive the operational excellence of each of our clients. We provide industry-leading systems and components engineered to enhance the profitability of gas lift, plunger lift, rod lift, progressing cavity pump applications and surface production, as well as state-of-the-art software and products in the well automation, analysis, and optimization space.

As an organization dedicated to the needs of our clients, we place a consultative service and support approach at the forefront of our operations. Driven by a team of veteran artificial lift experts, our mission is to deeply understand the complex production challenges faced by well operators on a daily basis, and provide them the exact set of tools needed to meet them as efficiently and effectively as possible.

Strengthened by the vast global footprint and tradition of excellence of our parent company, the Dover Corporation, we are able to ensure that the products we provide – and more importantly – the people who make up our organization, are the best in the artificial lift industry.

For more than 30 years, UPCO Inc. has been manufacturing and supplying sucker rods and accessories to the global rod-lift market. During that time, we have been committed to an operating philosophy built on quality, on-time delivery and value.

Since our acquisition by Dover Corporation in December 2012, our commitment to these core aspects has only grown. And, we are incorporating many of the manufacturing processes of Dover’s other sucker-rod segments such as Norris to ensure a bright future built on satisfied customers.

UPCO has several 25+ year accounts with Master Distributorships that span the world’s oil and gas fields. We also have Master Service Agreements for direct end users with the most recent entering the fourth straight year after expanding into the Eagle Ford Shale market with 18 rigs running.

Building and maintaining a satisfied global customer base can only come from delivering high-quality, high-value rods for each operation, each and every time. UPCO is committed to helping each operator gain confidence they are dealing with a reliable, long-term service partner.

MANUFACTURING QUALITY
To ensure optimum rod-lift operations in the field, operators need a reliable sucker rod product. UPCO has worked hard to develop manufacturing processes that deliver the best rod for each application, which begins at raw material procurement and extends to superior handling processes in the field.

APPLICATION AND PROBLEM-SOLVING EXPERTISE
Operators need more than a sucker rod supplier who only delivers product. They need committed partners with the right applications expertise and commitment to solving operational problems once the well starts pumping. UPCO’s highly trained and experienced sucker-rod application experts pride themselves on meeting these needs.

A SURE AND STEADY SUPPLY OF PRODUCT
Whether an operator requires two or twenty truckloads of rods every month, delivery is crucial. UPCO has expanded its manufacturing and distribution network to provide a steady supply of sucker rods to our clients, whether they are located just down the road or across the country.
Manufacturing Excellence

Our commitment to reliability continues during the rod production process, which includes advances in manufacturing methods and stringent quality controls. The result? Rods that meet an operator’s production enhancement objectives with minimal downtime.

1. **Highest-Quality Materials**

   UPCO prides itself on building reliability into each rod we build and supply, and we continue to make strides for improving on this goal. This begins with our materials of construction, including the highest-quality US-manufactured Special Bar Quality (SBQ) steel, with superior mechanical properties and a defect-free surface. We use AISI (American Iron and Steel Institute) series steel in 100% of our sucker rods to help ensure a more durable and longer lasting rod for a wide variety of field applications.

2. **In-Depth Inspection**

   To ensure that our heat treating produces rods which consistently meet required tensile and yield strength specs, we conduct a destructive pull test on each and every mill heat run in the furnace, rather than only one time per mill heat. Running a single pull test might miss changes to furnace conditions—changes that could result in serious impacts to the rod’s mechanical properties. Our pull testing methodology identifies potential problems early on, giving operators assurance that their rods arrive in the field in spec, and with minimal risk of premature failure.

3. **Comprehensive Tracking**

   Reliability extends to our comprehensive tracking process, which includes stamping a heat code onto each rod at the forging process. The heat code links the exact mill heat with the day of manufacture at UPCO. This ensures that we can trace each rod back to the mill heat when the raw material was first produced. Our customers appreciate and expect this level of traceability.

4. **Continuous Pull Testing**

   To ensure that our heat treating produces rods which consistently meet required tensile and yield strength specs, we conduct a destructive pull test on each and every mill heat run in the furnace, rather than only one time per mill heat. Running a single pull test might miss changes to furnace conditions—changes that could result in serious impacts to the rod’s mechanical properties. Our pull testing methodology identifies potential problems early on, giving operators assurance that their rods arrive in the field in spec, and with minimal risk of premature failure.

5. **Enhanced Fatigue Life**

   To improve the fatigue life of our rods, UPCO subjects each rod to the shot peening process, an industry-recognized method of cold working a metal surface to minimize the growth and propagation of cracks, which also cleans off any surface scale and prepares the rod for threading.

   *UPCO has a documented failure rate of less than one failure for every 294,118 rods produced related to either a material or workmanship defect.*

6. **Zero Defect Guarantee**

   Not only in repeat business through exceptional customer service and relationships but also increasing mean time between failures. UPCO guarantees zero defect, top quality product and our innovation in string designs to help customers solve problems and improve operations.
UPCO provides a robust portfolio of products to complete your rod string assembly.

1. Wire Line
2. Polished Rod Clamp
3. Carrier Bar
4. Polished Rod
5. Polished Rod Liner
6. Stuffing Box
7. UPCO Polished Rod Coupling
8. Pumping Tee
9. Sub Tubing Coupling
10. Tubing Coupling
11. UPCO Pony Rod
12. Pup Joint
13. Tubing Head
14. Pressure Gauge
15. Swage Nipple
16. Tapped Bull Plug
17. Casing Head
18. Line Pipe Bull Plug
19. UPCO Sucker Rod
20. Surface Casing
21. Casing (Long String)
22. Oil String Tubing
23. UPCO Sucker Rod Coupling
24. UPCO Sinker Bar
25. Pump Plunger
26. Standing Valve Puller
27. Seating Nipple
28. Perforated Pup Joint
29. Gas Anchor
30. Strainer Nipple
31. 8 Round Bull Plug
Application and Problem-Solving Expertise

To optimize long-term production plans, operators need more from service providers than just a supplier of equipment. Increasingly, operators look for a partner who can help them select and install the best technology solutions for optimal performance and one who is ready and willing to solve problems whenever they might arise. UPCO prides itself on offering long-term application expertise in every sucker rod assembly provided.

UPCO maintains “factory-direct” sales and technical support teams. In this way, operators deal directly with the manufacturer and its internal team. Many of UPCO’s technical experts have decades of technical and application experience behind them, and can address a wide range of sucker rod performance problems in a timely and efficient manner. For field challenges that may require additional insight and resources, UPCO has the advantage of being able to call in experts from other brands within Dover Artificial Lift, including Norris and Alberta Oil Tools. In this way, best practices are shared and disseminated throughout the greater Dover family of artificial lift services, such that each operator has access to the most comprehensive suite of technologies and application expertise to keep their wells running optimally with minimal downtime or maintenance.
A Sure and Steady Supply of Product

An operator’s field development plans ultimately hinge on reliable access to sufficient quantities of sucker rods, where and when they are required, and designed to the right specifications. Whether you require two or twenty truckloads of sucker rods per month, UPCO stands ready to supply it.

Since joining the Dover Artificial Lift Portfolio, UPCO has improved its manufacturing processes to bring greater efficiency and speed to the delivery of every rod we make. For example, we implement methods of lean manufacturing, similar to Japan’s Kaizen improvement methodology, to streamline product design, manufacturing and delivery to the operator’s field location.

Vast Distribution

From our 150,000-sq ft manufacturing facility in Claremore, Oklahoma—the world’s second largest sucker-rod production plant—UPCO has a capacity to produce more than 30 million feet of sucker rods per year. We have strategically placed distribution facilities to efficiently and seamlessly deliver our rods anywhere our clients need them. For example:

- We opened our Permian Basin Distribution Center in Odessa, Texas in 2007 to meet the sucker rod supply needs of the revitalized oil and gas production in the Permian.
- We have several field stock locations in Texas, Oklahoma, and California, which are customized to support customers with shipments set up on long-term contract commitments.
- We partner with well-established distributors throughout the continental US.

Commitment to Quality

As operators balance the growing global appetite for energy with the need for improved efficiency in the field, they rely on service providers to help them achieve these goals. For three decades, UPCO has built a reputation as a reliable and stellar service provider that exceeds our clients’ needs.

Our commitment to building the most reliable sucker rods, coupled with application expertise and a robust distribution network, is evident on every well we serve. And, we are well positioned and fully committed to keep advancing our sucker-rod offerings to meet greater operator demands in the years to come.