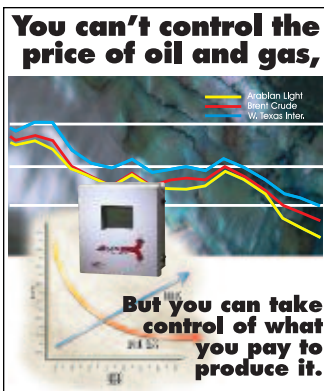


New Motor Control Panel from Lufkin Automation Now Available

Lufkin's new motor control panel for beam pump applications is a standard design with NEMA 3R enclosure, and is UL/CSA certified. This panel is ready for RPC installation, but HP and voltage requirements are needed beforehand. For additional savings on the installation, an integrated system is available that has the RPC built-in to the motor control panel.



Lufkin Automation can help you today with controlling your costs on your beam pump, progressive cavity pump and injection wells. Keeping the lifting costs low on your wells is the key during these times and Lufkin has the proven solution ready to help you either as a standalone or in a SCADA system.

Rod Pump Controller

The Lufkin Rod Pump Controller (RPC) leads the industry with its field-proven accuracy with downhole card control. The years of experience packed into this controller will minimize fluid pound strokes and will maximize fluid production, extending the life of the pumping system and increasing your revenue.



- Reduce rod/pump/tubing failures
- Increase production
- Decrease run time and electrical consumption
- Proactive methods with well test and alarms

Variable Speed Drive

Lufkin has combined a Variable Speed Drive (VSD) with the Lufkin controller for an integrated package to reduce the keystroke setup with one interface on the Lufkin Well Manager. The same basic package with minor changes will work on either a beam pump or Progressive Cavity Pump Controller.



- Changes speed to match pumping system to reservoir
- Handles sand/pump sticking and steam flood
- Speed changes without replacing sheaves

Progressive Cavity Pump Controller

The Lufkin Progressive Cavity Pump Controller (PCP) is used with a VSD to control the PCP for maximum fluid production and to avoid pump off. In addition, torque limits are set and controlled to maintain the pumping system.



- Extend pump life
- Increase production
- Handle heavy oil and sand

Injection Well Controller

The Lufkin Injection Well Controller (IWC) can handle both water and CO₂ injections in your flood system. The system will control your injection and protect your reservoir from excessive rate and pressure.



- Protect reservoir
- Monitor injection rates and pressures
- Track supply and identify leaks and filter issues

Lufkin Automation—Oilfield Technology Training Center 2010 School Schedule

Principles of Rod Pumping*

This is a five-day technical class for the student wanting to understand and use the equations behind rod pumping. Basic rod pumping from designs to analysis will be covered with in-depth knowledge of the equations behind the rod pumping system.

Basic Rod Pumping/SROD/ Dynagraph Interpretation*

A new three-day class designed to help the student understand basic rod pumping, designing rod pumping systems using SROD and the understanding of dynamometer and downhole pump cards.

RPC Forum

A one-day class designed for the user of the Lufkin Well Manager Rod Pump Controller. Students will learn the components of the RPC, how to setup and operate. This class is geared for field technicians, lease operators and new hires. There is no Dynagraph Interpretation in this class.

VSD Forum

A one-day class designed for the user of the Lufkin Well Manager Variable Speed Drive. Students will learn the components of the VSD/RPC, how to setup and operate. This class is geared for field technicians, lease operators and new hires. There is no Dynagraph Interpretation in this class.

SROD Forum*

A one-day course on the basic operation of SROD design/predictive software for Rod Pumping. Students will learn how to navigate through the program, what is new in SROD plus run example designs during class.

***All SROD classes: Student must bring computer with current version of SROD or contact Lufkin prior to class.**

Course Fees:

One-Day Forum ⁺	\$195.00
*Ask about our special customer discounts	
Three-Day Basic/SROD/Dyno	\$795.00
Five-Day Principles	\$1,695.00

Each course includes manuals, snacks and lunch. Travel and overnight accommodations are responsibility of attendees.

Forum trainers are certified Lufkin Automation technical support trainers.

ODESSA, TX—CLASSES

Basic Rod Pump/SROD/Dynagraph Interpretation	3-day course	February 16–18
	3-day course	June 22–24
	3-day course	October 12–14
Principles of Rod Pumping	5-day course	June 7–11
	5-day course	November 8–12
RPC Forum	1-day course	May 4
	1-day course	November 30
VSD Forum	1-day course	May 5
	1-day course	December 1
SROD Forum	1-day course	May 6
	1-day course	December 2

Upon registration to an Odessa class, please confirm the location of the class since we will be moving into our new location in the spring of 2010.

SHAFTER, CA (Bakersfield, CA)—CLASSES

RPC Forum	1-day course	April 13
VSD Forum	1-day course	April 14
SROD Forum	1-day course	April 15
Principles of Rod Pumping	5-day course	May 10–14
Basic Rod Pump/SROD/Dynagraph Interpretation	3-day course	August 10–12

CALGARY, AB, CANADA—CLASSES

SROD Classes (three classes)	2-day course	January 25–29
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DENVER, CO—CLASSES

Principles of Rod Pumping	5-day course	March 8–12
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WILLISTON, ND—CLASSES

Basic Rod Pump/SROD/Dynagraph Interpretation	3-day course	April 6–8
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ROOSEVELT, UT—CLASSES

Basic Rod Pump/SROD/Dynagraph Interpretation	3-day course	September 14–16
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DICKINSON, ND—CLASSES

Basic Rod Pump/SROD/Dynagraph Interpretation	3-day course	December 7–9
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On-site customer courses are available on request and will be quoted per requirements.

Lufkin Automation reserves the right to cancel a course for insufficient enrollment. Students will receive a full refund paid for this course.

Mail, fax or email this form to:

Mail: Lufkin Automation, E. Interstate 20, Odessa, TX 79765 **FAX:** 432-746-1029

Email: jbeckner@lufkin.com

Designate course _____

Name _____ Phone _____

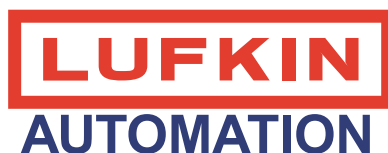
Company name _____

Address _____

Bill my company, attention _____ Credit card _____

Credit card billing address _____

To sign up online, please visit our website www.lufkinautomation.com.



Houston Manufacturing*

Call Lufkin Automation today to discuss your artificial lift optimization needs, or visit us at www.lufkinautomation.com.

Shafter (Bakersfield), California	661-746-0511
Calgary, Alberta, Canada	403-234-7692
Houston, Texas (headquarters)*	281-495-1100
Odessa, Texas	432-697-2228
Oklahoma City, Oklahoma	405-677-0567
Rocky Mountain Region	303-542-1950