

CUSTOMER CONNECTION

JANUARY, 2006

INSIDE THIS ISSUE:

SHARING OUR BLESSINGS	1
WHAT'S NEW IN CUSTOMER SERVICE	1
NEW FACE IN THE FIELD	2
UPCOMING EVENTS	2
WELLHEAD AUTOMATION SOLUTIONS	3
NEW FACES IN CUSTOMER SERVICE	3
GLOBAL TECHNICAL CONFERENCE	4

TOTALFLOW—SHARING OUR BLESSINGS

ABB Totalflow employees have long been a generous bunch. The generosity shined once again for Christmas 2005. For the last five years we have adopted five or six families and provided Christmas for them. This year, five



more families in our community hit by hard times had a Christmas 2005 they will never forget.

The season actually started in October with the announcement of the C.J. Standridge Memorial Silent Auction held in November. C.J. worked in our order entry group until her untimely death

from cancer in 2003. The Silent Auction was her idea. We held the first auction Christmas 2002. Employees donate items or services to be bid on. The proceeds have ranged from \$800 to \$1100.

A food drive is also held for our adopted families. This year almost 1500 pounds of non-perishable food and staples were donated. The food is made complete with presents for the children. The Christmas tree in the Totalflow lobby is decorated with angels which contain the wish lists of the children from our adopted families. Presents of all sizes and shapes end up under the tree.

On Friday afternoon December the 16th, the Christmas Committee weighed and sorted the food from the food drive. On Saturday the committee and extra volunteers went shopping and purchased an additional \$1000 worth of food and necessities and \$200 gift cards. The money for these extra items came from the silent auction and Totalflow's Christmas budget. After returning to the plant, the additional purchases were sorted and loaded

along with the presents and off the committee went to deliver Christmas! It is such a blessing to watch their eyes grow big as we keep coming with more and more food and presents. If they haven't started crying yet, the gift cards do it every time!

To share the blessings on a broader scale, two donations were made. A \$400 donation was made to A Place of Hope. This is an organization that provides grief support services to children in the Bartlesville area ages 3 to 18 that have experienced the loss of a significant relationship through



death. We also made a \$1000 donation to the Bartlesville area Habitat for Humanity.

WHAT'S NEW IN CUSTOMER SERVICE

TECHNICAL BULLETINS

- 134 - Communications Module Sulfide Contamination Issue
- 135 - Correcting Problems with WinCCU32 Analysis Edits

SOFTWARE UPGRADES

WinCCU 5.28 Service Pack includes the following changes:

1. Correct inability to access

a Sequel database with WinCCU 5.28 after the database had been accessed using WinCCU6X.

2. Correct problem with analysis edits where editor analysis events didn't match analysis in the characteristics record. This caused a recalc problem.
3. Correct problem with analysis edits using a date range.

4. Add utility to align analysis events with analysis in the characteristics record.

WinCCU 6.02 is scheduled for release on or before February 15th 2006. This version will correct tribulations found in previous versions.

NEW FACE IN THE FIELD

In an on-going commitment to our customers, we are pleased to announce the addition of Myles McDonough to the ABB Totalflow team. Myles is the Regional Salesman for South Texas and is located in Corpus Christi, Texas. Myles' extensive experience and successes in sales/product management, and leadership, coupled with his educational background, made him a clear choice for this position.

Myles has been involved with the sales, marketing, sales management, product management, and business development of instrumentation and control related products for over 18 years. His experience involves primarily the oil and natural gas markets, but

includes the petro-chemical, food, H.V.A.C. and power industries as well. In his 12-year tenure with Chandler Engineering, he was responsible for the sales and product management for all products delivered into the natural gas markets on a world wide basis.

Myles has additional background in the "Oil Patch", working as a Drilling Fluid Engineer in the early 1980's prior to the oil bust. He then returned to school and received his Bachelor's Degree in Mechanical Engineering Technology from Texas A&M University. He is originally from Midland, Texas where his father was also in the "Oil Patch" working as a Landman.

Myles has a strong work ethic and believes that we must take care of the customer. He is committed to the ABB Totalflow customers within the South Texas region and hopes to prove this to each and every one of our customers.

Myles, his wife Kathy, their cat Tiger, and dog Burnie relocated to Corpus Christi, Texas from Tulsa, Oklahoma. They are both enjoying the beautiful weather that South Texas offers, going to the beach and playing golf as well.

UPCOMING EVENTS

TRADE SHOWS

February 21-23
Global Technical Conference

March 5-8
Gas Processors Association

March 7-10
Southeast Regional Gas Conference

March 29-31
Ohio Oil & Gas

April 17-19
Acadiana Flow Measurement Society

April 19-21
Entelec

April 21
Michigan Petroleum Conference

TRAINING

T1-Basic Flow Computer
January 10 (Bartlesville)

T2-WinCCU Basic
January 17 (Bartlesville)
February 28 (Midland)

T5-Btu 8000 Transmitter
January 31 (Bartlesville)

T11-XSeries XFeatures
January 24 (Bartlesville)
March 7 (Midland)
March 21 (Bartlesville)
April 25 (Bartlesville)

T12-Templates
April 11 (Bartlesville)

T13-NGC8200
February 14 (Bartlesville)
April 4 (Bartlesville)

T14-SCADA Vision User
March 6 (Bartlesville)

Remember:

Totalflow Global
Technical Conference
February 21-23
Tulsa Marriott
Southern Hills

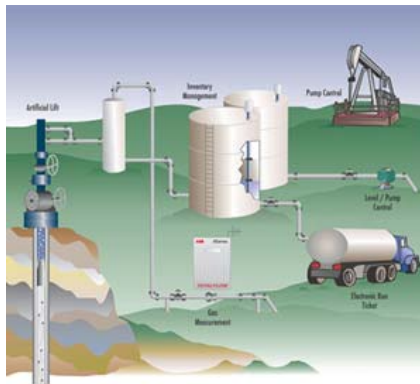
Register at
www.abb.com/totalflow

WELLHEAD AUTOMATION SOLUTIONS

If it ain't broke don't fix it! That may be the correct choice with some things but not with your natural gas well. Even when your well is flowing it may still be "broke" if liquid in the well is building up. Production companies have long known that liquid buildup (water or oil) in the well causes reduced production and non-recoverable revenue. One means of removing the liquid is the use of a plunger inserted in the well. The plunger acts as a mechanical seal and will move the liquid from the bottom-hole to the surface as the well pressure causes the plunger to rise. Plunger operation is accomplished in an intermitting or on/off flow cycle. During the off cycle, the well pressure builds and becomes the driving force to move the plunger and liquid to the surface when the intermitting on cycle is activated.

ABB Totalflow has successfully provided Plunger Automation Control at over 3000 wells.

The XSeries Flow Computer and Remote Controller can be user setup to run three variations of Plunger Automated Control. Advanced Plunger, Safety System Plunger and Turner Curve Plunger can be selected depending on the production requirements. Enhanced On/Off operation of



the gas sales valve and the blow valve is achieved as the XSeries monitors several well parameters to provide inputs to a Continuous Control Tuning Algorithm. This algorithm

is the key element in optimized plunger operation. Setup is made locally with a laptop computer using Totalflow PCCU software or remotely with Totalflow WinCCU software. The initialization requirements are menu selectable On/Off and Yes/No decisions. Easy operation and

quick view monitoring is made possible with the Totalflow Plunger Graphical User's Interface (GUI).

One Totalflow XSeries has the power to do both the well Gas Flow Measurement and Plunger Control. Correctly implemented Plunger Control may help achieve up to a 20% increase in gas well produc-

tion. For more discussion about Totalflow's approach to increasing your well's profit, call ABB Totalflow at (918) 338-4888 and ask for our Plunger GUI-Roux.

NEW FACES IN CUSTOMER SERVICE

The ABB Totalflow customer service group has new faces in the field and Bartlesville office to better serve customers with questions and field support.

Colby Waldo

Colby joined ABB in January 2006 and is our newest technical specialist responsible for the N. Texas, Southern, and Eastern Oklahoma areas for Totalflow. Colby brings several years of electrical/electronics and controls

experience to his new position within Totalflow. Colby is currently taking several measurement and Totalflow related training classes preparing him for his new duties. Colby will be located in N. Texas to better serve our customers.

Eugene Gutierrez

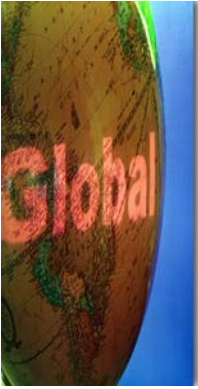
Eugene joined ABB in December 2005 located in our Liberal, KS. office. Eugene has technical responsibilities for W. Kansas, N.W. Oklahoma, and

Texas panhandle. Eugene brings over 17 years of Totalflow product experience to his new position.

Hampton Stapleton

Hampton joined ABB in January 2006 located in our Bartlesville, OK office. Hampton will have technical support responsibilities for all products supporting customers utilizing our 800 call-in services. Hampton brings several years of electrical/electronics and controls experience to his

new position within Totalflow. Hampton is currently taking several measurement and Totalflow related training classes preparing him for his new duties.



2006 GLOBAL TECHNICAL CONFERENCE

The 2006 Totalflow Global Technical Conference will be held on February 21-23 at the Tulsa Marriott Southern Hills in Tulsa, Oklahoma. There is no enrollment fee for the conference and the only cost to attendees is travel and hotel accommodations.

We view the conference as a forum for three-way communication from Totalflow to our customers, from our customers back to us, and our customers networking with each other.

The conference is not limited to Totalflow customers. In fact, we always have attendees who are 'considering' Totalflow as well. All in all, approximately 250 customers, potential customers, and representatives from around the world attend the conference.

Breakout sessions are offered to provide more detailed training and various listening posts are staffed with our technical experts to be available for questions and demonstrations.

If you are interested in attending the conference and need a registration packet, please visit our website, www.abb.com/totalflow, or call (918) 338-4753 for more information.



Topics of Upcoming Newsletters:

- Chemical Injection Automation
- Motor Control Panels Using all ABB Technology

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