

CUSTOMER CONNECTION

MARCH, 2008

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LEVELMASTER UPDATE

WHAT'S NEW

4 LevelMasters - 1 Intrinsically Safe Barrier

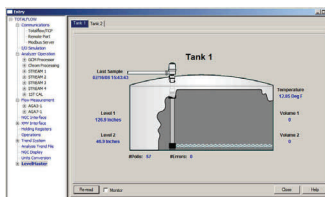
Our intrinsically safe barrier for hazardous areas now supports up to 4 LevelMasters vs the 3 (2 in some applications) in the past. We started shipping the new version of LevelMaster in February of 2008.



The main benefit is an overall reduction in cost for you to purchase and install LevelMasters. We estimate savings of 5-6% for a typical 4 tank installation by eliminating the second barrier and the associated costs for wiring and conduit.

New Graphical display in PCCU 7.0

With the new, intuitive interface in PCCU 7, you can quickly get the information you need for managing well-site liquids. Each tank

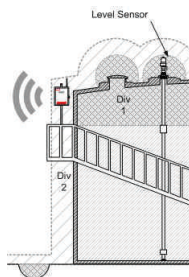


shows the levels, volumes, temperature, timestamp of last data sample and if any error codes are present. You can quickly view each tank by selecting the appropriate tab at the top of the window.

COMING SOON

Wireless Tank Level Sensing

New 3 in 1 system provides a wireless, intrinsically safe barrier with battery charger at or near the tank battery. Wellcom Wireless Products from Totalflow will eliminate trenching and cabling

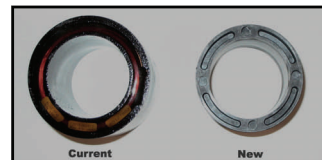


from tank batteries to RTUs or flow computers.

Using ultra low-powered radios, the Wellcom Products provide a quick and easy way to get tank levels into your data files and remote SCADA systems. Planned release in Spring '08.

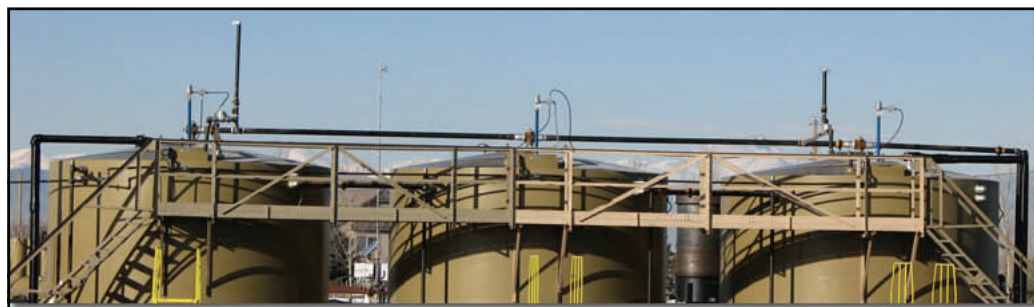
New Fortron® Floats

By using a new Fortron® material, we will be reducing



the outer diameter of the floats from 3.17 inches to approximately 2.83 inches. What does this mean for you? The floats will fit into smaller tank ports and allow for much easier installations.

- Single, passive floats for surface detection are targeted for release in the 2nd quarter of 2008



LEVELMASTER UPDATE CONT'D

- Dual level, active floats for both surface and interface detection are planned for mid-year.

Standalone High Level Switches

For lower production oil or saltwater holding tanks, we are designing a



standalone high-level switch product that can be installed in 2 inch tank ports or larger.

There are two level switches that can be adjusted from 36 inches from the top of the fitting down to just 12 inches from the top.

Intrinsically safe cabling and connectors will also be available for quickly connecting to our barrier assembly with enclosure.

GOOD NEWS

Single Float Systems on a Roll

Demand for single, surface floats has continued to ramp up. With one of the lowest return rates in the industry at a very reasonable price, we know why sales have nearly doubled.

Surface level monitoring in tanks provides a number of benefits including:

- Spill Prevention
- Automated SOX accounting and compliance
- Sales volume errors
- Automatic hauler scheduling

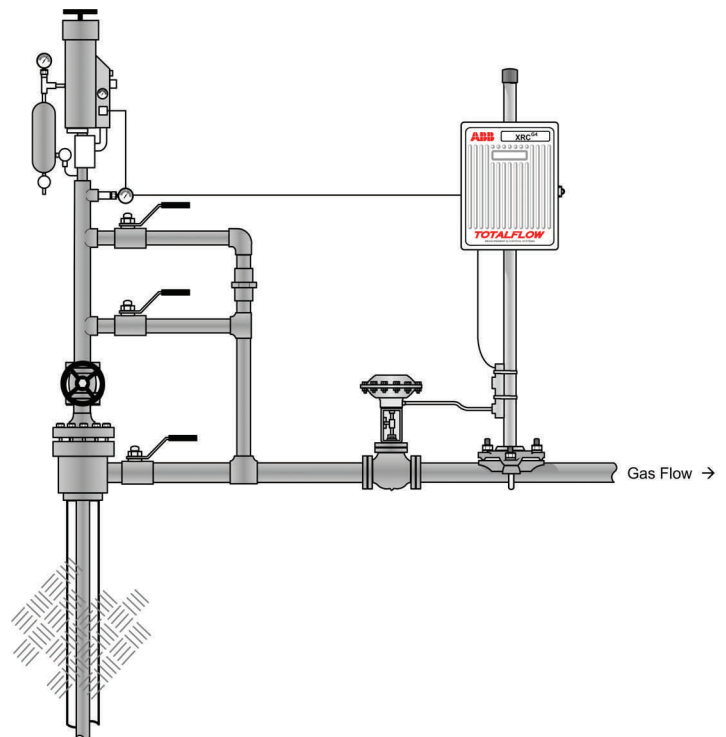
Dual Level Float Update

Our latest design released in early 2007 has continued to perform extremely well. With an extremely high level of accuracy and low-powered operation, this product continues to ensure accurate oil sales.

ABB TOTALFLOW DEPLOYS SOAP STICK LAUNCHER CONTROL

Utilizing Totalflow's flexible XSeries technology, soap stick launcher control capability is now available on XSeries Flow computer and RTU devices. The XSeries device monitors the flow rate (either measurement tube or critical velocity) and launches a soap stick when a low flow rate condition exists for a predetermined time period. Successive soap sticks can be launched in a controlled manner based on time delay and low flow rate settings.

Soap sticks will continue to launch until a maximum number of sticks is dropped (determined by the user); after which the logic discontinues dropping sticks and sets an alarm. The number of sticks in the launcher is monitored and a running total of sticks dropped are kept. The system can be either reset manually, remotely or by the difference of tubing and casing exceeding a certain point.



SEMCO ENERGY AWARDS ABB TOTALFLOW CONTRACT FOR SCADA SYSTEM AT PORT HURON GAS CONTROL CENTER

Bartlesville, OK, USA - February 6, 2008 – ABB, the leading power and automation technology group has won a contract to provide a new Supervisory Control and Data Acquisition (SCADA) system for the SEMCO ENERGY GAS COMPANY natural gas control center in Port Huron, Michigan. SEMCO is one of the top 50 gas companies in the United States, serving approximately 500,000 customers. The SCADA Advantage system will be supplied by our Totalflow product group.

SEMCO selected ABB's SCADA Advantage™ system because of its competitive cost, and anticipated maintenance advantages over the lifecycle of the system. "We selected ABB because we were impressed by how SCADA Advantage's utilization of off-the-shelf software required little customization to meet all of our requirements, while being basic enough for our internal employees to maintain," reflects Jim Larsen, SEMCO director of engineering services. "We wanted to avoid purchasing a system that required a high level of customization, which can add complexity to the initial implementation as well as future upgrades."

SEMCO believes the technology behind the SCADA Advantage system is the best fit for the local gas distribution market. "ABB's standard daily nomination interface and gas schedule tracking were a perfect fit for SEMCO's operational requirements," said Larsen. "We found their system to be unique in that these features were part of the existing functionality of their system, rather than a custom application like many other systems."

ABB Totalflow SCADA Advantage is uniquely designed for oil and gas operations, providing first-rate automation solutions. With self-configuring maps, smart screen templates, on-screen analysis tools, real-time and historical graphic trends and reports for managing multiple aspects of the system, SCADA Advantage automates and simplifies system operations allowing significant lifecycle cost savings.

"The ability to easily integrate our Geographical Information System (GIS) and Global Positioning System (GPS) was also a real plus," said Larsen. "ABB showed us that they had the complete SCADA solution for a Local Distribution Company (LDC). All of us on the product evaluation and selection team believe ABB is staged to become the market leader. We wouldn't be surprised to see them implement several major projects in the next couple of years."

Ed Smyth, ABB Totalflow's SCADA business development manager adds, "Though the SCADA Advantage system has proven itself in hundreds of upstream gas applications, it has never been installed at a large LDC until now. More than two years ago, we made a strategic decision to invest in the development of applications unique to the LDC market. It is exciting to realize a return on those investments. We are gaining traction in the LDC market and believe there are significant opportunities in the near future."

ABB (www.abb.com) is a leader in power and automation technologies that enable utility and industry customers to improve their performance while lowering environmental impact. The ABB group of companies operates in around 100 countries and employs about 110,000 people. For more information on ABB's natural gas measurement and automation solutions, please visit www.abb.com/totalflow

UPCOMING EVENTS

TRADE SHOWS

March 2-5: Gas Processors Association

April 9-11: ENTELEC

April 21-23: Acadiana Flow Measurement Society

April 29-30: Automation World

May 13-15: Int'l School of Hydrocarbon Measurement

TRAINING

March 4 - Basic Flow Computer (Midland)

March 11 - Advanced XSeries (Midland)

March 17 - Advanced WinCCU (Midland)

March 20 - WinCCU Template (Midland)

March 25 - NGC (Bartlesville)

April 8 - Basic Flow Computer (Bartlesville)

April 15 - NGC (Midland)

April 21 - SCADA Advantage Administrator (Bartlesville)

May 6 - Basic Flow Computer (Bartlesville)

May 20 - NGC (Bartlesville)

June 10 - Advanced XSeries (Bartlesville)

June 17 - Basic WinCCU (Bartlesville)

June 24 - Btu 8000 (Bartlesville)

2008 GLOBAL TOTALFLOW TECHNICAL CONFERENCE

The Global Totalflow Technical Conference was held on February 19th through 21st with approximately 300 customers in attendance.



Between the general sessions, breakout sessions, focus groups, round table discussions, and listening posts, several topics were discussed by various Totalflow experts.

The new wireless tank level sensing, Fortron® floats, and standalone high level switches were mentioned as “good news” for the LevelMaster. The next generation flow computers, XFC^{G4} and XRC^{G4}, will have the same basic expandable features of

the XSeries plus much more expandability. The natural gas chromatograph, NGC, has various applications available as well as a portable NGC unit.

Totalflow began having technical conferences in 1988 so this year was our 20 year celebration. One of our customers, Steve Gage from Arkansas Western Gas Company, has attended every year. He was presented an ABB Totalflow jacket during the general session by sales manager, Don Salyards.



Before the conference, Steve was quoted as saying, “This will be the

20th tech conference. I’ve not missed one yet. Twenty years in a row. It’s hard to believe. It will be a celebration.”

Steve is a valued customer as are all of our customers. We plan to continue the technical conference tradition so that we can provide our customers with the tools and information they need to be successful.

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