



# UPSCO

Connections. For Life.™

A GREAT  
COMPANY TO  
WORK **WITH**

[UPSCOINC.COM](http://UPSCOINC.COM)



## At UPSCO, we make Connections. For Life.™

Since 1965, we have been a pillar in the natural gas industry supporting utilities, contractors, and material integrators to build and remediate utility infrastructures that deliver life sustaining energy. UPSCO provides an easy and seamless customer experience fueled by integrity, accountability, and flexibility. We have earned a reputation as a manufacturer and distributor that prioritizes people and long-term relationships, while offering “Best in Class” products and services, as well as industry leading technologies from around the globe.

In 2017, 2018, 2019, and 2021 UPSCO celebrated its recognition by the Society of Human Resources Management as one of the **Best Companies to Work For in the State of New York** – some of the proudest and most impactful moments in UPSCO’s history. This recognition validates our efforts to make UPSCO a place that attracts, retains, and supports the people who contribute to its success.

As we explored this vision, a powerful theme emerged to help guide and inform our decision making. The best companies are so much more than “great companies to work for.” The best companies are “great companies to work **with**.” This theme encapsulates everything that UPSCO must strive to achieve in our daily interactions with:

Our team members.

Our customers.

Our principal manufacturing partners.

Our raw material suppliers.

Our industry and community.

Being a great company to work **with** is central to our purpose for creating “Connections. For Life.” It nourishes them. It sustains them. It deepens them. Being a company that people want to work with, a company that people choose to work with, is a measure of our ultimate success – truly our core strategic vision.



## OVER 50 YEARS OF CONNECTIONS

UPSCO was established in 1965 as a manufacturer of prefabricated meter sets for the natural gas industry. We manufacture and fabricate specialty products that meet or exceed customer specifications, whether choosing from a selection of standard designs or tailoring customized assemblies to specific needs and requirements. UPSCO offers API 1104 code welding, 100% pressure testing, hydrostatic testing, x-ray/mag particle inspection, custom packaging, inventory management programs, and continued service and support from product development through final installation.

The company has expanded its role providing underground infrastructure products and technologies to the natural gas industry. As a proven provider for more than 50 years in the natural gas industry, UPSCO has become a critical link between Manufacturers, Utilities, Contractors, and Material Integrators.

UPSCO is headquartered in the Finger Lakes region of Central NY with sales offices throughout the Northeast, Mid-Atlantic, and Midwest regions of the United States.

## BUILT ON RELATIONSHIPS

Our manufacturing, distribution and service capabilities are uniquely positioned as a single-stop source for utility and underground infrastructure needs.

Our business is built on interdependent relationships with our affiliate manufacturers, bringing together diverse products, services, and new technologies that meet very specific customer needs. We have an established track record and an exceptional reputation for the ability to solve problems effectively in a demanding and ever changing industry. Experience and collaboration allows us to bring cutting edge technologies to the market segments that we serve.

## CONNECTIONS. FOR LIFE

While we have long been known for the quality of the connections we make, piping assemblies carrying clean and safe natural gas energy, we have never lost sight of the importance of the connections we keep. UPSCO continues to be known as a company that values its relationships, and the positive impact it has among its stakeholders. Our “Connections. For Life.” carries UPSCO through the ups, downs, expansions, contractions and transformations of a rapidly changing energy market. At our core, we are more about people than manufacturing and our brand continues to stand for accountability, reliability, and consistency.

## A TRUSTED PARTNER NATIONWIDE

We have built a strong reputation as a competitive, service-oriented national player, expanding our footprint from the Northeast and Mid-Atlantic into the Midwest and throughout the United States. We are known for our agile, responsive service; knowledgeable and innovative staff; and quality products. When our customers are looking for new thinking, unique, best-practice solutions and a high-quality engagement with a trusted partner, they turn to UPSCO. We have some of the highest customer satisfaction scores in the industry and set the bar for manufacturing and distribution performance.

Our primary customer base is made up of natural gas distribution companies, and their DOT natural gas qualified contractors and material integrators. We also work with mechanical contractors, pipeline transmission companies, pipeline supply companies, underground construction contractors and municipalities.

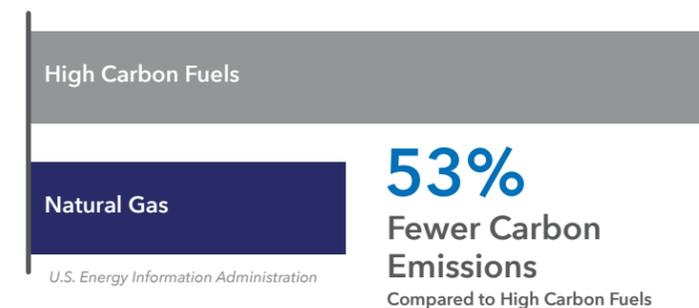


## A BRIDGE TO A LOW-CARBON FUTURE

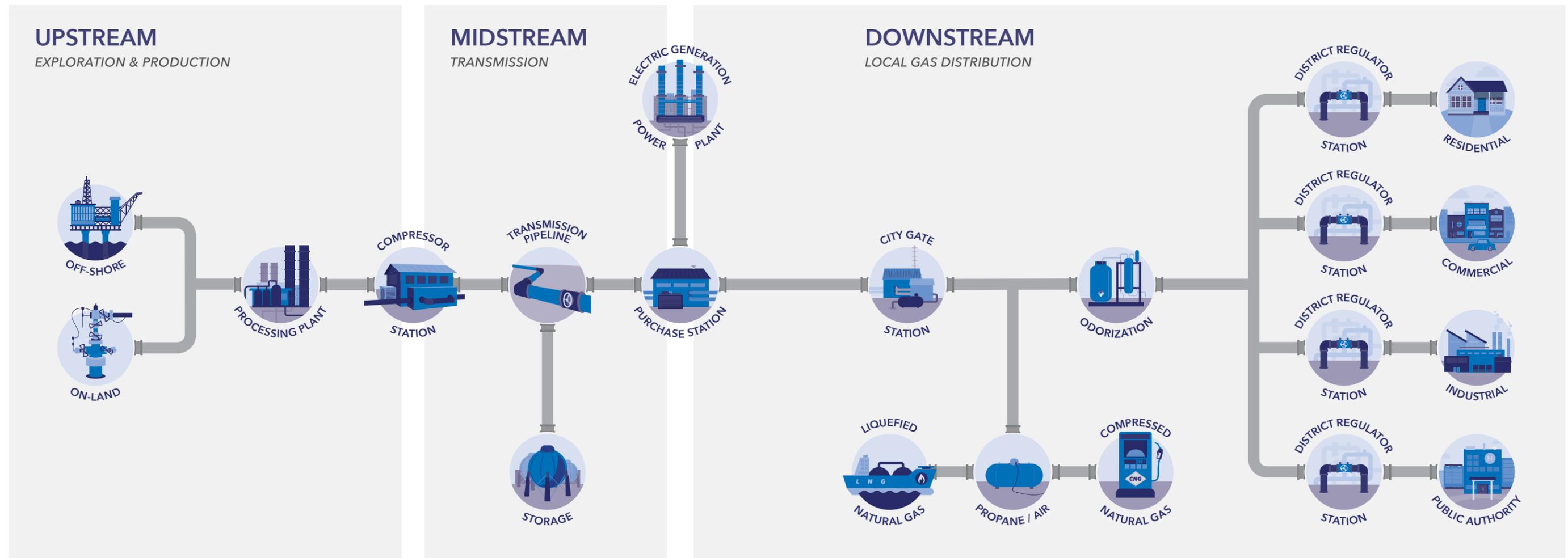
Energy affects nearly every aspect of life. It supplies our basic needs for safe drinking water, irrigation, food production, centralized power production, transportation, heating and air-conditioning, medical advancements, modern building materials, and the consumer goods we rely on to maintain our quality of life. Energy is more than a commodity, it is what makes our lives possible.

Renewables such as wind and solar are the fastest growing sources of energy, but according to the U.S. Energy Information Administration’s 2019 study, renewables, including geothermal, hydro-electric and biomass, contribute only 11% of the total energy used in the United States. Due to wind and solar’s limited infrastructure, intermittent power generation, and finite storage capacity, a bridging fuel is required to maintain our growing peak energy demands while reducing CO<sub>2</sub> emissions. Natural gas energy delivery systems will be that bridge, providing a secure, cost-effective, abundant, and reliable energy source for many years to come.

By continuing the development of new technologies, and working together with renewables we can chart a course for a more sustainable future, while continuing to provide vital energy worldwide.



## NATURAL GAS DELIVERY SYSTEM



**Natural Gas:** A naturally occurring hydrocarbon gas mixture consisting primarily of combustible methane. It is formed when layers of decomposing plant and animal matter are exposed to intense heat and pressure under the surface of the earth over millions of years. The energy that the plants originally obtained from the sun is stored in the form of chemical bonds in the gas.

**United States Natural Gas Delivery System:** The physical network used to transfer gas from the high pressure point of production to the low pressure point of consumption.

**Upstream:** Natural gas exploration and production activities that identify deposits, drill wells, and recover raw materials in the form of dry (pure methane), or wet (containing other hydrocarbons such as ethane, propane, butane, isobutane and pentanes) from underground geological formations and reservoirs.

**Exploration and Production:** The practice of locating natural gas deposits below the ground, on land or off shore, extracting and sending the gas through gathering lines to processing plants.

**Processing Plants:** Separate hydrocarbon liquids, gases, and water from the natural gas before the natural gas is delivered into a mainline transmission system.

**Compressor Stations:** Combustion engine or turbine facilities located approximately every 50 to 60 miles along each pipeline to boost the pressure that is lost through the friction of the natural gas moving through the steel pipe.

**Midstream:** Transmission operations that link upstream and downstream systems and includes interstate and intrastate pipeline transportation and storage services.

**Transmission:** A system of compressors, storage facilities and over 300,000 miles of high pressure, large diameter steel pipelines that move large volumes of natural gas from the producing regions to Local Distribution Companies (LDCs). Operating pressures can range 200 pounds to 1,500 pounds per square inch.

**Storage Fields:** To ensure that sufficient supplies of natural gas are available during periods of high demand, natural gas is stored in large volumes in underground facilities and in smaller volumes in tanks above or below ground.

**Purchase Stations:** Custody transfer of metered natural gas from the transmission company to the LDC.

**Downstream:** Marketing and distribution of natural gas to consumers.

**City Gate Stations:** Where the gas is heated, regulated, and odorized prior to being delivered into the transmission and distribution system of the LDC.

**Supplemental Fuels:** Natural gas that is liquefied compressed or mixed for peak shaving storage, vehicle fuel dispensing or transportation over long distances where pipelines do not or cannot service.

**Odorization:** Natural gas in its native state is colorless and odorless. In order to assist LDCs and consumers in detecting leaks, a sulfur based liquid (t-butyl mercaptan) is injected to give natural gas its distinctive odor.

**Distribution:** From the gate station, natural gas is transported via steel, cast iron or polyethylene distribution lines or "mains" that range from 2 inches to more than 24 inches in diameter and operate from .25-124 psi. The Local Gas Distribution Companies must ensure that the gas safely reaches each customer with sufficient flow rate and pressure through polyethylene service lines typically ½-2" in diameter to fuel equipment and appliances.

## NATURAL GAS ADVOCACY

As more public attention is placed upon the use of natural gas and its perceived impact on the environment, it is particularly important to increase your knowledge and awareness of the industry that we proudly serve. Natural Gas has a bright future, and it is imperative that we understand how its utilization plays a significant part in the solution to our energy challenges.

We invite you to become a Natural Gas Champion by becoming informed and having positive and productive conversations utilizing the following facts:

- C** **Compliments Renewables** - Accelerated and strategic deployment of renewables in partnership with the natural gas infrastructure can change the trajectory for climate change, enabling substantive reductions in carbon emissions, while insuring 24/7 reliability.
- H** **Heightens Energy Independence** - Since 2017, the U.S. has become a net exporter of Natural Gas, and is no longer dependent on foreign sources of energy to meet our country's needs.
- A** **Abundant and Affordable** - Based upon current geological surveys, the estimated future supply of domestic natural gas is enough to meet America's energy needs for more than 110 years at low and stable prices.
- M** **Minimizes Carbon Emissions** - Pipelines are maintained so well that methane emissions declined 75% between 2004-2015. According to the U.S. Energy Information Administration, the US has achieved 861 million metric tons of CO<sub>2</sub> reductions since 2005, while natural gas consumption has increased 25%.
- P** **Provides Comfort and Reliability** - The Natural Gas industry has shown an exceedingly high level of reliability during storms and other significant natural events when compared to other forms of energy delivery insuring that it is there when you need it the most.
- I** **Innovative** - Natural Gas utilities spend \$26 billion annually to enhance the integrity and safety of natural gas infrastructure resulting in the reduction of methane leaks and CO<sub>2</sub> emissions with more fuel-efficient combustion technology.
- O** **Operational Excellence with Public Safety being Priority #1** - The Pipeline and Hazardous Materials Safety Administration's (PHMSA) data shows that 3 million miles of underground pipelines are the safest method of transporting energy. The National Transportation Safety Board (NTSB) says that pipeline accidents make up less than .01% of all transportation accidents in the U.S.
- N** **Naturally Efficient** - From the wellhead to the burner tip, Natural Gas can achieve efficiency ratings over 90%.



## MAKING CONNECTIONS

In 2020, making connections in person became incredibly difficult and subsequently that much more important. To continue highlighting the value of making connections through natural gas advocacy, we launched the Connections. For Life. webcast.

What began as a way to maintain our relationships during a time of isolation has grown into over a year of interviews, conversations, ideas, virtual trade shows with thought leaders in our industry and most importantly, new friendships. Through projects like the Connections. For Life. webcast, we strive to build upon a cohesive and collaborative community so that together we can strengthen the natural gas network for the next generation. We thank all those who graciously contribute their time and inspire others with their passion for the industry.

Visit [connections-for-life.com](https://connections-for-life.com) to learn more about the Connections. For Life. webcast and to watch the full catalogue of episodes.





## OUR VALUES

Core Values support our vision, shape our culture, and personify the company's identity. They define the principles and beliefs most fundamental to the organization. We hire to them, we assess individual performance by them, and they guide the decisions we make and the actions we take.



### Passion with Purpose

At UPSCO we deal in energy. Not just the kind from natural gas, but the natural energy that comes from people motivated and passionate about what they do. Our enthusiasm, our unique combination of effort and attitude, impacts everyone around us. It's not only what we build, support or sell; it's what we bring to each day that counts.



### Work Fun

At UPSCO we understand that work requires dedication and effort, but we also know that great relationships - the kind of relationships that build great companies - are about more than just the work. It's the balance of work and fun that we value. For us both are connected, one enhancing the other to accomplish great things.



### No Sheeple

At UPSCO we recognize strength in character and conduct. Everyone has a voice that is valued. Everyone earns an important role that commands dignity and respect. We are direct, succinct and efficient. We act with courage and speak up when we see something that does not work. We respectfully, thoughtfully, and constructively share our ideas, insights and perspectives. We are flocking leaders, not flocking followers.



### Attitude without Attitude

At UPSCO, a positive attitude thrives. We believe that you are responsible for your perception and accountable for your actions. Own them.



### Together We are Better

At UPSCO we know we can't be successful without a community of people to support our growth. We believe that cooperation, communication, and collaboration are the paths to success. Here, every incremental improvement focuses on bettering our last best through teamwork that drives our standards for leadership, innovation and service.



### After You

At UPSCO, to provide excellent service is to succeed. Not the kind of success that comes with financial gain, but the true joy and satisfaction that comes from an attitude of giving - to work objectively without selfish motives. There is nothing more gratifying than having helped others achieve.

## PIONEERS AND PROBLEM SOLVERS

UPSCO's dedicated leadership in the Natural Gas Industry has built a legacy of accountability, commitment, and promises kept – a genuine, old-school bond between friends born in the trenches and underground infrastructure of America for more than 50 years.

Together we are pioneers and problem solvers, shaping the industry and building a sustainable future.

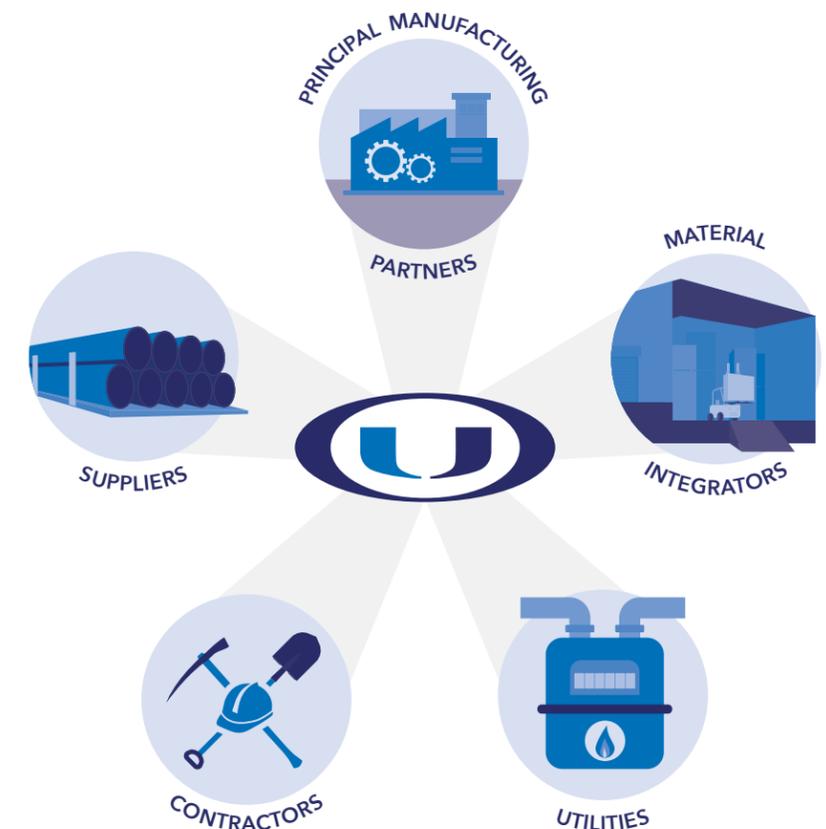
UPSCO is your first call for day-to-day challenges, your source for the latest in technology and compliance, and a trusted, reliable partner in product manufacturing, distribution, services, and support.



## STRATEGIC CONNECTIONS

UPSCO is uniquely positioned to effectively connect our customers with more of what they require while creating growth opportunities for our Principal Manufacturers and Material Suppliers. A strategy that invests in Pioneering Collaboration that generates new products and services; robust business intelligence that provides foresight, and information; Superior Connections that leverage the UPSCO culture while supporting a customer-focused team with knowledge, expertise, experience and new offerings that differentiate the brand and reinforce the company's competitive position.

We excel at managing the capabilities, expectations, and limitations of both our suppliers and customers.



# AT UPSCO, WE DEAL IN ENERGY.



The energy derived from natural gas and the energy that comes from the passionate people who propel our company forward. Our genuine enthusiasm, combined with our unique blend of passion and attitude influences everything we do, build, support and sell. We are an organization inspired by a higher purpose, not just profit.

We wear our dedication proudly like a badge of honor. We believe strength comes from our character - a commitment to openness, creativity, growth and integrity that fosters lasting relationships.

At UPSCO, we deal in relationships, not transactions. The kind of relationships built on mutual respect and trust.

Born from our commitment to quality and over 50 years of experience, we are dedicated to being leaders in the Natural Gas Industry. And being a leader means being accountable. It means when we give our word, we keep our word knowing we are our word. It means that our egos never precede our actions.

We are service-centered, not self-centered.

At UPSCO, we provide a connection to more than a source of energy. Our connection to each other is the source of power that fuels our success.

We are a company that thrives on connections. Connections we make. Connections we keep.



For more information on UPSCO,  
the natural gas industry, and the  
connections we make, email us  
at [info@upscoinc.com](mailto:info@upscoinc.com) or visit

**UPSCOINC.COM**



PO Box 431  
67 Central St  
Moravia, NY 13118

**(315) 497-1070**