



**Stucchi**  
YOUR NEXT GREAT SOLUTION



CUSTOMER SUCCESS STORY  
OIL & GAS



## **Deadlines and dangers in the oil and gas field mean there's never a good time for downtime.**

When Stucchi's Oil and Gas Customer wanted to optimize the efficiency of their coiled tubing equipment in the field, they joined forces with Stucchi Inc. to provide a better connection solution.

"The Stucchi multi-coupling plate addressed our bulkhead concerns, including the time to connect 20 to 24 hydraulic lines 60 feet in the air, which now takes minutes instead of hours. Stucchi was a good choice in terms of support and serviceability. Today, their multi-coupling plate is our standard and has become an industry norm—that's probably the biggest testament."

**—Dale C,** Stucchi's Oil and Gas Customer



***No one understands the pain points associated with downtime of drilling rigs and drilling services equipment better than the oil and gas rig managers, fleet managers, and engineers working in the field.***

An industry leader and the innovator of coiled tubing equipment, Stucchi's Canada-based Oil and Gas Customer is capable of servicing wells at extended reach depths, more efficiently and safer than ever before. As their Reliability Specialist, Dale C needs to make sure his fleet and clients in the field have as much uptime—and as little non-scheduled downtime—as possible.

As a leading global manufacturer of high quality hydraulic quick coupler products and multi- coupling plates, Stucchi Inc. uses forward-thinking design, engineering and fabrication expertise to provide reliable fluid connection and control solutions that serve the oil and gas industry, as well as the mobile, industrial/manufacturing, and agricultural markets.

## **PROBLEM: DOWNTIME**

Coupler connections must be performed quickly and efficiently when servicing oil and gas wells, and any incorrect connection can lead to failure, safety concerns, and costly unscheduled downtime. Coiled tubing service providers are called in to mitigate operational issues, so it's important for them to optimize safe and efficient uptime. Dale knew that a multi-coupler plate could provide safer, more efficient bulkhead connections than individual quick-couplers.

***With 10-15 hoses on the back of a truck at any one-time, cross connection needs to be avoided at all costs—just one wrong connection could result in an extremely unsafe incident, hundreds of thousands of dollars in damage, and up to two days of downtime.***

Based on Stucchi Inc.'s reputation, Dale chose the company to customize multi-coupling plates that would solve specific connection challenges. Since multi-coupling plates hadn't historically been used in oil and gas, Stucchi and their Oil and Gas Customer teams worked together to determine, engineer, and produce a product designed to withstand the rigors of the application.

*Knowing the importance of operating efficiently every minute of every day, Dale and his team knew there must be a better way. They looked beyond individual quick couplers and challenged themselves to find a quicker, more reliable solution that would also promote safety by eliminating cross-contamination and cross-routing.*

## **THE STUCCHI: SOLUTION**

Stucchi multi-coupling plates are designed to improve productivity and efficiency, reduce downtime, and improve performance and safety. With a single handle, single motion connection and auto-locking system, they eliminate crossing of lines and ensure that couplers are fully connected, therefore reducing downtime.

## **WORKING TOGETHER**

Stucchi's sales and engineering teams worked directly with their Oil and Gas Customer's team in the field to tailor a successful solution, making the product modifications and improvements to create a heavier-duty multi-coupling plate that was more tolerant of oil-field abuses.

## **REAL RESULTS**

Implementing Stucchi customized multi-coupling plates has helped their Oil and Gas Customer create a competitive advantage:

Unsurpassed reliability that makes their customers confident they won't experience costly unscheduled downtime. While continuing to make safety and quality a priority, Stucchi's Oil and Gas Customer has experienced fleet utility rates as high as 90%, in a market where those rates have dropped as low as 20%.

## **CONTINUOUS IMPROVEMENT**

Experienced field sales and customer service personnel collaborate to deliver optimal quick coupler solutions with specific applications and outcomes that support our customers' continuous improvement efforts, including labor and cost savings and safety enhancements.