

REAL EQUIP, INC.

Oilfield Equipment Listing Service



DRAWWORKS...PUMPING UNITS...BEARINGS...MUD PUMPS...VALVES...CASING...COMPRESSORS
...TRUCKS...DRILLING RIGS...GEARS...COLLARS...ENGINES...TANKS...WIRE ROPE...BITS

What is it?

Real Equip is a worldwide computer network service to aid companies in the oil and gas industry in *buying* and *selling* equipment of any type, size or condition.

What does it provide?

The service provides up-to-date, comprehensive descriptions of equipment listed for sale by companies like yours. A list of equipment from any category will allow you to compare similar equipment. The individual listing on a piece of equipment will give you the details you need to determine if it is suitable and how to contact the owner.

How does it work?

Both listing and locating equipment are done through a computer terminal in your office:

TO BUY: Simply enter the type of equipment you are looking for relative to size and capacity and *immediately* receive a printed, up-to-the-minute list of all that is available to fit your needs. Then receive a print out of the complete details on any items selected from that list.

TO SELL: Simply enter the specifications of the equipment you are selling and it is *immediately* on the market.

What do I need?

All you need is a computer terminal and your telephone. If you don't already have a terminal that is compatible we will provide it for you. Our terminals are about the size of a portable typewriter and do not require any special wiring.

What does it cost?

It costs only \$25.00 a month, plus a small charge (a few dollars) for each use depending on the amount of computer time used, and a small charge for each item listed. The entire service costs less than most any other type of equipment marketing.

When does it start?

The service will be fully operational by June 1982, but we have already begun accepting requests from companies who want to make use of our service.

For additional information call (713) 893-9999.

In order for Real Equip to make this service most useful for our users, would you please take a minute *now* to fill out and mail this card to us. Thank you!

1. Do you have a computer terminal in your office now?
 Yes No
2. If a terminal must be provided by Real Equip, which would your company prefer? Buy Rent
3. Would your company be interested in finding out more about this service?
 Very interested Somewhat Not at all

4. Would your company be more likely to:
 List equipment for sale
 Get lists of equipment to purchase
 Both equally (buy & sell)
5. If your company listed items *for sale*, how many during one month might be listed?
 Under 10 items/month
 10-30 items/month
 Over 30 items/month
6. Would your company be interested in using such a service?
 Yes No Don't know

Name _____

Title _____

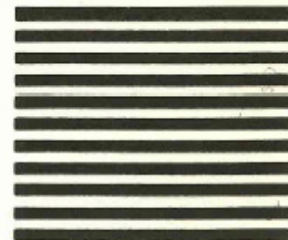


BUSINESS REPLY MAIL

FIRST CLASS PERMIT NO. 19260
POSTAGE WILL BE PAID BY ADDRESSEE

Real Equip, Inc.
5222 FM 1960 West
Suite 122
Houston, Texas 77069

NO POSTAGE STAMP
NECESSARY IF MAILED
IN THE UNITED STATES



REAL EQUIP MARKET STUDY REPORT
MARCH 1982

NUMBER OF MAILINGS SENT :	500
NUMBER OF MAILINGS UNDELIVERED :	19
DELIVERED MAILINGS :	481
PERCENTAGE OF RESPONSE :	4 %

QUESTION	PERCENT
1. DO YOU HAVE A COMPUTER TERMINAL IN YOUR OFFICE NOW?	
YES	40 %
NO	60 %
2. IF A TERMINAL MUST BE PROVIDED BY REAL EQUIP, WHICH WOULD YOUR COMPANY PREFER?	
BUY	5 %
RENT	40 %
* NOTE: AS A PERCENTAGE OF THOSE WHO NEED TERMINALS	
BUY	5 %
RENT	66 %
3. WOULD YOUR COMPANY BE INTERESTED IN FINDING OUT MORE ABOUT THIS SERVICE?	
VERY INTERESTED	60 %
SOMEWHAT	30 %
NOT AT ALL	10 %
4. WOULD YOUR COMPANY BE MORE LIKELY TO:	
LIST EQUIPMENT FOR SALE	25 %
GET LISTS OF EQUIPMENT TO PURCHASE	20 %
BOTH EQUALLY (BUY & SELL)	55 %
5. IF YOUR COMPANY LISTED ITEMS FOR SALE, HOW MANY DURING ONE MONTH MIGHT BE LISTED?	
UNDER 10 ITEMS/MONTH	45 %
10-30 ITEMS/MONTH	40 %
OVER 30 ITEMS/MONTH	10 %
6. WOULD YOUR COMPANY BE INTERESTED IN USING SUCH A SERVICE?	
YES	50 %
NO	5 %
DON'T KNOW	45 %

SEE CHART OF RESPONSES FOR NAMES OF COMPANIES WHO RESPONDED.