



Direct Access from Over 300 Cities Worldwide

Remember . . .

With Real Equip, direct access to the entire oilfield equipment market is literally a phone call away.



REAL EQUIP

AUTOMATED LISTING SERVICE

Your Hotline to the Oilfield Equipment Marketplace

Put the Marketplace in Your Own Hands.

As someone involved in buying and/or selling oilfield equipment, you're already familiar with the problems.

The tedium of looking over lengthy, poorly organized trade publications. Advertisements that are dated, incomplete, erroneous or even bogus. The hassle of brokers. Expensive commission fees. Delays in listing and/or locating equipment. It goes on and on.

But now there's a way to solve all these problems. And it's literally as simple and easy as dialing a phone.

Real Equip Gives You Direct Access to Oilfield Equipment Throughout the World.

Through Real Equip, you can enjoy the advantages of a *worldwide computer network service*. By utilizing a dial-up computer system, you can gain direct access to listings of oilfield equipment throughout the world. And you can do it right from your own office.

There's no middleman. No commission fee. And none of the usual hassle involved in listing and/or locating oilfield equipment.

Just one phone call gives you access to listings from supply companies, drilling contractors, equipment manufacturers and other petroleum industry companies throughout the world.

It's a Simpler, More Efficient Process For Both Buyers and Sellers.

To use the system, you merely dial the designated number (a local number in over 300 cities worldwide) and your terminal is connected to the computer, ready to use. As a *buyer*, you then enter the type of equipment desired. You'll immediately receive a complete and comprehensive list of all equipment that fits your particular specifications. You can then request a detailed description of any particular item you select from that list.

If you're a *seller*, the whole thing is even simpler. All you have to do is enter the specs for the equipment you want to sell and it immediately goes on the market. And, unlike traditional ways of listing (i.e. trade publications), there are no delays involved with publication and/or closing dates.

Whether you're a buyer or a seller, you benefit from the fact that this system offers you the most *up-to-the-minute, well-organized* listing of equipment available. Descriptions of all equipment and parts are far *more complete* than you'll find with any other method. And, it takes only minutes to add or delete a piece of equipment, as its availability changes.

Remember, too, that this service is based entirely on a direct buyer-to-seller relationship.

It Requires a Minimal Amount of Easy-to-Operate Equipment.

This service requires minimal investment on your part. All you need is a *computer terminal* and a *telephone*. If you don't already own a compatible terminal, your Real Equip representative can help you arrange to get one. You can choose between rental, purchase or lease/purchase arrangements on several available name brand models. Some models are portable, so you can use them from home or on the road. And all are capable of helping you with other office and business tasks besides this listing service.

No special skills or computer training are required. One of our representatives will instruct you in the simple operation of your terminal. And supply you with a customer assistance number.

It Costs Substantially Less Than Traditional Listing Methods.

Best of all, this service *costs less* than any other type of equipment listing available.

There is a modest flat monthly fee, plus a small charge for each use (depending on the computer time involved), and for sellers, a small charge for each item listed. (The enclosed card lists our current rates.)

To give you an idea of just how economical this service is, compare the cost of listing 65 pieces of equipment with a popular trade journal (approximately \$1,450) to the cost of listing the same amount of equipment more efficiently and in greater detail with this service (about \$840). Quite a savings—with far more impressive results.

For this amazingly nominal expenditure, you'll receive the advantages of direct access. Plus tremendous savings in time, effort and marketing costs.

We urge you to contact one of our representatives today. Or call us at our main office.



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Houston, Texas 77069

713-893-9999



PRICE SCHEDULES

HOOK-UP FEE:

One time charge for setting up new account,
payable with service contract..... \$50.00

SERVICE FEE:

Monthly charge for maintaining access to the
computer system \$25.00

*Optional: Additional monthly service charge
for 50 customer assignable ID numbers to be
itemized on customer's monthly
billing.....\$5.00

LISTING FEE:

Fee for each listing entered into the computer
systems for each period of up to 30 days.

Regular listing (400 characters)

1 to 50 (each) \$10.00

51 to 100 (each) 9.00

Over 100 (each) 8.00

Rig Listing (4000 characters)40.00

USAGE FEE:

Terminal Connect Time per hour\$2.00

Character Transmission Charge per

1000 Characters30

Virtual Resource Unit (measure of computer
resources used during execution of program
per VRU)36

Sample: Direct accessed search and retrieval of
data would cost approximately \$5-\$10.

COMPUTER TERMINALS:

ITEM	PURCHASE	MONTHLY RENTAL*
TI-745 (30 cps)	\$1695	\$110
TI-785 (120 cps)	2445	145
TI-787 (120 cps)	2995	175
TI-840 (75 cps) w/Omnitec		
9212 modem	2590	200
TI-820 (150 cps) w/TI Tri-Modem	3490	210

*Rental includes depot maintenance.

COMPUTER SUPPLIES:

Thermal Paper (747, 785, 787)

100' Roll\$ 2.95

Ribbon Cartridge (820) 4.95

Ribbon Cartridge (840) 7.95

Ribbon Cartridge (840) Reinking13.95

TERMS:

Hook-Up Fees and Terminal Rentals are
payable in advance. All other fees are 2% 10/Net
30.

(Prices effective May 1, 1982 and are subject to change
without notice.)