encores

TRAVEL LOG:

Saudi Arabia

AS TOLD BY OUR OWN DENNIS POINTER



JUST FOR LAUGHS

Q: What do you call a camel without a hump?

A: Humphrey.

Q: What do you get when you cross a cow with a camel?

A: A lumpy milkshake!

Q: Why do camels make good soldiers?

A: Because they have CAMELflouge!

Q: What is a camels favorite nursery rhyme?

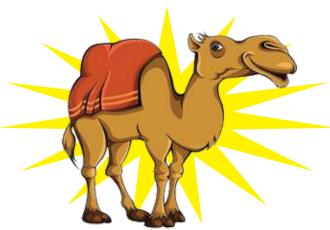
A: Humpty Dumpty.

Q: What do you call a camel with no humps?

A: A horse.

Q: Why don't camels laugh at desert jokes?

A: Because they are dry humor.







Ooops - here it says "FIRST cross the desert, THEN eat your camel..."



RADIATOR, INC.

Manufacturers and Distributors of MESABI® Flexible Core Heat Exchangers

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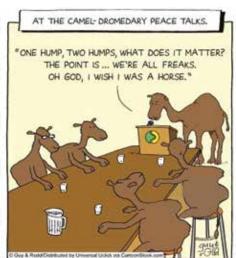
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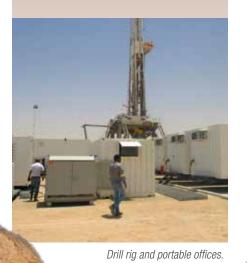






RECENTLY WE WERE ASKED BY ONE OF OUR CUSTOMERS TO TRAVEL TO SAUDI ARABIA

to assist them in reviewing their MESABI® cooling systems to help optimize their performance in harsh, high ambient conditions.



We are proud of the fact that our sales team not only sells our products, but often performs service duties as well. Our training is ongoing and we learn from our field experience.

The trip to Saudi is long and arduous. The flight from Minneapolis to Amsterdam was 7.5 hours and from Amsterdam to Dammam another 6 hours. Immigration in Saudi is no cake walk. The Saudis are very diligent considering the current situation in the Middle East. I was 12th in line and it took 1.5 hours to clear.

The drive was through barren desert populated with old car and truck tires, camels, an occasional Bedouin, and sand as far as the eye could see.

The company we were assisting provided transportation and accommodations. The accommodations were very good. I had a private room with flat screen TV, comfortable bed, nice bathroom/shower and an air conditioner that you could use to make ice cream.

Downstairs there was a large sitting room with big screen TV and large kitchen/dining area. Food was

served in the "coffee shop" and was very good, although we were served a lot of chicken.

The workday began with breakfast at 5:00 a.m. then onto a bus to the main shop/operations compound for arrival at 6:15. Available transportation and coordinating with maintenance personnel determined which rigs we could visit.

Most rigs were between a 1.5-2.5 hour drive.

The drive was through barren desert populated with old car and truck tires, camels, an occasional Bedouin,



MESABI® radiators cooling Cat® 3512C P/N 115279. 1,476 horsepower good for 55c/131F ambient.

and sand as far as the eye could see.

On arrival at the rig we would check in with the rig manager and receive our safety training.

Each rig has its own camp with a medic, ambulance, housing for crew and company men as well as two dining halls. The food at the rigs was excellent with fresh fruit, salads – and chicken dishes. Even ice cream.

While this all sounds lovely, these crews earn their pay. The conditions are harsh, the hours are long, and the pressure is high to complete the wells. Some of the maintenance groups are on call 24-7 and driving to a rig in the middle of the night in the desert would be intimidating especially if you do not speak the language.

At each rig, we would inspect each radiator for issues detrimental to performance, such as dirt, loose belts, etc.

As in every industry we work in, the most common problem was dirty radiator cores. We discussed the best cleaning method with each rig mechanic and informed rig managers of our findings and made recommendations. With these rigs running in extreme ambient conditions we pointed out the importance of constant, and thorough, cooling system maintenance.

It was a pleasure working with these guys and I wouldn't hesitate to do it again. These folks and their company are first class! It was an experience I will never forget and I thank them for it.

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