

7 DECEMBER, 1998

ARROW SPECIALTY CO.
2301 EAST INDEPENDENCE
TULSA, OKLAHOMA 74110
ATTN: BOB FORNELL

Dear Bob,

Thank you so much for stopping by last week to visit with us and to look at the Arrow Gensets that we have purchased previously. This shows the interest that you have in your customers. Since you have been so helpful to us in the past I am writing this letter to help you promote your product. I have no problem with you showing this letter to your other customers and will be glad to talk to them if they have any questions. Enclosed are several of my business cards.

Columbia purchased it's first Model C-46 Genset in November, 1989 to supply Cathodic Protection to a section of a bare 16 inch gas pipeline in a remote area of the system where commercial power is not available. Previously we had purchased turbogenerators in 1981 and 1984 and the maintenance and repair parts costs were very high. Because of the unreliable service the turbogenerators were junked and replaced with the Arrow Gensets. In November 1990 the second Genset was purchased and the third in November 1996.

The first unit now has over 66,000 hours on it and there has never been a single bolt removed from this engine. If you were to equate this to an engine running continuously at 50 miles an hour this would be 3.3 million miles.

In the last year we have increased our oil changes from 1000 hours to 1500 hours. The decision to do this was based on our oil analysis results that we take each time we change oil.

These units have been very reliable and very low maintenance. Since they are about an hour and a half away from our work location we need such reliability as we are now getting. In the near future we will be installing remote monitoring on each of the units that will be observed twice each day by a satellite.

Since we are updating our Cathodic Protection system we are going to be ordering 5 new C-96 units with 15KW generators to power 10 new rectifiers installed in the system.

Thanks to you Bob and all the people at Arrow Specialties for the fine product and for being so cooperative when we have had questions.

Sincerely,

Paul Park

Paul Park

Leakage and Corrosion Technician