Refining Community presents
Coking.com® & SulfurUnit.com

Calgary, Alberta
September 13-17, 2010

Safety Seminar ◆ Exhibition ◆ Training
Safety is a culture, not a reaction

Our mission is to help reduce injury by creating safe mechanical alternatives
HOW SAFE IS IT DOING IT THIS WAY?

- The wrench could slip
- The wrench could snap
- The cable on the come-along could snap
- The tools could fall while being set up

All of these conditions could result in serious injury or death
## HOW MUCH DOES IT COST DOING IT THIS WAY?

### Typical Stem Change

<table>
<thead>
<tr>
<th># of Joints per Stem</th>
<th>Annual Ave # of Changes</th>
</tr>
</thead>
</table>

### Cost Breakdown

<table>
<thead>
<tr>
<th></th>
<th>Hours</th>
<th>Hourly Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Supervisor Hrs:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mechanic Hrs:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Helper Hrs:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Man Hours:</td>
<td>0</td>
<td></td>
</tr>
<tr>
<td>Total Labor Cost:</td>
<td>$0.00</td>
<td></td>
</tr>
</tbody>
</table>

### Coker Down Time

<table>
<thead>
<tr>
<th></th>
<th>Hours</th>
<th>Hourly Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td># of Hours Affected by Stem Change:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rate per Hour for downtime:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Coker Revenue:</td>
<td>$0.00</td>
<td></td>
</tr>
</tbody>
</table>

### Injuries w/ Stem Change

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td># per Year:</td>
<td></td>
</tr>
<tr>
<td>Lost Hours:</td>
<td></td>
</tr>
<tr>
<td>Rate:</td>
<td></td>
</tr>
<tr>
<td>Total Cost:</td>
<td></td>
</tr>
</tbody>
</table>

### Annual Average Cost / Stem Change:

# of Joints per Stem

# of Joints per Stem

Annual Ave # of Changes
THE SAFEST WAY
SCORPION 600RST
THE ONLY TOOL FOR THE JOB

- Designed in conjunction with leading stem pipe manufacturers to meet the specific needs of refineries
- Scorpion equipment is already in use at Shell’s Martinez refinery in California and on order for 3 other refineries
- Reduces stem change out time by at least 50% with no injuries*

*Based on initial trials and customer feedback. Individual results may vary.
- Eliminate dangerous equipment
- Reduce injuries
- Eliminate down time
- Reduce damage
- Conform to specifications
- Reduce employee stress
- Respond to your unique needs
- Customize the tool to your application
ABOUT SCORPION OIL TOOLS

- In business for almost 25 years
- Specialize in hydraulic chain tongs
- Excellent design and customer service
- Proudly manufactured in Houston, Texas
- Innovation by design
VISIT OUR BOOTH TO DISCUSS
HOW THE SCORPION 600RST
CAN HELP YOU REDUCE
INJURY.

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