

## Dealer's engine sales fill gap in the oilpatch

By KITTY FRALEY

In the fall of 1980, L.L. Karli was delivering some equipment to a farmer when he noticed an oil well on the side of the highway. He drove up and asked the production foreman when he expected drilling to begin. The foreman told Karli there would be no oil produced out of the well because he couldn't find an engine to run the pump.

Karli, who works for Twin City Farm Equipment, Inc., sold the production foreman two International Harvester engines for about \$5,900 each.

"Ever since I sold those first

two engines, my company has continued selling engines to oil-field companies," Karli said. "We've sold about 100 engines the past two years."

The problem that oilfield companies had with engines in the past was getting electricity to the well for electric engines or diesel fuel for diesel engines, he said.

"The biggest advantage of our engine is that it burns gas from the well," Karli said. "And if the pressure in the well drops too low for the engine to use, then butane from a nearby tank can be used."

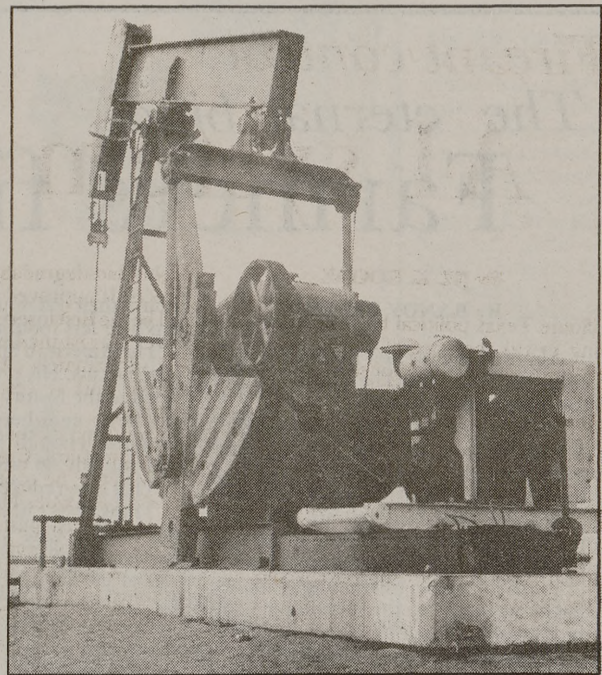
Karli sells the engines directly to the production manager of

the oil company.

"I go to the site and get various information, then I find the right engine for that particular well," he said.

The information that Karli needs is the depth of the well and the number of strokes per minute. The number of strokes per minute is very important, he said, because it helps him determine the pulley sizes and belts necessary to attach the engine to the pump.

The engines have a six-month warranty, and International Harvester services them whenever needed during that time, Karli said.



## U.S. salt intake high

By THERESA SCOTT

Most Americans eat too much salt, say the Food and Drug Administration and the U.S. Department of Agriculture. To make more people aware of this, the agencies may soon require industry to label the salt content of processed foods.

Salt is an essential nutrient, but eating too much can be harmful, especially to people with high blood pressure.

Besides being added during cooking or as a seasoning, salt is naturally present in food and water. It is also added during food processing, which accounts for the largest amount taken

into the body.

Adults need a minimum of 200 milligrams of sodium daily. This is about one-tenth of a teaspoon of salt. The Food and Nutrition Board of the National Academy of Sciences considers a daily intake of 1,100 to 3,300 milligrams (1/2 to 1 1/2 teaspoons of salt) to be "safe and adequate" for the healthy adult.

However, daily sodium consumption averages between 4,000 and 10,000 milligrams (2 to 5 teaspoons of salt). This is 20 to 50 times more sodium than the body needs, the National Academy of Sciences reported.

The FDA and USDA want manufacturers to state on labels

the amount of sodium in processed meats.

Industry is not trying to endanger the public by producing a product with an extremely high sodium content, said Shawn Brammell, vice president of Food Management, Inc. in Indiana.

"Industry would reduce salt if they could make a favorable product with the taste and preservation value the public would go for," Brammell said.

Industry is concerned with the cost of enforcing the proposal, Brammell said.


"It would cost industry \$1.6 million to change to labeling for sodium on the package of processed meats," Brammell said. "The cost would come from label conversion, lab research and monitoring progress of the program."


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
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
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