Finding My Way Through the Hills and Valleys of what we call “The Patch!”

1973 to 2016- - -

Hal Payne
Ken Miller Supply
How would you like to work in the oil patch??

- Started summer 1973 mowing grass, painting tank batteries, plugging rig, whatever was needed

- The 1973 Arab Oil Embargo (OPEC)
  - Oil jumped from $3.00 to $12.00 per bbl
  - ?? Sports / motorcycles - I was oblivious to this

1977 Summer – Junction City, Ohio Store
  Monday – Saturday Noon
Would You Be Interested in being a Salesman??

• 1978 started full time
• Expanding the business to Southeastern Ohio
  Washington, Noble, Monroe, Meigs, Gallia Counties

- 1979 Oil Crisis – Iranian Revolution – Prices Up
- Opened Office and Yard in Marietta, Ohio
- Field sales by day
- Truck driver in late afternoon / evenings
- Office was my home in Marietta
Marietta Office 1979
What is Happening??

• 1983-84 Momentum Shift – Oil and Gas prices continue to decline
• I realize I don’t like collections near as much as sales!
• State and Federal Regulations – Brine bill – could be devastating to producers in Southeastern Ohio
• 1986 Elected President of SOOGA
  – Oil drops from 26.00 to less than 10.00
  – My friends were losing their jobs
Outside the Box

• 1987 received a call from a customer that we had worked with in Parkersburg, WV
• He was starting a Coal Bed Methane project near Tuscaloosa, AL.

• 1988 Opened small shop in Tuscaloosa, AL
• 1991 CBM Tax Credits were over closed up AL shop
The 90’s

• Local customers got tired of seeing me
• Expanded sales area into Southern WV, Eastern KY and Virginia
• Found other uses for casing – Construction / Road building
• Used equipment
• 1999 Received another call (Charleston, WV)
It’s a New Century

• 2000 opened shop near Charleston, WV
• Received another call (Eastern KY)

• 2001 opened shop in Ivel, KY

• 2004 – OMG! – Steel Prices and Prayers
  Tough days for a pipe salesman
Peak Oil

• 2008 Globe was running out of oil and natural gas in US was not a reliable resource
• They had not heard about the shale discoveries that were going on around the country.
• 2009 real first impact of Marcellus drilling starts to hit the market - demand is up / prices are heading up
• Here we go!!!
2014 to Present

- 2014 Oil and Natural gas drop 50% some areas more
- 2015 Commodity prices continue decline
- Economy all over seems to be poor
- We are blessed with some customers that are drilling but have cut back considerably
- Oil is still low hoping we have seen the bottom
- Natural Gas has not increased much, but looks to be our future
- I am looking outside the box
Words of Wisdom??

• Give it 100%
• Think outside the box – (what other things can we do?)
• Work Smart! (Safety) (Minimal debt)
• Work Hard!!
• Marvinism – “You get to choose every morning how you will approach the day.”
• “If it’s too good to be true it probably is!”
• Think Positive
“Enjoy Your Journey!”