

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

1976



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!”

