## Finding My Way Through the Hills and Valleys of what we call "The Patch!"

#### 1973 to 2016- - -

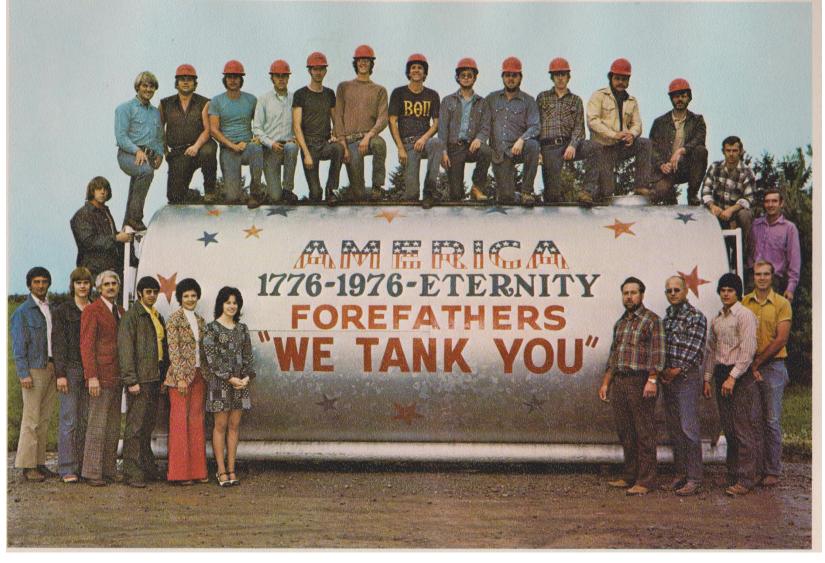
Hal Payne Ken Miller Supply

# 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

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# 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!"

