2017 Executive Address at Topgolf

Members and customers gathered to hear PESA Chairman Burk Ellison’s insights on leadership and success.

More on p. 10.
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PESA Members,

Your membership and participation in the Petroleum Equipment & Services Association (PESA) in 2017 contributed greatly to the strengthening of a unified voice for the oilfield service and supply sector.

Now and moving forward, PESA is focused on ensuring that our members receive a return on investment in this association, whether through networking, advocacy, industry trainings or market intelligence. While market challenges still face our industry, we are stronger as a group when collaborating on key issues that impact us all.

Active participation in PESA committees is a significant avenue for member companies to engage with PESA and show leadership in the sector. If you would like to name individuals to any of our committees, we welcome and will facilitate that participation.

Every day at PESA, we are working to strengthen individual companies, unify our sector, and promote the oil and gas industry. Our ability to do this important work is dependent upon the sustained membership of companies like yours. We appreciate your commitment to PESA and look forward to working with you in 2018.

Burk Ellison
PESA Chairman

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DistributionNOW

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• Emerging Leaders
• Energy Educators
• Engagement
• Environmental Policy
• Government Affairs
• Health & Safety
• Human Resources
• International Outposts
• International Programs
• International Trade Policy
• Legal
• Membership
• Mexico Task Force
• Policy
• Regional Districts
• Supply Chain
• Ad-Hoc Working Groups

Save the Date
PESA Annual Meeting 2018
April 25-27
Greensboro, GA

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PESA President
Leslie Beyer

PESA VP
Communications and Member Relations
Molly Smart
Over the past year, the PESA Board of Directors nominated and approved seven extraordinary new Advisory Board members into leadership. These executives elevate and promote PESA’s mission to serve as the unified voice of the oilfield service and supply sector. As PESA continues to grow in membership and relevance, these leaders will guide the association in the changing industry landscape and fuel the pipeline of PESA leadership for years to come.

PESA Advisory Board Members contribute to the direction of PESA, promote PESA participation within their own companies and strengthen PESA’s membership ranks via their personal industry connections.

New members to the PESA Advisory Board include: Michelle Lewis, Chief Strategy Officer, SVP – Corporate Development & Investor Relations, DistributionNOW; Josh Lowrey, EVP & Industry Affairs, Galtway Industries, Inc.; Doug Polk, Vice President – Industry Affairs, Vallourec USA; Michael Reeves, President & CEO, Rubicon Oilfield International; Sanjiv Shah, Managing Director, Investment Banking, Simmons & Company International | Energy Specialists of Piper Jaffray; Andrew Way, President & CEO, Exterran Corporation; and Warren Zemlak, President & CEO, BJ Services, Inc.

Leslie Beyer  
PESA President
EMERGING LEADERS COMMITTEE

2017 Executive Leadership Program

In June, the PESA Emerging Leaders Committee continued its third annual Executive Leadership Program with mid-year seminars. The program features two tracks, Engaging Leadership and Executive Presence, both geared towards professional development through one-on-one executive coaching sessions, mentorship, networking and training seminars.

Connecting participants from both tracks of the program with the Emerging Leaders Committee, PESA also hosted a reception during the mid-year seminars. This networking opportunity created an informal setting to discuss leadership skills and key program takeaways.

In addition to the seminars, participants must partake in leadership development outside their company and attend two PESA leadership meetings, such as the bimonthly leadership forums. One of the most important elements of the program is the mentorship provided by the PESA Board and Advisory Board Members, giving participants a unique opportunity to gain strategic career advice and develop valuable relationships with industry leaders.

With more than 75 program graduates to date, PESA continues to elevate the industry by investing in the next generation of industry leaders.

MIDYEAR SEMINAR TAKEAWAYS
Participants from 20 member companies explored leadership skills with a focus on identifying personal leadership styles and applying a vision to achieve goals. The seminars are led by Pat Lipovski, Executive Coach, Envision Group, and his team, who also provide one-on-one executive coaching during the course.

Lipovski challenged participants to “live above the line,” by taking ownership, accountability and responsibility instead of blame, excuses and denial. Incorporating accountability into one’s daily routine demonstrates servant leadership and fosters engagement. Increased engagement promotes relatability which sets the stage to provide necessary feedback to employees.

The PESA Emerging Leaders Committee, in partnership with Envision, an innovative global leader in corporate advising and coaching, will continue its forward-thinking talent management tool for the fourth consecutive year in 2018. Early bird pricing will be open until December 15.

“... The exposure to other highly motivated participants dedicated to personal and professional growth has inspired me to further invest in developing my own personal brand.”

— Participant
On May 25, the PESA Emerging Leaders Committee hosted its bimonthly leadership forum with PESA Advisory Board Member Kirk Shelton, President, NOV Completion & Production Solutions, National Oilwell Varco.

Leadership forums allow member company high-performers to interact with industry executives through open dialogue structured around a targeted theme. In this forum, Shelton shared his six pillars of success and noted that great leaders share a skillset.

DON’T BE AFRAID TO ASK FOR ADVICE
Successful people often share many character traits, including knowing when to ask for help and embracing the opportunity to learn. Do not be afraid to ask for advice; people enjoy sharing their expertise.

SHOW GRATITUDE
When individuals go above and beyond to lend a helping hand, always show gratitude. This applies to everyone from entry-level employees to executives.

KEEP A SENSE OF URGENCY
True leaders possess a strong work ethic and keep a sense of urgency.

“Giving employees responsibilities outside their comfort zone creates ownership and builds leadership. Always say ‘yes’ to learning a new skill or adding to your role because you never know where that opportunity may take you.”

COMMUNICATE
Effective and efficient communication should foster engagement and create loyalty throughout an organization.

GUIDE YOUR TEAM TO CREATE THE FUTURE
Understanding how to communicate with different generations and collaboratively working to develop future industry leaders creates a positive impact within an organization.

DON’T FORGET TO WALK THE TALK
Often people are advised to “walk the walk” but Shelton says to “walk the talk.” In addition to leading by example, leaders must communicate their intentions, act with integrity and be able to admit when they make mistakes.

BONUS: HOPE IS NOT A STRATEGY
Hard work and lessons learned help leaders develop future strategies. Strong leaders maintain a positive attitude and overcome failure with grace.

“Success stems from the combination of hard work, planning, determination and leadership. Be a positive agent of change in your company and in your industry.”
The PESA Human Resources and Supply Chain Committees jointly hosted a Recovery Planning Seminar on May 23 at GE Oil & Gas. The seminar addressed recovery planning activities and the impact of current market instability. Leading industry executives shared strategies on positioning organizations to maintain lead times while controlling costs through human capital management.

Continuing to focus on positively rebranding the industry and providing leadership in a transitioning market, the Board of Directors panel provided insight from a leadership perspective.

Moderated by PESA Chairman Burk Ellison, President – Supply Chain Services, DistributionNOW, the panel included PESA Board Members Chuck Chauviere, President – Drilling, GE Oil & Gas; Charles Davison, President & CEO, FairfieldNodal and PESA Advisory Board Member Roderick A. Larson, President & CEO, Oceaneering. Through engaging discussion with attendees, the panelists addressed questions about the current marketplace and the uncertainty the industry is facing.

Weighing in on how their organizations are preparing for the market in its current state, members of the PESA Human Resources and Supply Chain committees shared their insights. Moderated by Lara Isaacs, Director – Human Resources, DistributionNOW, the panel included Addy Farou, VP Global Sourcing, CPO, Gardner Denver; Melissa Calhoun, Director of Talent Management, Halliburton; Darnell Streat, Senior Director of Procurement Operations, Key Energy Services; and Bonnie Houston, Chief Administrative Officer, NOV.

Citing that only 2% of college graduates pursue a career in oil and gas, Aleek Datta, Managing Director, Accenture Strategy – Energy, reiterated the importance of promoting the industry in his presentation on “Exploring Workforce Planning.”

While progressing through an uncertain market, HR and Supply Chain need to keep an eye on trends, focus on collaboration, and always find a way to make an impact. The over-arching themes of this joint Human Resources and Supply Chain Recovery Planning Seminar were clear: get in front of customers, work collaboratively across the business and most importantly, continue to promote and advocate the oil and gas industry as a viable career path.
In the current market, operators and service companies must develop partnerships to achieve their goals, concluded the speakers at PESA’s annual Supply Chain Seminar.


"With the recent OPEC deal as well as a new Administration in place, there is substantial optimism, but it is cautious optimism," Quigley said.

He forecasts natural gas prices to remain stable and North American production returning through 2017 into 2018. Quigley reiterated that although there are several unknowns moving forward regarding economic outlook, geopolitical issues and tax policy, the slow uptick in the market is creating enthusiasm and building confidence.

Next, Roger Bhalla, Manager of Supply Chain Services & Technology, ConocoPhillips, focused on themes related to working together more efficiently. He first touched upon performance-based contracting, highlighting the importance of specific contract strategies, as well as combining shared services capabilities. He then spoke about eliminating waste within the organization, tapping into automation as well as identifying non-productive time and concentrating on productive people.

"Having expert, focused staff, who truly understand what the data means is critical," he said.

Pioneer Natural Resources’ Alba Tellez, Vice President, Supply Chain, provided a look into Pioneer’s current supply chain management, as well as how they plan to move the needle. She discussed the significance of working closely with suppliers, building relationships and developing strong teams, and then echoed sentiments from earlier in the seminar. “Data is our foundation for the next two to three years. Standardization, solid analytics and turning data into usable information is key and will help us to strategically build and grow our business.”

Scott Campbell, Manager, Supply Chain – Eagle Ford and Mid-Continent, Marathon Oil, showed that commercial excellence, efficiency and transparency and building upon strategies from year-to-year maximize the overall supply chain value. He said that what companies are doing today in the oil and gas space may not be what works tomorrow and having the flexibility to make changes is crucial.

Supply Chain: Examining Today's Market

SUPPLY CHAIN COMMITTEE

LEFT to RIGHT: Roger Bhalla, Manager of Supply Chain Services and Technology, ConocoPhillips; Jeff Quigley, Director of Energy Markets, Stratas Advisors; Brad Wise, Vice President of Marketing, DistributionNOW; Alba Tellez, Vice President of Supply Chain, Pioneer Natural Resources; Scott Campbell, Supply Chain Manager – Eagle Ford and Mid-Continent, Marathon Oil Company
Stronger Together: **OFS Supports Hurricane Harvey Relief**

Hurricanes Harvey and Irma left a path of destruction in their wake and as communities rebuild, the oilfield service, supply and manufacturing sector has stepped in with strong support. Many PESA members and their families were directly impacted by these devastating storms, and even while experiencing disaster themselves, they simultaneously volunteered, donated and cared for others.

Company leaders have shown incredible generosity, supporting large-scale relief efforts as well as mobilizing volunteer crews to directly assist those impacted by the historic storms. The oilfield community has stood with the people of Texas and Florida, comfortable in our steel toes while cleaning up and rebuilding devastated areas.

Together the oilfield service and supply sector has contributed more than four million dollars and countless in-kind contributions directly to hurricane relief efforts.

PESA Member Companies listed to the right have donated time and resources. And companies supported relief efforts in a variety of ways. Below are some unique examples:

- **Baker Hughes, a GE company**, employees provided volunteer translation services in the Houston area.
- All Houston Gardner Denver employees were given a week to volunteer.
- **Halliburton** helped facilitate provision of two charter buses to evacuate almost 100 foster children and families in Beaumont to a safe location.
- Contributions of sheetrock and insulation were given to **FairfieldNodal** employees and contractors who needed supplies for their homes.
- Cash gift cards were hand-delivered to **Dover** employees over Labor Day weekend.

We appreciate all that you do to serve the communities where we live and work. If your company has supported relief efforts through in-kind donations, financial contributions or volunteerism, contact PESA VP Communications and Member Relations Molly Smart to be included in the online impact statement.
In June, the U.S. Senate passed legislation (S. 722) to strengthen U.S. sanctions on Iran and Russia. Provisions in the bill targeting Russia’s energy sector could potentially have the unintended consequence of threatening many ongoing and future business activities of PESA member companies and other businesses in the oil and natural gas industry.

Current sanctions prohibit U.S. companies from working on oil projects in Russia’s deepwater, Arctic offshore, and shale plays. S. 722 expands this prohibition, barring U.S. companies from taking part in any project across the globe in which a Russian sanctioned energy firm participates, regardless of their level of involvement. This unilateral escalation of sanctions, while justified, has the potential to significantly undercut U.S. competitiveness.

The Senate bill currently awaits action by the U.S. House of Representatives. In letters to members of the House Leadership, PESA urged the legislation be modified by either (1) limiting the prohibition to energy projects within Russia or (2) establish a threshold limiting the prohibition to projects controlled by sanctioned Russian energy firms.

PESA will continue to educate policy makers on the impact of the specific Russian energy provision. For further questions, please contact PESA Senior Director of Public Policy Jean Gould.

On September 1, PESA voiced its strong support for investment protections, including a robust investor-state dispute settlement (ISDS) mechanism in a modernized North American Free Trade Agreement (NAFTA) via letter to Ambassador Robert Lighthizer and other key members of the Trump Administration.

Round two of NAFTA negotiations closed September 5, and the U.S. has yet to take a formal position on ISDS. The Trump Administration has expressed concern that ISDS could infringe on U.S. sovereignty.

In its letter to Ambassador Lighthizer, PESA stressed that for more than two decades ISDS has achieved a balance between protecting U.S. investors abroad and maintaining government sovereignty.

The three countries are expected to begin addressing NAFTA’s complex issues, like ISDS, when they meet for the future rounds of negotiations.

PESA will continue to provide feedback on NAFTA modernization through the International Trade Policy Subcommittee and Mexico Task Force. For questions or additional insight, please contact PESA Senior Director of Public Policy Jean Gould.
MEXICO TASK FORCE

PESA Members Focus on Mexico

Last year saw increased industry focus on Mexico, with many working towards deepening the commercial ties between energy industries in both the United States and Mexico.

PESA President Leslie Beyer and PESA Policy Chairman Bob Moran, VP Government & External Affairs, Halliburton, were appointed to the U.S. Section of the United States/Mexico Energy Business Council in 2016, representing the service, supply and manufacturing sector.

The objective of the Council is to bring together representatives of the respective energy industries of the United States and Mexico to discuss issues of mutual interest and communicating actionable, non-binding recommendations to the U.S. and Mexican Governments. The Council’s joint recommendations stand to greatly benefit and strengthen the United States/Mexico relationship.

Some of the Council’s actionable items include recommendations for government agencies:

- Working with industry to strengthen and accelerate an international oil spill action plan
- Collaborate with industry to harmonize regulatory standards across the Gulf
- Examine processes for upcoming OCS bids

Additionally, PESA’s International Outposts Subcommittee has formed the Mexico Task Force to provide resources to PESA members of all sizes relative to the Mexico market. Mexico represents a target location for expanding the association’s reach, providing unique opportunities to serve the service/supply sector and promote the PESA brand internationally.

Companies already established in Mexico are seeking forward-looking guidance on new regulations, local content and contract law, whereas those entering the market seek guidance on best practices.

Most recently, the PESA Mexico Task Force identified the top issues for discussion with influencers and target groups: compliance, financial risk, local content, contract law and security risk.

In order to address these issues, the Task Force will meet with top influencers in the region, raise the key issues, and share best practices and pertinent information with PESA membership.

Moving forward, the Mexico Task Force will continue to create value for members as they break into the market or further develop long-standing operations, by educating member companies on opportunities.

The committee’s ongoing goals are to create relationships with key influencers, identify gaps and challenges member companies may have, and focus on top issues in this region.

— Leslie Beyer
PESA President

Members of the United States/Mexico Energy Business Council
The PESA Human Resources Committee holds bimonthly roundtable events educating PESA member companies on the various trends, challenges and solutions affecting global and domestic Human Resources departments.

The roundtables also encourage open dialogue, connecting PESA members to discuss topics including workforce planning, benefits, competency management, shared services and global mobility.

The most recent roundtable was held on August 2 at DistributionNOW, jointly hosted by the Human Resources and Engagement Committees on diversity and inclusion. Angela Knight, Global Diversity Leader at Baker Hughes, a GE company, and Muhammad Samir, Director of Human Resources – U.S. Shared Services at Weir Oil & Gas shared best practices with the Human Resources Committee Chairman Dave Warnick, Vice President of Human Resources, Weir Oil & Gas, moderating the discussion.

Participants discussed perceptions around diversity, the creation of a cultural environment favorable to attract and retain talent, and leading without bias.

“Diversity is ideas, workstyles, thought, personal appearance, ethnicity, age, gender, religion, sexual orientation and anything else that differentiates one from another. Companies that bring in the most diverse thinking, diverse skill-set, different schools, different understanding of what technology brings are the companies that are going to be most successful,” Knight said.

Samir discussed integration of diversity and inclusion strategies into domestic and global company culture. He provided a tool that has advanced the development and integration of diversity and inclusion in his organization since 2013. Additionally, he provided tools to measure diversity and inclusion with metrics and self-auditing tools.

The roundtable provided valuable insight on best practices and management for an evolving industry. The Engagement Committee collaborates on ways to strategically place qualified women and people of color in PESA leadership positions. This roundtable is part of a broader PESA strategy to promote diversity within PESA culture and in the industry.

All PESA committees manage a range of programs designed to train, elevate and network sector professionals and collective member companies. Active engagement with PESA committees is an opportunity for professionals at all levels and their companies to show leadership, network with other industry leaders and gain recognition for helping improve the industry. To get involved in a committee, contact PESA VP Communications and Member Relations Molly Smart.
PESA members and customers gathered at Topgolf on July 27 to hear insights on leadership and success from PESA Chairman Burk Ellison, President – Supply Chain Services, DistributionNOW.

Hosted by the PESA Emerging Leaders Committee, the address allowed Ellison to share thoughts which come from more than 30 years of experience in the industry.

Ellison shared his background in the oil and gas industry, from his humble beginnings as a store trainee in 1980 to his current role as group president.

His first job out of college was with National Supply in Hilton, OK as a store trainee; spending his first week combing weeds with a manual weed whacker, cleaning toilets and sweeping the floor.

From this modest outset, Ellison took on roles of increasing responsibility — navigating numerous market fluctuations and corporate downsizing, mergers and acquisitions through the years. He attributes his success to learning from supervisors, peers, mentors, mentees and his family.

Ellison delivered 10 pieces of valuable advice for success in business and in life by sharing what he has learned along the way during his 37-year career.

This event, the 13th in its series, was sponsored by DistributionNOW, Locke Lord, Vallourec, and Wells Fargo.

Following the Executive Address, PESA members made connections with leading industry executives while playing Topgolf. Attendees from more than 40 different companies took a swing at the highest individual and team scores.

Congratulations to Eric Johnson, Locke Lorde; Andrew Little, National Oilwell Varco; Shannon Cunningham, Wells Fargo Energy Group; Dawn James, Halliburton; Omeid Rahimian, Oceaneering International and Michelle Lewis, DistributionNOW on the highest team score and Max Felts, Wells Fargo Energy Group, on the highest individual score.

“All responsibility for success and failure rest with the leader. The leader must own everything in his or her own world. There is no one else to blame. The leader must acknowledge mistakes and admit failure. Take ownership of them and develop a plan to win.”

— Burk Ellison, quoting a favorite book “Taking Extreme Ownership”
Member Networking
HUMAN RESOURCES & EMERGING LEADERS COMMITTEES

Inaugural Speed Mentoring Event

PESA members from 12 leading oilfield service and supply sector companies came together on May 31 for a speed mentoring session jointly hosted by the HR and Emerging Leaders Committees. This inaugural event’s format encouraged open dialogue with HR leaders offering guidance to member company high performers.

As the first trade association to host a networking event of this format, PESA continues to elevate its sector by providing unique workforce development and enrichment opportunities to its members. Due to the high success and positive feedback from this event, PESA plans to promote additional collaboration between committees.

“The PESA speed mentoring event was a great opportunity for two committees to engage in a lively setting while providing targeted career advice. The instant feedback from multiple perspectives was exceptionally valuable,” said Emerging Leaders Committee Chairman Ronnie Kott, Schlumberger.

Meeting for 15 minute intervals, participants gained valuable career advice from seasoned HR professionals who addressed current challenges, providing real-time advice in a confidential setting. The one-on-one mentoring sessions created an intimate environment to discuss growth and leadership.

“Understanding the needs and concerns of high potential, early to mid-career talent across different parts of the industry provides a refreshed perspective to help me relate to the millennial workforce,” stated an HR Committee member. “Knowing what drives the next generation of industry leaders helps me effectively communicate with people of different ages and experience levels throughout my own organization.”

CID OPERATING COMMITTEE

CID Roundtable

On May 25, the Credit Interchange Division’s Operating Committee hosted a roundtable, “Navigating a Credit Department Through Industry Transition,” focused on training and determining a credit department’s relevancy through a transitioning industry. Entry-level and experienced credit professionals discussed market projections and how to determine when to take legal action with attorney Carl Doré of Carl Doré Law Group.

Committee Chairman Randy Friedsam, Director, Credit and Collections, Select Energy Services, kicked off the meeting by asking attendees to introduce themselves, noting the informal, open dialogue format of the event and encouraging Q&A. Building on the topics covered at the PESA Annual Meeting held in April, Friedsam and Doré discussed how credit departments are especially critical during a downturn and the need to communicate that message internally. As companies make cuts across the board, understanding how to determine credit worthiness with new and existing customers is crucial.

“Credit departments add exponential value to a company and PESA’s CID division further increases that value. Credit professionals are responsible for understanding their value, effectively communicating it across all levels of management and advocating on their own behalf,” Doré stated.

Doré discussed how sales and marketing departments tend to base decisions on relationships rather than payment history. Establishing trustworthy relationships with customers should play a key role in determining credit worthiness, however, payment statistics must also be considered. While sales and marketing departments strongly advocate for or against working with certain vendors, Doré said that credit departments do not actively share their knowledge on the advantages or disadvantages of particular customers.
High Performer Spotlight

Omeid Rahimian
Project Manager - Global Marketing & Communication
Oceaneering

What influenced your decision to enter the oil and gas industry?

When I graduated, I wanted a challenging engineering job that could provide me with a fast track towards management and international exposure. The oil and gas industry met both of those requirements, and I was fortunate to land a job with a company whose values and goals I believe in.

What was your impression of the industry beforehand and how has it evolved?

Initially, I thought the industry was low-tech and consisted of just a few large companies. Now, my perspective couldn’t be more different. The technology used in our industry rivals that of the aerospace industry, and the multitude of companies, from small mom and pop shops to the majors, is incredible.

What have you found to be the most surprising about the industry?

My experience in the industry so far has been offshore, but I’m sure this comment applies to onshore as well: the number of people, the coordination of companies, and the complexity of the technology required to extract a drop of oil is staggering. And to do all of that safely, both for the people involved and the environment, is truly an incredible accomplishment.

Where do you hope to see the industry develop?

I’d like to see the industry be more open to testing new technology. I understand there is a significant risk when trying something new, but I think the industry could be more aggressive in adopting and safely utilizing new technologies faster.

What do you find most challenging and most rewarding about the industry or your work?

Most challenging: defending the industry against naysayers and policymakers. It has become fashionable to disparage the industry despite all the good it provides for society. Educating the less informed is a constant battle, and one that must be done with patience and well-articulated arguments. Most rewarding: being part of an industry that overcomes daily challenges to provide affordable, dependable energy to all who need it.

What role do you believe you will play in the industry’s future?

I’d like to be an ambassador for the industry. I’d like to educate the public and our policymakers about what we do and why it’s needed. I hope that I can contribute to settle several of these political battles, and help our industry to move forward and accomplish greater achievements.

How has your involvement in PESA supported your career goals?

I recently transitioned from an engineering position into project management for the marketing team. Before this transition, I knew very little about marketing. I’m very fortunate to have a friend on the Emerging Leaders committee who could give me advice about her experience working in marketing. In addition, PESA has helped me network with several other young professionals from different companies. It’s been very helpful to have contacts throughout the industry and to learn more about what our industry does.

Tell us about some of the people you’ve met while working in the industry and how they’ve impacted your thinking.

I appreciate how diverse our industry is. I’ve met people from all over the world, with varying perspectives and ideologies. They’ve helped me think about things in a different way, or challenged my perspective.

What are you most excited about for your career, your company and your industry?

Every day brings a new challenge or learning opportunity. I’m always excited to see what tomorrow will bring. I’m excited to see what new technologies my company will use and what new technologies we’ll develop. I’ll say the same for the industry; when we are posed with a seemingly impossible challenge we find a way to overcome it. I’m excited to see what new challenges we’ll be given and how we’ll overcome them.

What do you wish other people knew about oil and gas?

The technology. As an engineer, I’m fascinated by our technology. I think the public would be, too. I hope I can promote the technology and the challenges we’ve overcome to those outside the industry.

13
Top 15 Destinations for June-August 2017 (in U.S. $1,000)

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Subtotal: 76,093 50,639 142,607
All Other: 67,827 74,133 49,047
Total: 143,920 124,772 191,654

Sources: Data has been compiled from tariff and trade data from the U.S. Department of Commerce and the U.S. International Trade Commission.

Q3 New Members

“We are pleased to welcome several new companies to PESA membership,” said PESA President Leslie Beyer. “Building our membership ensures that we are an even strong unified voice for the oilfield service, supply and manufacturing sector.”