

Oil and Natural Gas Stimulate Utah

Economic and Job Growth

Oil and natural gas are driving the U.S. economy through a major energy boom and that boom is rippling through the economy of Utah, supporting business activity across the state. This finding grows out of a new American Petroleum Institute survey of domestic oil and natural gas vendors,¹ which offers a glimpse into the job and business creation engine that is the current oil and natural gas industry. The survey shows that at least 498 businesses, spread across all four of Utah's congressional districts, are part of the larger oil and natural gas supply chain.

The survey's snapshot of state-by-state activity reinforces the impressive level of industry success throughout the country that is documented in a recent PriceWaterhouseCoopers study conducted for the American Petroleum Institute.² The study found that the oil and natural gas industry in Utah supports some 79,600 jobs, which is 4.9 percent of the state's total employment. The amount of Utah labor income supported by the oil and natural gas industry comes to \$4.1 billion annually. That's 5.3 percent of the state's total labor income.

Another way in which the oil and gas industry benefits the people of Utah, in addition to total employment and labor income, is in terms of salary.³ While the

average annual salary in Utah across all industries and sectors is \$41,702, the average salary in the oil and gas industry (excluding gas stations) is significantly higher—\$78,730 annually. Overall the industry supports \$8.4 billion of the Utah economy. That's nearly 7 percent of the state's total economic activity.

Utah ranks 11th in oil and 10th in natural gas production.⁴ That makes it one of the nation's top energy-producing states.

Utah particularly benefits from the production of oil and natural gas from shales and so-called "tight formations," energy development that uses the proven engineering technologies of hydraulic fracturing, or "fracking," and horizontal

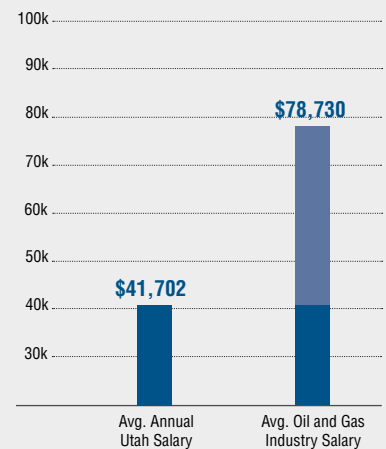


\$8.4 BILLION
THE INDUSTRY CONTRIBUTES
TO UTAH'S ECONOMY

79,600
UTAH JOBS

SUPPORTED BY OIL AND
NATURAL GAS INDUSTRY

AVERAGE ANNUAL SALARY COMPARISON



1. American Petroleum Institute, "API Onshore Oil and Gas Vendor Identification Survey," Washington, D.C., 2014. The survey was distributed to API members in January 2014 to collect information for the period October 2012 to September 2013. Included in the survey are companies that provide goods and services for onshore oil and natural gas development, whether as operators, contractors, service companies, suppliers, or vendors.

2. PriceWaterhouseCoopers, "Economic Impacts of the Oil and Natural Gas Industry on the U.S. Economy in 2011," Washington, D.C., July 2013. Prepared for API using the IMPLAN input-output modeling system, based on 2011 U.S. Bureau of Economic Analysis data.

3. Information cited in this paragraph comes from the Bureau of Labor Statistics, Quarterly Census of Employment and Wages (preliminary data for 2013 accessed July 2014); and PriceWaterhouseCoopers, "The Economic Impacts of the Oil and Natural Gas Industry on the U.S. Economy: Employment, Labor Income and Value Added," 7/12/13 (based on 2012 IMPLAN database).

4. EIA, "Rankings: Crude Oil Production, April 2014 (thousand barrels)," accessed 7/31/2014. <http://www.eia.gov/state/ranking/?sid=UA#/series/46>. EIA, "Rankings: Natural Gas Marketed Production, 2012 (million cubic feet)," accessed 7/31/2014. <http://www.eia.gov/state/rankings/?sid=US#/series/47>.

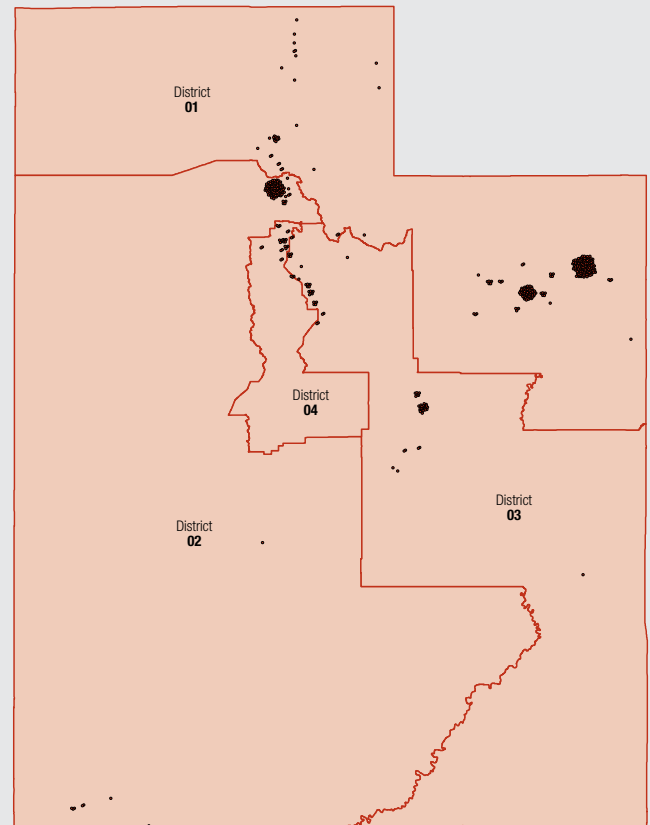
State: Utah

Vendors by Congressional District

Congressional District	Total
Congressional District 1	280
Congressional District 2	121
Congressional District 3	70
Congressional District 4	27
Grand Total	498

Utah Vendors by Congressional District

District Location ●



Top Cities

Vernal = 146
Salt Lake City = 104
Roosevelt = 66

Sources: Esri, DeLorme, NAVTEQ, TomTom, Intermap, increment P Corp., GEBCO, USGS, FAO, NPS, NRCAN, GeoBase, IGN, Kadaster NL, Ordnance Survey, Esri Japan, METI, Esri China (Hong Kong), and the GIS User Community

Vendor Profile⁷

VitalSmarts

High-leverage skills for speaking up and confronting violations, mistakes, and safety oversights are vital to the success of oil and gas companies that live and die by their safety record. As an innovator in corporate training and leadership development, VitalSmarts combines three decades of original research with fifty years of the best social science thinking to help leaders and organizations (businesses large and small) change human behavior and achieve new levels of performance. Skills are taught through the company's award-winning training programs and *New York Times* bestselling books: *Crucial Conversations*, *Crucial Accountability*, *Influencer*, and *Change Anything*. VitalSmarts has consulted with more than three hundred of the Fortune 500 companies and trained more than one million people worldwide.

VitalSmarts has worked with many companies in the oil and gas industry. The more the company works with the employees and leaders of oil and gas companies, the more apparent the impact for good they are having on the lives of millions of people becomes. This dovetails with VitalSmarts' mission of changing the world for good by helping people acquire vital skills that dramatically improve results and lives.

drilling. Total jobs supported by these activities in Utah reached 54,421 in 2012. That job total is expected to climb to 51,859 in 2020 and to 67,052 in 2035.⁵

And Americans, including the people of Utah, get it. A telephone poll of 1,012

registered voters across the country, conducted on behalf of the American Petroleum Institute, found that 77 percent of Americans, regardless of party affiliation, support increased production of oil and natural gas resources located in the United States.⁶

5. IHS Inc., "America's New Energy Future: The Unconventional Oil and Gas Revolution and the U.S. Economy," Washington, D.C., December 2012.
6. "What America is Thinking on Energy Issues." <http://www.api.org/news-and-media/news/newsitems/2014/july-2014/voters-say-us-should-do-more-to-develop-oil-natural-gas> the results of a national poll conducted by Harris for API July 10-13, 2014. Click on "national poll" to see how percentages of voters answered this and other questions.



AMERICAN PETROLEUM INSTITUTE

To find out more, visit API.org

for more information and follow us on [Twitter@EnergyTomorrow](https://twitter.com/EnergyTomorrow).

7. From the 2014 "API Onshore Oil and Gas Vendor Identification Survey" returns.

Congressional District 1

A1 Testing, Inc	DCH Enterprises, Inc	Jim Nebeker Trucking	Paragon Oilfield Products, Inc	Stewarts Market/Stewarts Ace Hardware
Action Hot Oil Service, Inc	Dedra Dietz	JM Oilfield Services, Inc	Payroll Advantage, Inc	Stickman, Inc
Adler Hot Oil Services, Inc	Deer Valley Luxury Resort, LLC	John Larson Sawmill	Pete Martin Drilling, LLC	Strata Networks
Advanced Fluid Containment, LLC	Delsco Northwest, Inc	JRH Contracting, Inc	PGT Trucking, Inc	Sunshine Roofing Co
AG Equipment, Inc	Desert Splash of Vernal, Inc	K Bar A Welding & Construction, Inc	Pipe Renewal Service Mgmt, Inc	Swanberg USA, Inc
Airtech	Devier Ostler	K&K Sanitation	Pluralsight, LLC	Sweetwater Frac Fluid Solutions
All Torqued Up, Inc	Diamondback	Kaufusi Excavating, Inc	PMI Equipment, Inc	Systems Communication
American Gilsonite Co	Dick Bess Plumbing & Heating	Kenweld, Inc	Ponderosa Oil Field Service, Inc	T Thackers, Inc Napa Auto Parts
Angus Construction, Inc	Donald L Snyder	Knight-Taylor-Wyatt, LLC	Powell Enterprises, Inc	T&S Rentals, Inc
Arnie Powell Trucking	Drilling & Completion Technologies	Knop Consulting, LLC	Premium Thru Tubing, Inc	Tanklogix, LLC
Asa's Wireline Service, Inc	Earls Fence Company, LLC	Kristys Rentals, Inc	Prestige Steam Cleaning	Target Trucking, Inc
Ashley Valley Water & Sewer	Electronic Funds Source (Efs), LLC	Kuhr Trucking, LLC	Price Water Pumping, Inc	Team Oil Field Services, Inc
Avalanche Answering Service	Erik Nelson HVAC, Inc	Kung Peter	Prime Well Services, Inc	Tech Foam, Inc
B&C Quick Test, Inc	Evco House of Hose	KW Crushing, Inc	Production Logging Services, Inc	Tech Swabbing
B&G Crane & Oilfield Service, Inc	Extreme Wireline, Inc	KW Trucking, Inc	Providia Management Group, LLC	Tech Tac Company, Inc
B&K Tool, Inc	Flow Technologies	L&S Trucking, Inc	PRS Machine & Fabrication	The Performers, LLC
Ballard Water Improvement Dist	Four Star Fish & Rntl Tool, Inc	La Rue Lamb Trucking	PTI Group USA, LLC	Timberlane Pumps, LLC
Basin Completion Systems, LLC	Frank's Westates Services, Inc	Lapoint Recycle & Storage, Inc	Pumpers, Inc	TK Oil Field Services, Inc
Basin Drain & Sewer, LLC	G&H Garbage Service, Inc	Larose Construction Company, Inc	Quality Fence	Tri County Health Dept
Basin I&E, Inc	Garys Insulation, Inc	Larose Welding, Inc	R Chapman Construction, Inc	Tri-County Concrete
Basin Medical Clinic	Gateway Gourmet Catering, LLC	Leon Ross Drilling & Construction, Inc	R&B Slickline & Field Service, Inc	Triple H, Inc
BC Services	GG Construction & Welding, Inc	Lexco Construction Corporation	Rafter Three Bars, Inc	Tu & Frum, Inc
Benco Oil Services, Inc	Glenns Wireline Services	Lloyd Barton Construction, Inc	Rawhide Roustabout, Inc	Turner Lumber, Inc
BH, Inc	Goslin Services, Inc	Lonewolf Wireline, Inc	RBS Tools, Inc	Ubtta-Ubet Communications, Inc
Big C Trucking, Inc	Grab-N-Growl/Dutch Oven Catering	M&S Oilfield Service, LLC	RDT	UELS, Inc
Big Red Hot Oil Service, LLC	Graco Fishing & Rental	Marshall Field Services, Inc	Richard R. Sutton	Uintah Basin Petroleum Days
Blue Mountain Services, Inc	Graco Oilfield Services	Marta Co Supply, Inc	Rig 1, Inc	Uintah Engineering & Land Surveying
Bolt Action Field Services, Inc	Gross Foam, Inc	Matt Betts Trucking, Inc	Rita A. Hanson	Uintah Machine & Manufacturing Co
Brad Knight Construction, Inc	GS Electric, Inc	McElroy Casing, LLC	RJ Taylor-Wyatt, LLC	Uintah Paleontological Assoc, Inc
Brennan Bottom Water Disposal	Gudac Brothers, Inc	MCF Inspection	RM Rentals, Inc	Uintah Paleontological Assoc, Inc
Brenntag International Chemicals GmbH	H&H Versatile Services, Inc	Merkley Oilfield Service, Inc	RN Industries Trucking, Inc	Uintah Recreation
Brenntag Pacific, Inc	Hagman Trucking, Inc	Miles Well Service, Inc	Robison Construction, Inc	Ultra Classic Cleaning, Inc
Brough Trucking & Crane Service, Inc	Hammer Oilfield Service Company	Miller Pumps Packers, Inc	Rocks off, Inc	United Roustabout, LLC
Buggsys Water Service, Inc	High Voltage, Inc	Mirror Image Pressure Washing, Inc	Rocky Mountain Anchor, Inc	US Recruiting
Bulldog Insulation	Hose & Rubber Supply, Inc	MK Communications	Rocky Mountain Automation, LLC	Utah Faults Fractures
C&C Supply, Inc	Hs Rental's, Inc	Montgomery Recycling, Inc	Rocky Mountain Drilling, Inc	Utah Hunter Education Instructors
C&S Swabbing	Icorr Technologies, Inc	Moon Lake Electric Association, Inc	Rocky Mountain Welding Services, Inc	Ute Indian Tribe
Cad Answer, LLC	Industrial Horsepower Plus	Morcon Specialty, Inc	Ross Sanitation & Services	Ute Oilfield Water Service, LLC
Centerfire Trucking	Industrial Machine & Welding	Morton Electric, Inc	Royal Well Servicing, Inc	Valerus Compression Services LP
CG Electrical Services Co, Inc	Integrated Water Mgmt	Mountain Insulation, Inc	RT Oilfield Service, Inc	Vernal Field Office
CG Power Rentals, Inc	Intermountain Concrete Company	Mountain West Propane, Inc	RW Jones Trucking Co	Vernal Fire Extinguisher, Inc
Charlotte A. Johnson	Intermountain Construction & Materials	Musich Custom Spraying, Inc	Scan Tech, Inc	Vics Load & Go Hot Shot
Christofferson Welding, Inc	Intermountain Paleo Consulting	Naptech, Inc	Shaw Naptech, Inc	Von Fletcher Trucking, Inc
Circle D Services, Inc	Intermountain Toxicology Collection	Nasco Swabbing, Inc	Signs & Lines	Water Disposal, Inc
Common Sense Inspection, Inc	Iowa TanklinesInc	National Location Services	Simper Supply, Inc	WE Machine & Welding (Cor)
Cornpeach Oilfield Services, Inc	J&C Enterprises, Inc	NE Utah Office Equipment & Supply Company	Single Shot Trucking, Inc	Weldon George T.
Cross Girls, LLC	J&L Cleaning Services, LLC	North Eastern Utah Office Supply In	Slaugh Fishing Services, Inc	Western Petroleum, Inc
Crozier Oilfield Services, Inc	J&L Oilfield Service, Inc	Oilfield Construction, Inc	South Slope Reclamation	Western Weed Service, Inc
Curts Crane Service, Inc	J&R Construction, Inc	Oldcastle SW Group, Inc	Specialty Tools, Inc	Westroc Oilfield Service, Inc
Curt's Tool Inspection, Inc	J. K. Wolf	Omega Pest Control, Inc	Spencers Auto Parts	Westroc Trucking, Inc
Cutters Wireline Service, Inc	JBH Contracting, Inc	OP Tanks, LLC	Split Mountain Pipe & Supply, Inc	Wide Spread Services, Inc
D&M Oilfield Services, Inc	JC Services, LLC	Outback Rentals & Landscape Supplies, Inc	Spot Free For U, Inc	Winn's Welding & Repair, Inc
D&S Well Site Supervision, Inc	JD Field Services, Inc	Outlaw Consulting	Starting Solutions, Inc	WTG Services, LLC
Dalbo, Inc	JDM, LLC	Outlaw Engineering, Inc	Steam Trucks of Utah, LLC	Zimmerman Equipment Company, Inc
Dan Brown	Jet Lift Systems	Paragon Automation, Inc	Stewart & Stevenson Power Products,	Zippes Greaser Laundry Drop off
Dan Larsen Construction, Inc			Stewart Machine & Welding, Inc	Zubiate Hot Oil, LLC
DC Welding & Construction			Stewarts Ace Hardware	

UTAH - VENDOR LIST

Zubiate Machine Works, LLC

Congressional District 2

AJ Construction, Inc
Alarm Control Co, Inc
Alpha Power Systems, Inc
American Cancer Society,
American Equipment, Inc
American Express Travel Related
Service
Apco, Inc
APT Trucking, Inc
Barco Rent A Truck
Beijer Electronics, Inc
BHS Marketing, LLC
Bodell Construction Company
Bott Enterprises, Inc
Brahma Group, Inc
C.H. Spencer & Company
Cache Valley Electric Company
Cardwell Distributing, Inc
Cirrus Consulting, LLC
Classic Helicopter Service
Codale Electric Supply, Inc
Control Equipment Co
Corporation of The Presiding
Bishop of The
DCI Corporation
Diamond K. Gypsum, Inc
Dykman Electric, Inc
Dyno Nobel, Inc
Eco Alliance, LLC
Energy & Geoscience Institute
Energy Management
Corporation
Energy Strategies LC
Energy West Controls
FC Organizational Products, LLC
Fmc Mat. Handling Solutions
Foundation Specialist & Repair,
LLC
Franklin Covey Client Sales, Inc
Franklin Covey Company
Franklin Covey Products, LLC
Frank's Westates Services, Inc
G&K Services, Inc
Gramoll Construction Company
Great Lakes Service Co, LLC
Gulf Coast Brokerage, Inc
Gulf Sulphur Services Ltd LILP

Hatch James & Dodge
Holbrook & Associates, Inc
Hutchinson Oil/Lincoln Oil
Hydrapak Seals, Inc
Igage Mapping Corporation
Inland Kenworth, Inc
Intermountain Farmers Assoc,
Inc
Inthinc Technology Solutions Inc
JMC Instruments & Controls
Jones Lease Service
La Tech Equipment, Inc
Labrum Pump Repair
Latech Equipment, Inc
LBR Communications, Inc
Le Bus
Lear & Lear LLP Law Offices
Legacy Equipment Rental, LLC
Lisa Stright
LN Curtis & Sons
LTI, Inc
Lucille Caldwell
Magna Sonic Stress Testers, Inc
Magnum Transport, LLC
Major Drilling America, Inc
Masterlogo, Inc
McJunkin Red Man Corporation
Mechanical Equipment, Inc
Meteorological Solutions, Inc
Midwest Office Furniture
Mountain W Valve, Inc
Namdar, LC
Nationwide Shelving
Northern Power Equipment, Inc
Norwest Corp
Norwest Corporation
OC Tanner Recognition
Company
Oil Raiders Logistics, Inc
Oilwell Lubricant Dispense
Systems
Peak Well Service, LLC
Petroleum Systems Int'L, Inc
Prime Field Services
Process Engineered Products
Progressive Machine
QEP Energy Company
Questar Energy Services, Inc
Questar Exploration

Questar Gas
Questar Infocomm, Inc
Questar Pipeline Company
R&R Machine Service, Inc
Reagan Outdoor Advertising
Rendezvous Gas Services, LLC
Rocky Mountain Fabrication
S&S Steel Fabrication, Inc
Salt Lake Thermal Imaging, LLC
Salt Lake Windustrial Co.
Savage Services Corporation
School & Institutional, Trust Land
Adm
Sei General Acct
Shop Services, Inc
Sittla
Six States Distributors, Inc
Smith Power Products, Inc
SOS Employment Group, Inc
Southern Cross Environmental
Structural Steel & Fabrication
Terratek A Schlumberger Co
Thatcher Company, Inc
Tramontane, Inc
University of Utah
US Ecology Idaho, Inc
US Translation Company
Wasatch Electric
Water & Power Technologies, Inc
Western Engineering, Inc
Wheeler Machinery Co, Inc
Wireline Technologies, Inc
Wyesaunt, LLC

Congressional District 3

A1 Rental & Sales, Inc
Accessdata Corporation
Acumen Learning, LLC
AJB Broadcasting, LLC
American Environmental Testing
APT Trucking, Inc
Blackout Energy Services, Inc
Blue Stakes of Utah
Booth Fire Protection, Inc
Brainstorm, Inc
Brainstorm, Inc
Broken Tine Oil & Gas
Consulting Inc

CA Johnson Rock Processing,
LLC
Castle Country Hydraulic &
Supply
Castle Gate Posse
Chute Supply
Codale Electric Supply
Cottage Signs & Creations
Digicert, Inc
EIS Environmental
Electrical Contractors, Inc
Emery Co Recreation Special
Flowserve US, Inc
Goengineer, Inc
Industrial Electrical Motor
Service, Inc
Innovative Automation & Control,
LLC
John A. Senulis
Lazy S Storage, LLC
Maid 4 You, LLC
Mine Systems Co
Montgomery Archaeological
Morgantown Machine &
Hydraulics of
Nelco Contractors, Inc
Nielson Construction, Inc
Novatek, Inc
Noyes Trucking, Inc
PDM Steel Service Centers
Pierce Oil Co, Inc
Pinnacle Canyon Academy
Pinnacle Fire Protection
Services, Inc
Price Field Office
Prices Service Tech, LLC
Profire Energy, Inc
QTI, LLC
Quality Testing & Inspection
Red Tree Leadership
Renegade Industrial, LLC
Robinson Construction Group,
LLC
Rockies Standard Oil Company,
LLC
Second Chance Wildlife
Rehabilitati
Simplifile
Southeastern Utah Energy
Spra Wise, Inc
Spring Glen Heating

Steven H. Clements
Summit Geological Services,
LLC Summit Mudlogging
Services
Talon Resources, Inc
Targeted Learning
TKS Pro Shop, LLC
Tony Basso RV & ATV, LLC
Tram Electric
Tri-J Services, LLC
Utah Controls, Inc
Vital Smarts, LLC
Wagner Petrographic, LLC
Waste & Water Logistics, LLC
We Mean Klean, LLC
Wilkinsons Trophy & Athletics
Willowstick Technologies, LLC
Zenger Folkman
Ziplocal LP

Congressional District 4

Alpine Engineering, Inc
Alpine Technical Services, LLC
Brand Energy Solutions, LLC
Brough Trucking & Crane Service
Cardwell Distributing, Inc
CO Sloan Grout
Enterprise Holdings, Inc
Escrowtech Intl, Inc
Granite Seed Company
Insideout Development, LLC
Inthinc Technology Solutions, Inc
J&M Steel Solutions, Inc
JBR Environmental Consultants,
Inc
Nutech Specialties, Inc
Par Consulting, LLC
Petrochem Insulation, Inc
Redcap Construction, LLC
Rocky Mountain Fabrication, Inc
Rocky Mountain Instrumentation,
Inc
Royce Industries LC
Rust Automation & Controls, Inc
Safway Services, LLC
Solar Turbines, Inc
VRC Protx, LLC
Water Recovery, LLC
Weidner & Associates
Western Petroleum, Inc