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, 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. 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. 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. 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 drilling.

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.
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

State: Utah
Vendors by Congressional District

<table>
<thead>
<tr>
<th>Congressional District</th>
<th>Total</th>
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<tbody>
<tr>
<td>Congressional District 1</td>
<td>280</td>
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<td>Congressional District 2</td>
<td>121</td>
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<td>Congressional District 3</td>
<td>70</td>
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<td>Congressional District 4</td>
<td>27</td>
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<tr>
<td>Grand Total</td>
<td>498</td>
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</tbody>
</table>

Top Cities
Vernal = 146
Salt Lake City = 104
Roosevelt = 66

Vendor Profile
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, Influence, 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.

Sources:
- Esri, DeLorme, NAVTEQ, TomTom, Intermap, Increment P Corp., SEBCO, USGS, FAO, NPS, NRCAN, GeoBase, IGN, Kadaster NL, Ordnance Survey, Esri Japan, METI, Esri China (Hong Kong), and the GIS User Community
- VitalSmarts (2014) "API Onshore Oil and Gas Vendor Identification Survey" returns.

Congressional District 1

A1 Testing, Inc
Action Hot Oil Service, Inc
Adler Hot Oil Services, Inc
Advanced Fluid Containment, LLC
AG Equipment, Inc
Airetech
All Torqued Up, Inc
American Gilsonite Co
Angus Construction, Inc
Amie Powell Trucking
Asa’s Wireline Service, Inc
Ashley Valley Water & Sewer
Avalanche Answering Service
B&C Quick Test, Inc
B&B Crane & Oilfield Service, Inc
B&K Tool, Inc
Ballard Water Improvement Dist
Basin Completion Systems, LLC
Basin Drain & Sewer, LLC
Basin IE, Inc
Basin Medical Clinic
BC Services
Banco Oil Services, Inc
BH, Inc
Big C Trucking, Inc
Big Red Hot Oil Service, LLC
Blue Mountain Services, Inc
Bolt Action Field Services, Inc
Brad Knight Construction, Inc
Brennan Bottom Water Disposal
Brenntag International Chemicals GmbH
Brenntag Pacific, Inc
Brounh Trucking & Crane Service, Inc
Buggs’y Water Service, Inc
Bulldog Insulation
C&G Supply, Inc
CDS Swabbing
C&J Answer, LLC
Centerfire Trucking
CG Electrical Services Co, Inc
CG Power Rentals, Inc
Charlotte A. Johnson
Christofferson Welding, Inc
Circle D Services, Inc
Common Sense Inspection, Inc
Compeach Oilfield Services, Inc
Cross Girls, LLC
Crozier Oilfield Services, Inc
Curts Crane Service, Inc
Curts’ Tool Inspection, Inc
Cutters Wireline Service, Inc
D&M Oilfield Services, Inc
D&S Well Site Supervision, Inc
Daibo, Inc
Dan Brown
Dan Larsen Construction, Inc
DC Welding & Construction
DCH Enterprises, Inc
Dedra Dietz
Deer Valley Luxury Resort, LLC
Delsco Northwest, Inc
Desert Splash of Vernal, Inc
Dever Oilfield
Diamondback
Dick Bess Plumbing & Heating
Donald L. Snyder
Drilling & Completion Technologies
Earl Fence Company, LLC
Electronic Funds Source (Efs), LLC
Erik Nelson HVAC, Inc
Evo House of Hose
Extreme Wireline, Inc
Flow Technologies
Four Star Fish & Fret Tool, Inc
Frank’s Westates Services, Inc
G&H Garbage Service, Inc
Gary’s Insulation, Inc
Gateway Gourmet Catering, LLC
GG Construction & Welding, Inc
Glenre Wireline Services
Goslin Services, Inc
Grab-N-Grow/Dutch Oven Catering
Graco Fishing & Rental
Graco Oilfield Services
Groove, Inc
GS Electric, Inc
Guadalupe Brothers, Inc
H&H Versatile Services, Inc
Hamag Trucking, Inc
Hammer Oilfield Service Company
High Voltage, Inc
Hose & Rubber Supply, Inc
HS Rental’s, Inc
Icon Technologies, Inc
Industrial Horsepower Plus
Industrial Machine & Welding
Integrated Water Mgmt
Intermountain Concrete Company
Intermountain Construction & Materials
Intermountain Paleo Consulting
Intermountain Toxology Collection
Iowa TanklinesInc
J&C Enterprises, Inc
J&L Cleaning Services, LLC
J&L Oilfield Service, Inc
J&R Construction, Inc
J. K. Wolf
J&BH Contracting, Inc
JC Services, LLC
JD Field Services, LLC
JDM, LLC
Jet Lift Systems
Jim Neibeker Trucking
JM Oilfield Services, Inc
John Larson Sawmill
JRH Contracting, Inc
K Bar A Welding & Construction, Inc
KDK Sanitation
Kaufuzi Excavating, Inc
Kenwoeld, Inc
Knight-Taylor-Wyatt, LLC
Knop Consulting, LLC
Kristys Rentals, Inc
Kuh Trucking, LLC
Kung Peter
KW Crushing, Inc
KW Trucking, Inc
L&J Trucking, Inc
La Rue Lamb Trucking
Lapoint Recycle & Storage, Inc
Larose Construction Company, Inc
Larose Welding, Inc
Leon Ross Drilling & Construction, Inc
Lexco Construction Corporation
Lloyd Barton Construction, Inc
LoneWolf Wireline, Inc
M&S Oilfield Service, LLC
Marshall Field Services, Inc
Marta Co Supply, Inc
Matt Betts Trucking, Inc
McElroy Casing, LLC
MCF Inspection
Merkle Oilfield Service, Inc
Miles Well Service, Inc
Miller Pump Packs, Inc
Mirror Image Pressure Washing, Inc
MK Communications
Montgomery Recycling, Inc
Moon Lake Electric Association, Inc
Morcon Specialty, Inc
Morton Electric, Inc
Mountain Insulation, Inc
Mountain West Propane, Inc
Musich Custom Spraying, Inc
Naptech, Inc
Nisso Swabbing, Inc
National Location Services
NE Utah Office Equipment & Supply Company
North Eastern Utah Office Supply Inc
Oilfield Construction, Inc
Oldcastle SW Group, Inc
Omega Pest Control, Inc
OP Tanks, LLC
Outback Rentals & Landscape Supplies, Inc
Outlaw Consulting
Outlaw Engineering, Inc
Paragon Automation, Inc
Paragon Oilfield Products, Inc
Payroll Advantage, Inc
Pete Martin Drilling, LLC
PGT Trucking, Inc
Prime Renewal Service Mgmt, Inc
Pluralight, LLC
PMT Equipment, Inc
Ponderosa Oil Field Service, Inc
Powell Enterprises, Inc
Premium Thru Tubing, Inc
Premier Steam Cleaning
Price Water Pumping, Inc
Prime Well Services, Inc
Production Logging Services, Inc
Providia Management Group, LLC
PRS Machine & Fabrication
PTI Group USA, LLC
Pumpers, Inc
Quality Fence
R Chapman Construction, Inc
R&B Stokline & Field Service, Inc
Rafter Three Bars, Inc
Rawhide Roustabout, Inc
RBS Tools, Inc
RDT
Richard R. Sutton
Rig 1, Inc
Rita A. Hanson
RJ Taylor-Wyatt, LLC
RM Rentals, Inc
RN Industries Trucking, Inc
Rosbeon Construction, Inc
Rocks off, Inc
Rocky Mountain Anchor, Inc
Rocky Mountain Automation, LLC
Rocky Mountain Drilling, Inc
Rocky Mountain Welding Services, Inc
Ross Sanitation & Services
Royal Well Servicing, Inc
RT Oilfield Service, Inc
RW Jones Trucking Co
Scan Tech, Inc
Shaw Naptech, Inc
Signs & Lines
Simper Supply, Inc
Single Shot Trucking, Inc
Slaugh Fishing Services, Inc
South Slope Reclamation
Specialty Tools, Inc
Spencers Auto Parts
Split Mountain Pipe & Supply, Inc
Spot Free For U, Inc
Starting Solutions, Inc
Steam Trucks of Utah, LLC
Stewart & Stevenson Power Products,
Stewart Machine & Welding, Inc
Stewarts Ace Hardware
Stewarts Market/Stewarts Ace Hardware
Stockman, Inc
Strata Networks
Sunshine Roofing Co
Swangerv USA, Inc
Sweetwater Frac Fluid Solutions
Systems Communication
T Thackers, Inc Napa Auto Parts
TD & Rentals, Inc
Tanklogix, LLC
Target Trucking, Inc
Team Oil Field Services, Inc
Tech Foam, Inc
Tech Swabbing
Tech TAC Company, Inc
The Perforators, LLC
Timberline Pumps, LLC
TK Oil Field Services, Inc
Tri County Health Dept
Tri-County Concrete
Triple H, Inc
Tu & Frum, Inc
Turner Lumber, Inc
Utba-Ubet Communications, Inc
UIELS, Inc
Untah Basin Petroleum Days
Unah Engineering & Land Surveying
Unah Machine & Manufacturing Co
Unah Paleontological Assoc, Inc
Unah Recreation
Ultra Classic Cleaning, Inc
United Roustabout, LLC
US Recruiting
Utah Faults Fractures
Utah Hunter Education Instructors
Ute Indian Tribe
Ute Oilfield Water Service, LLC
Valerus Compression Services LP
Vernal Field Office
Vernal Fire Extinguisher, Inc
Vics Load & Go Hot Shot
Von Fletcher Trucking, Inc
Water Disposal, Inc
WE Machine & Welding (Cor.
Weldon George T.
Western Petroleum, Inc
Western Weed Service, Inc
Westroc Oilfield Service, Inc
Westroc Trucking, Inc
Wide Spread Services, Inc
Winn’s Welding & Repair, Inc
WTG Services, LLC
Zimmermann Equipment Company, Inc
Zipps Greaser Laundry Drop off
Zubiate Hot Oil, LLC
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<td>Codale Electric Supply, Inc</td>
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<td>Willowstick Technologies, LLC</td>
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<tr>
<td>Zenger Folkman</td>
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<td>Ziplocal, LLC</td>
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</tbody>
</table>

**Congressional District 4**

- Alpine Engineering, Inc
- Alpine Technical Services, LLC
- Brand Energy Solutions, LLC
- Brough Trucking & Crane Service
- Cardwell Distributing, Inc
- COD Sloan Grout
- Enterprise Holdings, Inc
- Escrowtech Int'l, Inc
- Granite Seed Company
- Idaho Outdoors Development, LLC
- Inthic 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
- Safeway Services, LLC
- Solar Turbines, Inc
- VRC Prox, LLC
- Water Recovery, LLC
- Weidner & Associates
- Western Petroleum, Inc