Oil and Natural Gas Stimulate Wisconsin 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 Wisconsin, 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 108 businesses, located across all eight of Wisconsin’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. That study found that the oil and natural gas industry in Wisconsin supports some 103,300 jobs, which is 3 percent of the state’s total employment. The amount of Wisconsin labor income supported by the oil and natural gas industry comes to $4.5 billion annually. That’s 2.9 percent of the state’s total labor income.

Although Wisconsin is not a top energy producer, these job and labor income figures demonstrate that the people of Wisconsin enjoy significant benefits from energy development. The benefits show up in the state’s salary statistics as well. Thus, while the average annual salary in Wisconsin across all industries and sectors is $42,572, the average oil and gas industry salary (excluding gas stations) is substantially higher—$69,083 annually. Overall the industry supports $7.9 billion of the Wisconsin economy. That’s 3.1 percent of the state’s total economic activity.

Wisconsin also 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. Total jobs supported by these

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 are companies that provide goods and services for onshore oil and natural gas development, whether as operators, contractors, service companies, suppliers, or vendors.
4. Data includes NAICS code 324, which may count some coal product manufacturing jobs.

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activities in Wisconsin reached 19,760 in 2012. The job total is projected to climb to 33,112 in 2020 and to 35,976 in 2035.5

And Americans, including the people of Wisconsin, 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

Vendor Profile

Snap-on Industrial

Snap-on is a leading global innovator, manufacturer, and marketer of tools, equipment, diagnostics, repair information, and systems solutions for professional users performing critical tasks. Products and services include hand and power tools, tool storage, diagnostics software, information and management systems, shop equipment, and other solutions for vehicle dealerships and repair centers. Industrial customers include aviation and aerospace, agriculture, construction, government and military, mining, natural resources, power generation, and technical education. Products and services are sold through the company’s franchisee, company-direct, distributor, and internet channels. Founded in 1920, Snap-on is a $3.1 billion, S&P 500 company headquartered in Kenosha, Wisconsin.

Snap-on has served the oil and gas industry for decades. The company provides daily use and special one-of-a-kind tools to refineries and equipment manufacturers. The company has also created and provided task-specific, custom-made tool sets for mobile service trucks and other needs, designed with varying degrees of tool control and asset management.

In addition, Snap-on has created industry-specific safety and training programs.


7. From the 2014 “API Onshore Oil and Gas Vendor Identification Survey” returns.
## Wisconsin - Vendor List

### Congressional District 1
- Aw-Lake Company
- Centrisys Corporation
- Cordstrap USA, Inc
- Drewco Corporation
- Elwood Corporation Fluid Power Group
- Midwest Air Parts, Inc
- Midwest Thermal-Vac, Inc
- Protect-All, Inc
- Runzheimer International
- Snap-On, Inc
- Uline, Inc

### Congressional District 2
- Addison Machine Engineering, Inc
- Bruker Axs, Inc
- Cascade Asset Management, LLC
- Conney Safety Products, LLC
- Fairbanks Morse Engine
- Full Compass Systems Ltd
- Gammex, Inc
- Gordon Flesch Company, Inc
- JT Packard & Associates, Inc
- Palmer Johnson Distributors, LLC
- Palmer Johnson Power Systems, LLC
- The Weir Group Plc

### Congressional District 3
- Atlas Resin Proppants, LLC
- Chart Energy & Chemicals, Inc
- Eileen Cvancara
- Lorman Education Services
- McLoone Metal Graphics
- Preferred Sands of Wisconsin, Inc
- Trane Company

### Congressional District 4
- A&A Manufacturing Co, Inc
- Anguil Environmental Systems, Inc
- Benz Oil, Inc
- Brady Corporation Limited
- Charter Communications
- Ellsworth
- Fastrak Softworks, Inc
- Fei Behavioral Health
- Helwig Carbon Products, Inc
- Hy Bon Engineering Co, Inc
- Inspatial
- Johnson Controls, Inc
- Manpower Professional Services Inc
- Marking Services, Inc
- Milwaukee Consulting Group, LLC
- Milwaukee Electronics Corporation
- Milwaukee Forge
- Milwaukee Gear
- National Business Furniture, Inc
- Nova Molecular Technologies, Inc
- PKware, Inc
- Ritus Rubber
- Scot Forge
- Sentry Equipment Corporation
- Stroh Precision Die Casting, LLC
- Tapfin, LLC
- Timothy Kraetsch
- Unit Drop Forgings
- Walker Forge
- WSA Engineered Systems, Inc

### Congressional District 5
- 3M Company
- A&A Manufacturing Co, Inc
- Amalga
- American Rotary
- Bound Tree Medical, LLC
- Burrus Research Assoc, Inc
- Element Material Technology Expertise, Inc
- FCX Performance, Inc
- Michael & Barbara Kraetsch
- Noble Diagnostics, Inc
- OIP Holdings, LLC
- PBBS Equipment Corporation
- Sentry Equipment Corporation
- Solutions Dynamics, Inc
- The Ohio Bell Telephone Co
- T-Lon Products, Inc
- Trico Corporation
- Unit Drop Forgings

### Congressional District 6
- Above & Beyond, Incentives
- Azco, Inc
- Badger Mining
- EK Machine Co, Inc
- GE Oil & Gas, Inc
- JU Keller & Associates, Inc
- Kohler RentalPower, Inc
- Marvel Manufacturing Company, Inc
- Michels Corporation
- Neenah Foundry Company
- Oil Rite Corporation
- Ram Tool
- Red Canoe Promotions, Inc
- Tab Products Co, LLC
- The American Club
- Transload Solutions, LLC

### Congressional District 7
- Catalytic Combustion Corporation
- Mark Smugala
- Rosemary D. Schroef
- William C. Byram
- Wilson Hurd Manufacturing Co
- Wisconsin Box Company

### Congressional District 8
- Azco, Inc
- Erin Berns
- Krueger International, Inc
- Machine Service, Inc
- Mid-Valley Industries, LLC
- Schneider Logistics, Inc
- Team Industries, Inc