



Reservoir Solutions the Industry Trusts

Connecting the Industry's Experts

Guiding Careers to the Next Level

- Collarini Associates

- Collarini Energy Staffing Inc.

- Collarini Career Management

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## Our Perspective

This is no time to sit back and be silent. With potentially crippling news coming out of Washington, it is time to stand up and be heard.

A \$30 billion tax bill is about to take aim at the oil and gas industry, and experts who have met with lawmakers on Capitol Hill report widespread ignorance about the value of our industry to society. With the exception of lawmakers from oil-producing states, it is evident, they say, that both Congress and the Executive Branch are blind to the key role oil and gas must play in true energy independence.

So what do we do? We speak up and speak out. First, use [this petition](#) to make your voice heard; second, check this [list of representatives](#) to contact your lawmaker, telling him or her that this tax bill is not only unfair to our industry but also unwise for our country.

Regardless of where you stand politically, this tax bill on the table could wipe out a huge number of oil and gas producing companies. It is THAT serious. And it is THAT important that you make your voice heard.

Your Friends at Collarini

## Upcoming Events



### Offshore Technology Conference

**May 5-8, 2009  
Houston, Texas**

Come stop by our booth #8249 in the Pavilion at Reliant Center.



### 2009 Digital Energy Conference and Exhibition

**April 7-8, 2009  
Houston, Texas  
Marriott Westchase**

Reflecting a focus on the merging of E&P with IT and the impact it is having on the way business is done.

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## Employer Tips

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### State of Employment in the Oil and Gas Industry

Despite the current condition of the national economy and the concurrent shrinkage of the world economy, when compared to other industries, oil and gas is faring well. Data from the US Bureau of Labor Statistics shows that national employment in our industry has held relatively steady from November 2008 through February 2009 and tended to trend upward. Employer reports showed a decrease of 700 jobs in January 2009 when compared to December 2008; however the 700 job decrease reported in January was followed by a reported 400 job increase in February.

Many of the larger oil companies are striving to avoid a repeat of the mass layoffs that tainted the industry in the 1980s and left it unprepared for the inevitable rebound in prices and need for personnel. Major oil companies that have managed to build up large cash reserves due to several years of record profits are now choosing, for at least the present time, to bear the cost of employing more workers than they might need during this period of reduced activity. With an entire generation of technical staff being within 10 to 15 years of retirement, the industry could progress quickly from critical shortage to full-fledged meltdown should mass layoffs occur causing ex-employees to leave the industry for good and new graduates to shift their focus towards industries with perceptually better stability. According to Mike Ayling of MLA Resources, a provider of industry and employment data to AAPG and the EXPLORER, this time around, companies are keeping a big picture focus. "For the most part, what I've heard out of companies is that they're already running so lean, they can't afford to lay anybody off," said Ayling. Many larger companies with global operations are choosing to restructure rather than layoff; moving employees internally from projects that have been deferred or abandoned into positions that were slated to be filled with new hires.

Even though companies are choosing to be optimistic and forego layoffs as long as possible, companies that lack substantial cash reserves have already deemed it necessary to downsize personnel and the trend is likely to continue throughout 2009. Drilling has decreased and oil and gas prices are maintaining a downward slide. If the downturn does not maintain for an extended period, however, this may not be as bad as it sounds. For the past two years, oil industry employers have had an extremely difficult time finding qualified candidates and some employers are standing by ready to take advantage of the shake out of this much needed talent. Employer job openings confirm that G&G and engineering are still in high demand.

While current pricing is forcing some projects to be labeled as discretionary for the short term, meeting the world's energy demands is not, and from a long-term perspective, the oil industry must move forward. "What I expect you'll see," Ayling said, "is a slow, gradual recovery over the next six months." The key to surviving this temporary slump is to stay abreast of new technology, work in as many varied areas as possible, and remain flexible. The last two years have been an employee market characterized by soaring salaries and fat bonuses, and it is likely that the next two will not. You may not find your dream job right now, but work is still available.

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## Talent Pool

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*The following biographies are just a small sampling of the kind of talent available in our talent pool of 16,000 experts. Please call our [placement managers](#) if you are interested in learning more about these professionals, or check out our website for more candidates.*

**Production Engineer** with a bachelor's degree in petroleum engineering and 30 years of upstream oil and gas experience working for small independents and as a consultant. Experienced in the planning and field supervision of drilling, completion, and workover operations; production operations management, prospect evaluation, drill stem testing, reserve estimating, facility and pipeline construction, lease acquisition, filing regulatory and environmental documents, designing wellbore intervention programs, and serving as an expert witness. Geographic areas worked include south Texas, the Texas Gulf coast, the Illinois basin, and Bolivia. Computer skills include Excel. Registered Professional Engineer in Texas. **Ask for P599.**

**Reservoir Engineer** with a bachelor's degree in engineering and 28 years of upstream oil and gas experience working for a major and an independent E&P company and a service company. Experienced in reserves estimation, reserves reporting, artificial lift, nodal analysis, production logging, well testing, reservoir surveillance, economics, reservoir characterization, production surveillance, and production optimization. Geographic areas worked include west Texas, south Texas, and Nigeria. Computer skills include ARIES, NODAL, PEEP, @Risk, SAPHIR, OFM, DSS, ArcView, VIP, DSS, and TOW. Master's degree in systems management. Fluent in Spanish and intermediate knowledge of Arabic. **Ask for R912.**

**Production Engineer** with a bachelor's degree in petroleum engineering and 27 years of upstream oil and gas industry experience working for large independents and a service company. Experienced in production optimization, artificial lift design, risk analysis, well evaluations, tender preparation, personnel supervision, completions, workovers, well service operations, formation testing, well stimulation, waterfloods, and casing evaluation. Geographic areas worked Columbia, Peru, and the country of Georgia. Computer skills include GAP, MBAL, PROSPER, and Subpump. Fluent in Spanish. **Ask for P394.**

**Drilling and Completions Engineer** with a bachelor's degree in petroleum engineering and 33 years of upstream oil and gas experience working for independent E&P companies and service companies. Experienced in rig installation, horizontal, extended reach, and vertical drilling; underbalanced drilling, completions, workovers, facilities construction, fracturing, artificial lift, well design, writing AFEs, designing drilling and completion programs, casing design, and budgeting. Geographic areas worked include west Texas, south Texas, the Texas Gulf coast, California, Oklahoma, Louisiana, Arkansas, New Mexico, Alaska, China, South America, and the Middle East. **Ask for DP215.**

**Project Cost Engineer** with a bachelor's degree in economics and 35 years of experience with one major oil and gas company. Experienced in cost controls, budgeting, forecasting and financial reporting of capital expenditure and overhead for multiple offshore development projects including deepwater drilling in the Gulf of Mexico. Computer skills include MS Project and project lead for SAP corporate implementation. **Ask for PA302.**

**Subsea Engineer** with a master's degree in subsea engineering and 12 years of experience with engineering and service companies in the oil and gas industry. Experienced in developing scopes of supply, subsea architecture, procuring equipment, providing support logistics, authoring, testing, loadout, installation, commissioning procedures, and design calculations (padeyes, HPUs, cathodic protection, mudmat skirt requirement, carousel packing calculations, cost estimation) for project as well as regulatory document

administration, lead the design and manufacture of IWOC system components, vendor management, close customer aftermarket support, technical normalization, leading FAT/SIT activities on subsea trees, IWOCs, multiphase meters, along with writing specifications and procedures, and monitoring SIMOPS, HAZOP, HAZID and FMECA participation for offshore installation activities and Workover Control Systems. Experienced in deck testing, installation and commissioning of subsea trees and subsea distribution equipment including managing ROV operations and deepwater installations that include trees, tubing head spools, umbilical's, ROV flying leads and subsea distribution equipment. Computer skills include Autodesk, MAC Applications, and Mathcad. **Ask for MD118.**

**Facilities Subsea Project Manager** with a bachelor's degree in mechanical engineering and 14 years of experience with engineering, service, and energy companies in the oil and gas industry. Experienced in offshore and onshore construction and oil well operations, technical product applications including drill ship and offshore rig construction and commissioning, down-hole equipment and operations, construction of production and petrochemical manufacturing facilities, commissioning offshore facilities, along with the research, design, purchase, and manufacture of products needed for various applications. Oil field equipment and applications experience includes skidding systems, BOPs', top drives, subsea-trees, manifolds, riser tensions, ROVs, subsea systems, surface wellhead, fluid control, measurement solutions, separation technology, blend and transfer systems, tie-flow lines, chokes and flow modules, various drilling systems, controls, HMI's, deepwater trees, mud pumps and all standard operating equipment for exploration or production topside. Computer skills include EDR, Easydrill, and BHA prediction software. Trilingual English, Spanish, and Arabic. **Ask for F1180**

**Senior Health, Safety, Environmental, and Quality Engineer** with a bachelor's degree in environmental engineering and 30 years of experience working with exploration and production, service, and energy companies in the oil and gas industry. Experienced in HSEQ and risk management including mitigation, risk reductions and loss prevention, regulatory compliance, and socio-economic and cultural issues related to indigenous people. Certifications include ISO 9000/14000 Internal Auditor/Trainer, DMV ISO QMS Internal Auditor, and DMV ISO QMS Trainer. Geographic areas worked include Alaska and Russia. **Ask for HS471.**

**Senior Geoscientist** with a master's degree in petroleum geology and more than 15 years experience in oil and gas exploration and development working for domestic and international producing companies. Experienced in applied basin genetics, sequence stratigraphy, well log processing, petrophysical interpretation, seismic interpretation, management, 3-D reconstruction, and mapping in both unconventional and conventional plays. Additional experience includes leading a geology team in drilling of delineation core-wells, integration of the core, integration of old and new well logs and seismic data in the construction of stratigraphic correlation panels, and then building 3-D geological model of Pleistocene Tulare and Pliocene Etchegoin formations. Geographic areas worked include California , Indonesia , Brunei , the Chad/Niger rift basin, Albania , Azerbaijan , Syria , Egypt , and Libya . Computer skills include GeoGraphix, Petra , Petrel, SMT, Landmark, Genesis, and Paradigm. Fluent in Turkish, Russian, and basic Spanish. **Ask for G1873.**

**Geoscientist** with a bachelor's degree in geology and 13 years of experience in both geology and geophysics working for small independent exploration and production domestic companies. Experienced in exploration, exploitation, 3-D acquisitions and design, mapping, modeling, cross sections, wellsite geologic support, seismic interpretation, seismic processing support, and processing flow oversight. Additional experience includes conducting regional geologic studies incorporating subsurface data with seismic attributes in expanding analog field studies. Geographic areas worked include the Texas and Louisiana Gulf coasts and the Rocky Mountains . Computer skills include Petra , Seissex, and GeoGraphix. SMT license owner. **Ask for G1885.**

**Geoscience Technician** with more than 20 years of oil and gas industry experience working for major upstream and service companies supporting geophysicists, geologists, engineers, and petrophysicists. Experienced in prospect generation, designing and implementing clerical programs, arranging data for database input, and analyzing and evaluating software packages considered for purchase. Additional experience includes gathering, cleaning, and loading data, creating overlays, preparing spreadsheets for the engineers, and preparing a montage and PowerPoint presentations. Computer skills include OpenWorks, UNIX, LINUX, GeoFrame, GeoGraphix, Oracle, ArcGIS, PEEP, ARIES, Finder, ZMap, PetCom, PI/Dwights , Lexco OWL, and Geolog. **Ask for TG689.**

**Geophysicist** with a bachelor's degree in geophysics and more than 25 years experience in large and small oil and gas companies. Experienced in prospect generation, exploration, and development, which include seismic interpretation, mapping, AVO studies, reserve evaluation, field acquisition, volume purchase agreement negotiations, and strong subsalt experience. Additional experience includes the generation of offshore prospects for lease sales resulting in discovery of new gas fields, and creating sales presentations to partners. Geographic areas worked include the Texas , Louisiana , and Mississippi Gulf coast areas; and the Gulf of Mexico shelf and deepwater areas. Computer skills include SMT, GeoQuest, IESX, Landmark, Zycor, GeoViz, Hampson-Russell, GDC MOD, and SAAM-Rose economic software. Registered Texas Board of Professional Geoscientists and member of AAPG, SEG, HGS, GSH, and DGS. **Ask for GP1086.**

**Review thousands of talented people in  
more than 30 upstream disciplines at**

**[www.collarini.com](http://www.collarini.com)**

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## **Career Advice**

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### **Tips for How to Submit a Resume**

You've probably thought long and hard about what content to include in your resume that will present you in the best possible light; but have you given any thought to the mechanics of getting your resume to the right people? What are the things that, if done right, can greatly increase the chances of someone actually reading your resume? Resumes are submitted almost exclusively via e-mail, and far too often we see tactical errors committed by candidates with excellent credentials. Below are some insights you may want to consider before pressing the send button.

- Submit your resume as an original e-mail with a personalized text and address line. If you copy and paste, be sure to read it every time to be sure the personalization is addressed to the right person. It is embarrassing to see names and references in an e-mail from a submittal to someone else. This might indicate to a potential employer a lack of attention to detail.
- Avoid the forward function when sending an e-mail. Doing so may leave telling and distracting ">>>" signs on the left margins.

- Avoid sending your resume to the same person multiple times. Filters are fairly sophisticated and may cause your e-mail address to be categorized as spam. For that matter, is it always best if possible to know the person to whom you send your interest in a position.
- Avoid using a prepared mailing group to send your resume. It does not leave a good impression when the 'cc' line shows many e-mail addresses or an email to yourself with hidden email addresses as blind copies. That undoes some of the personal aspect. There are software programs that can personalize groups of mail that could change the person's name, company, and other information.

Utilizing a job site can be helpful. There are good sites focused on our industry, but using them correctly takes a little bit of knowledge. Carefully read the instructions regarding resume submittals, or these things could happen to you:

- Your resume is sent accidentally. Since your resume represents you, you want it sent in response to only those positions for which you are qualified and interested. In this context, make sure that you know how the send button works! You want to avoid mistakenly sending your resume while clicking around in the website.
- You establish a reputation as less than professional. Avoid falling into a "couldn't hurt" mentality about sending your resume. You are a professional, and you want to be sure you do not apply to positions that are levels below your last position or that require a skill set you do not possess. If your resume is viewed too frequently in response to positions that you do not match, it may be discarded without consideration for an opportunity that it does match. This is especially relevant to staffing agencies.
- You appear to not take your job search seriously. Most job sites now offer an automatic send function where your resume is submitted for a particular job title. The problem is that the position, albeit titled the same, may differ greatly by employer. Avoid using this function as it may dilute, or even harm, your chances for an interview. For this reason, we recommend you use a one-at-a-time submittal process where you maintain control.

Being careful to treat your own resume as an important representation of you can get you in front of the hiring managers and away from the trash bin!

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## About Us

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### *Connecting the Industry's Experts...*

**Collarini Energy Staffing Inc.** is a full-service agency specializing in the placement of energy and EPC personnel and including the disciplines listed below (other supporting personnel are managed upon request):

Accountants and finance personnel  
 Administrative and clerical personnel  
 Business analysts  
 Civil and architectural engineers  
 Drilling engineers  
 Drilling operations supervisors  
 Executives  
 Geologists, geophysicists, and petrophysicists

Health, safety, and environmental personnel  
 Human resources personnel  
 Instrument and electrical engineers  
 IT professionals  
 Land, legal, and supporting personnel  
 Materials and corrosion engineers  
 Naval architects  
 Operations supervisors

Pipeline, riser, and subsea engineers  
Process engineers  
Procurement engineers  
Production engineers  
Project managers and support personnel  
Quality control and inspection personnel

Reservoir engineers  
Sales and marketing professionals  
Technical writers  
Technicians, drafting and graphic  
Technicians, engineering and geoscience

### ***Reservoir Solutions the Industry Trusts...***

The **Collarini Associates** petroleum engineers and geoscientists specialize in evaluating oil and gas reservoirs. Specific projects include integrated field studies, acquisition evaluations, independent reserve appraisals, and exploration and exploitation prospect generation and assessment. Our full divestment services include creation and hosting of electronic and physical data rooms in addition to the technical evaluation. Our teams in Houston and New Orleans are very experienced and stand ready to help you on projects of any size. Try us!

### ***Guiding Careers to the Next Level...***

**Collarini Career Management** applies its deep understanding of the career paths of technical professionals in the E&P and EPC communities to help companies and professionals build successful organizations and careers. We leverage Collarini's unique combination of industry knowledge and technical expertise to guide companies and individuals during transition, training existing employees for high performance, and designing customized technical training plans for companies and individuals.

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## **Contact Us**

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## **Comments**

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