



Collarini Energy Staffing Inc.
"Connecting the Industry's Experts"

Geosciences
Reservoir Engineering
Engineering & Construction
Land, Legal, Accounting, IT, HR
Health, Safety & Environmental
Drilling & Production Engineering
Engineering & Geoscience Technicians



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Our Perspective

Fifty years ago the U.S. saw an important cultural change in its society with the passing of the Voting Rights Act of 1965. This was inspirational in so many ways that it inspired us to look back at what was happening in our industry during that memorable year. You can test your knowledge of history or relive it if you were around then. Do you remember that one of the first major shale projects that employed new technology and science came to be in 1965?

That was then, this is now. Many people working in our industry are concerned about what this current cyclical downturn might do to their careers or if they should consider making adjustments to their career paths. We think that if you take positive steps without fear, you should come out fine. Here are some thoughts to consider as you look at your personal next steps.

Your friends at Collarini

Upcoming Events

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[94th Annual GPA Convention](#)

Marriott Rivercenter Hotel
San Antonio, TX

April 12-15, 2015



Society of Petroleum Engineers

[SPE Produced Water Handling & Management Symposium](#)

Moody Gardens Hotel
Galveston, TX

May 20-21, 2015

Looking back 50 years

This month marks the 50th anniversary of Martin Luther King and the brave civil rights activists' march from Selma to Montgomery, Alabama, that influenced the landmark passing of the Voting Rights Act of 1965 later that year. Inspired by this event, we thought it might be interesting to look back at what was happening in our industry 50 years ago.

- Crude oil was traded between \$2 and \$3 per barrel throughout the year of 1965. Natural gas and its pricing across U.S. state lines were still controlled and prices kept artificially low by the Federal Power Commission. The FPC would not begin to deregulate the price until 1978 when dramatic shortages demanded action. Complete price deregulation did not take effect until 1993.
- President Lyndon Johnson announced a surge in activities in Vietnam. Troop numbers would be increased from 75,000 to 125,000. This surge had a direct effect on oil demand in the coming years. Historians and economists estimate that the U.S. supplied about five billion barrels of oil throughout the war with a large portion coming from U.S. companies operating in the Middle East.
- The Organization of Petroleum Exporting Countries now has eight permanent members after being founded in September 1960 at a conference in Baghdad. The original five members are Saudi Arabia, Venezuela, Kuwait, Iraq, and Iran. By 1965 Qatar (1961), Indonesia (1962), and Libya (1962) had joined the association.
- Discovery of oil in Alaska's North Slope is still three years away.
- With a record attendance of over 55,000 excited fans, the Beatles performed at Shea Stadium in August 1965. (OK, not an oil and gas fact, but we thought we'd throw it in as an aside?)
- The Six Day War between Israel and the Arab world is still two years away, and shipments of oil to Europe are still taking place in the Suez Canal.
- In 1965, Nigeria had been producing oil for seven years. Agip joins five other international companies in this country with its first find at Ebocha.
- The Colony Oil Shale Project starts up in 1965 near Parachute Creek, Colorado. This development first comes off the ground in 1964 when Tosco, Standard Oil of Ohio, and Cleveland Cliffs Iron Company form the Colony Development joint venture. The pilot was started to utilize the "TOSCO II" technology and to develop a commercially viable above-ground plant by 1968. Starting in 1965, the consortium operated a shale oil pilot plant and in 1968 the Colony Development started preparations to build a commercial-scale plant. While at the early stages of shale development, this particular technology was not especially efficient.

It is fascinating to look back and see where we were and how far we have come. Maybe you are wondering, as we are, what a future generation in 20 to 40 years will find remarkable about 2015.

The following biographies are just a small sampling of the kind of talent available in our talent pool of over 21,000 experts. Please call our [placement managers](#) *if you are interested in learning more about these professionals, or check out our website for more candidates.*

Accountant with a bachelor's degree in accounting and seven years of experience working for an operator and an engineering firm. Experienced in billing, accounts receivable, accounts payable, billing analysis reports, account reconciliations, JIB, general ledger, AFEs, payroll, unemployment reporting, and bookkeeping. Geographic areas worked include Texas and Louisiana. Software skills include QuickBooks, TaxWise, Turbo Tax, ADP, Peachtree, and MS Office. Language fluency in English and Spanish. **Ask for A1462.**

Accountant with a bachelor's degree in accounting and more than 20 years of experience working for energy trading companies and the gas marketing division of large operators as a manager and as a trader. Experienced in strategy development, market development, business development, personnel management, and operational leadership. Additionally experienced in the purchase and sale of energy to meet system needs and produce margin, sales negotiation, deal management, transaction management, and market positioning. Software proficiency in OpenLink Endur. **Ask for A894.**

Environmental Engineer with a bachelor's degree in chemical engineering and more than 19 years of experience working for energy, service, and engineering consulting companies. Experienced in air permitting including Title V, compliance program development, impact assessments, strategy development for re-permitting efforts, environmental investigations, and historical properties assessments. Geographic areas worked include Texas, Tennessee, Minnesota, Louisiana, Florida, and Georgia. Certified EIT by the State of Alabama. **Ask for HS989.**

Project Manager with a bachelor's degree in civil engineering and more than 30 years of experience working for large engineering and construction firms. Experienced in the daily oversight of the estimating, engineering, project management, and operational departments; the development of company long-range forecasts, goals, and objectives; and monitoring and directing department activities to ensure goals and objectives were met. Additional experience in major project operations including scheduling, negotiating contracts, invoicing, finalizing receivables, and installation management. Geographic areas worked include the Gulf of Mexico, offshore Israel, offshore Gabon, and the North Sea. Registered Professional Engineer in the State of California. **Ask for PM430.**

Production Engineer with a bachelor's degree in chemical engineering and more than 30 years of experience working for small to large operators. Expert in artificial lift including ESP and gas lift. Additional experience in flowback operations, completions, multi-lateral wells, horizontal wells, sand control, budgeting, waterfloods, A&D programs, and mentoring. Geographic areas worked include Texas, Arkansas, Louisiana, the Gulf of Mexico, Argentina, Bolivia, Ecuador, Venezuela, and Indonesia. **Ask for P404.**

Petroleum Engineer with a bachelor's degree in petroleum engineering, a bachelor's degree in geological engineering, and 26 years of experience working for small and large operators and as a consultant. Experienced in designing, preparing, and implementing procedures for well completions, workovers, re-entries, fracs, and acid ball outs; reviewing and monitoring costs and progress, creating flowback and stimulation spreadsheets, and assessing the effectiveness of operations. Additionally experienced in directing, supervising and managing projects and operations, developing AFE budget recommendations for capital outlay, services, equipment and materials for individual wells and projects; preparing detailed economics, preparing bids and proposals for the acquisition of equipment and services, preparing SPCC plans, maintaining vendor relations, and tracking expenditures. Geographic areas worked include New Mexico, Kentucky, Tennessee, and Michigan. Software proficiency in ARIES and OGRE. **Ask for PR322.**

Production Engineer with a bachelor's degree in petroleum and natural gas engineering and eight years of experience working for service companies. Experienced in production allocation, well surveillance, production operations, workover and stimulation identification, production optimization, and workflow design. Geographic areas worked include the United States, Angola, and Latin America. Software proficiency in DSS, TOW, and DrillNET. Language proficiency in English, Spanish, and Portuguese. Certifications include HUET. **Ask for P654.**

Production Operations Engineer with a bachelor's degree in petroleum engineering and three years of experience working for a large service company. Experienced in hydraulic fracturing, cross-linking, fluid efficiency testing, step-down analysis, drill collar inspection, torque unit testing, and assembly of rotating heads. Also experienced with performing pumping diagnostics to evaluate possible changes to the well design. Geographic areas worked include Texas, Pennsylvania, and North Dakota. **Ask for P750.**

Production Engineer with a bachelor's degree in petroleum engineering and two years of experience working for a small operator. Experienced in engineering, drilling, and fracturing in a multi-well-pad operation; modeling fluids for downhole applications; formation damage control; team training; cased-hole wireline operations; and wireline procedure drafting. Geographic areas worked include North Dakota and New Mexico. Software proficiency in FracPro. **Ask for P766.**

Reservoir Engineering Manager with a bachelor's degree in chemical engineering and more than 30 years of experience working for major operators and large independent companies. Experienced in EOR development, unconventional reservoirs, exploitation, acquisition and development, waterfloods, reservoir management, economic analysis, and equity negotiations. Geographic experience includes California, Alaska, New Mexico, Louisiana, Norway, Japan, and Russia. Software proficiency in GeoGraphix, Petrel, Peep, OFM, DSS, HPDI, Petra, PHDWin, and ARIES. **Ask for R1171.**

Engineering Technician with a bachelor's degree in mass communications and two years of experience working for a small operator. Experienced in creating and maintaining databases, training personnel, maintaining and updating project timelines, maintaining and organizing well files, researching public information, and auditing production volumes. Software proficiency in Production Explorer, FieldDIRECT, iWell, and P2 Merrick. **Ask for TE625.**

Production Engineer with a master's degree in chemical engineering, an MBA, and 15 years of experience working in several industries, the most recent two in oil and gas with a major operator. Experienced in optimizing production, identifying and managing workovers, executing artificial lift programs, managing recompletions, forecasting production, hydraulic fracturing, and equipment installation. Geographic areas worked include the San Juan basin. **Ask for P757.**

Production Engineer with a bachelor's degree in petroleum engineering and more than 30 years of experience working in several industries including oil and gas. Experienced in supervision of field personnel, executing workovers, tracking daily production, creating and implementing AFEs, optimizing production, completions, recompletions, facility operations, well testing, cost control, and developing production plans for new wells. Geographic areas worked include Texas, Wyoming, New Mexico, and Louisiana. Software proficiency in ARIES, WellView, Dwrights, FieldDIRECT, and Service Star. **Ask for P759.**

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more than 30 upstream disciplines at
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Taking Career Steps in a Tougher Environment

Whether you believe the downturn in the oil and gas industry is a fluke moment in time or a signal we are heading for a long-term correction, your career needs to be prepared for the possibility of change. The time of huge signing bonuses may be gone for the moment. And you may have noticed that on-campus recruiting has slowed down as well. Are you worried about your position? Your career? So what to do? Here is some practical advice.

- Don't panic. Corrections to a business cycle are normal events and now that some companies are slowing down, there are always some industry segments that may be faring better than others. A correction of price in commodities will not change the fundamental needs for natural resources in our societies. Or in other words: Oil and gas is not going the way of the horse buggy any time soon.
- If you are seeking new employment, don't take the first offer because of anxiety. It is understandable that you want to get back into the swing of things as soon as possible. Just be sure you research your next opportunity and your motivation carefully so that you don't act out of fear. Your resume will suffer if you take one or more false steps before you find a match to your career ambitions.
- Look outside the comfort zone. You may have talent or experience that is needed in areas or companies that you never thought about. The technical or commercial skill sets you possess may be adaptable to different positions. There may be other fits for you which could lead to a promising and rewarding career.
- Investigate new companies. Companies with a big name are always in the news and at the forefront of new ventures and businesses. But there are many mid-sized and smaller companies that are looking for great people to come on board.
- Streamline your resume. So much is written about this, but it bears repeating. A concise and grammatically correct resume no longer than three pages without any gaps in your history, clearly listing accomplishments and objectives, will get you remembered and passed on for further consideration. Remember though that it is you, not your resume, that will move you forward in your career.
- Build lasting relationships that are built on mutual respect. A lot is written about networking, and done wrong, it can be perceived to be self-serving when you are seeking a contact only to land the next job now. Consider quality over quantity. Think of your networking contacts becoming your new friends. This could lead to rewarding life-long business and personal relationships.

So, our fears and concerns can be managed. If you believe in yourself and take some simple actions, you should be well positioned to come out of this cycle unscathed.

Let us know if you have any questions and good luck!

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):

Accounting and finance personnel	Materials and corrosion engineers
Administrative and clerical personnel	Mechanical engineers
Business analysts	Operations supervisors
Civil and architectural engineers	Pipeline, riser, and subsea engineers
Data Management	Process engineers
Drilling engineers	Procurement personnel
Drilling operations supervisors	Production engineers
Energy trading professionals	Production operations supervisors
Executives	Project managers and support personnel
Facilities engineers	Quality control and inspection personnel
Geologists, geophysicists, and petrophysicists	Reservoir engineers
Health, safety, and environmental personnel	Sales and marketing professionals
Human resources personnel	Technical writers
Instrument and electrical engineers	Technicians, drafting and graphic
IT professionals	Technicians, engineering and geoscience
Land, legal, and supporting personnel	
Marine engineers and naval architects	

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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