

OIL AND GAS

Insider Information

The following information has been gathered by workforce professionals who maintain close working relationships with oil and gas companies in the Gulf Coast Area. Use these insider “tips” to help customers more effectively search for occupations in the oil and gas industry.

When you think about careers in oil and gas, it’s important to know that there are basically four distinct parts of the industry. Each part of the industry includes different types of companies.

- Upstream companies involved in the identification and extraction of oil and gas
 - Seismic companies
 - Exploration companies
 - Drilling companies
- Midstream companies involved in transporting, storing and trading oil and gas
 - Transportation companies
 - Storage companies
 - Trading firms
- Downstream companies involved in the production and delivery of final products to customers
 - Production companies
 - Refineries/chemical companies
 - Retail sales companies
- Energy services
 - Oilfield suppliers
 - Third party contractors
 - Consultants

Oil and Gas in the Gulf Coast

Thirty-eight of the nation’s 138 publicly traded oil and gas exploration, and production firms are located in Houston. All major oil and gas companies have extensive operations in the area. We’re home to two of the four largest refineries with 15 of the nation’s top 20 petroleum pipelines. 48% of the region’s economic base employment is related to energy. 30% of the nation’s jobs in oil and gas extraction are located in Houston. Engineers are 60% more common in the Houston area than in the U.S. as a whole. Sixty-eight percent of energy and related companies are using user-friendly applicant tracking systems (ATS) for recruitment and staffing. Encourage customers to research companies and apply online. Become familiar with these companies on www.wrksolutions.com/employer/energy.

The Gulf Coast area has more than 3,600 energy-related establishments including:

- More than 550 exploration and production firms
- 400 chemical plants
- More than 200 pipeline transportation establishments; and
- Hundreds of manufacturers of energy-sector products

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Latest Employment Happenings

- Enduro Systems, Inc., a fiberglass product manufacturing company, is expanding into into a new facility which will create 213 jobs
- BP formed a new commercial division, Newco BP, creating 235 new jobs
- Standard Equipment Company is expanding and will create 408 new jobs
- Sunoco Logistics is relocating to Houston with 225 jobs
- Amerada Hess relocated from Dallas to Houston
- Halliburton and GlobalSantaFe recently relocated their corporate headquarters to Houston
- There's a strategic plan for the region called the "North Star" with 600,000 new jobs, \$60 billion in capital investments, and increasing foreign trade to \$225 billion by 2015 as the plan's objectives. For more information, log onto www.houston.org.
- Dow Chemical and BASF announced plant expansions.

Although some major oil companies (Shell, Exxon, BP, Conoco-Phillips) are involved in comprehensive operations, many companies (independents) specialize in only one part of the business. And, companies that ARE involved in the entire process often hire, contract, or sell part of the work to smaller independents.

Some employment opportunities in the industry are in smaller companies that don't post their jobs. Instead, they fill jobs through word of mouth and referrals (which makes networking critical). Larger companies also use:

- Job fairs
- Professional placement agencies (who get 30% of the first year's salary)
- Company websites

All oil and gas companies are entering the "Great Crew Change" employment phase. This term refers to the increased number of retirements, rapid training, and hiring of new entry level employees. Early estimates from some companies indicate 30-50% of their workforce will be retirement eligible over the next three to 10 years. Unlike other industries, some retirees will be looking for new careers or career options since they are only 50-52 years of age. Smaller companies are eager to hire these experienced professionals. Attraction and referral of these workers is critical to retaining people with these skill sets in our region.

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Other Interesting Facts

- A company like Anadarko (that employs about 3,000 people) receives 1,000-3,000 unsolicited resumes per month
- All companies leave for offshore operations from 5-6 shore bases. These shore bases provide opportunities for helicopter and barge companies.
- There is a critical shortage of operators and process technicians in the industry; 12 Texas colleges provide the two-year preferred degree program; seven (7) of the 12 are in the Houston area:
 - Alvin Community College www.alvincollege.edu
 - Brazosport College www.brazosport.edu
 - College of the Mainland www.com.edu
 - Houston Community College www.hccs.edu
 - Lee College www.lee.edu
 - San Jacinto College www.sjcd.edu
 - Wharton County Junior College www.wcjc.edu
- GCPTA – Gulf Coast Process Technology Association provides additional information about salaries, benefits, etc. at www.gcpta.org
- Petroleum engineers and geoscientists are also in demand. Both require a Bachelor's degree at a minimum. Most large companies require graduate degrees for scientists and geoscientists.
- The offshore work environment is easier than onshore operations.
- International jobs typically involve one month on/one month off; pay can easily be \$100K/year.

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ACTIVITY: USING THE YELLOW PAGES

There are thousands of oil/gas companies doing business in the Gulf Coast area. There is no way to memorize all the names, services, and staffing requirements of them. A more efficient way to increase your knowledge is to learn a company's primary business and the type of workers they typically hire. Most companies are located in four counties: Brazoria, Chambers, Galveston and Harris. A quick scan of the Houston Yellow Pages Online provides the following information:

- 641 Oil/Gas Exploration and Development Companies
- 439 Oil Field Equipment companies
- 17 Oil Field Equipment Rental Companies
- 8 Oil Field Equipment Repair Companies
- 14 Oil Field Hauling Companies
- 372 Oil Field Service Companies
- 21 Oil Handling Equipment Companies
- 6 Oil Inspector Companies
- 39 Oil Land Lease Companies
- 16 Oil Marketing Firms
- 86 Oil Operators
- 98 Oil Producers
- 45 Oil Refiners
- 2 Oil Well Cementing Companies
- 58 Oil Well Drilling Companies
- 25 Oil Well Drilling Mud and Additives Companies
- 6 Oil Well Fishing Tools Companies
- 9 Oil Well Log Libraries
- 55 Oil Well Services Companies
- 547 Gas and Oil Service Stations

Directions: Go to www.yellowpages.com. Type "oil" in the business name field. Type "Houston, TX" in the location field. Click Search. Find the name and phone number of a company that might hire each of the following types of workers:

- Wireline Operator
- Fishing Tool Hand
- Mud Logger
- Roustabout
- Roughneck
- Cementer
- Offshore Cook
- Underwater Welder
- Oil Equipment Hauler
- Surveyor
- Oil Equipment Repairer
- Crane Operator
- Cartographer

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Answer the following questions:

1. What is the primary business of Logan Oil Tools, located on Lucerne Street? _____

2. What type of workers are they likely to need? _____

3. What is the primary business of Derrick Equipment Company, located on Export Plaza Drive? _____

4. What type of workers are they likely to need? _____

5. Name a company that supplies pipe handling cranes, gantry pipe cranes, BOP handling cranes, hydraulic cranes, marine and drill ship deck cranes, and air powered, electric and overhead chain hoists.

6. What type of workers are they likely to need? _____

7. What does a Hot Shot company do? _____

8. What type of workers are they likely to need? _____

9. Where can you send an oil and gas surveyor to apply for a job? _____
10. Name one company you could call to conduct job development on behalf of a wireline operator.
