

# "EXHIBIT"

N O R T H T E X A S A S S O C I A T I O N O F P R O F E S S I O N A L L A N D M E N  
P . O . B O X 1 5 3 2 W I C H I T A F A L L S , T E X A S 7 6 3 0 7

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## UPCOMING MEETINGS

November 2010 Social  
19th

December 2010 None

January 2011 25th

February 2011 22nd

- All meetings are held at the Champion's Golf Course Restaurant on Lake Park Drive at 12:00. Email reminders will be sent.

## FALL CLASSIC GOLF TOURNAMENT

NTAPL's Fall Classic was a huge success with over \$9,700 being raised to support local charities. 70 golfers participated on a beautiful day at the Champion's Course at Weeks Park. 36 businesses showed their support with cash sponsorships and several others donating gifts, gift cards and various goods for our participant bags. We want to give special thanks to Gunn Oil Company, Platinum Sponsor, and Hollis R. Sullivan, Inc., Gold Sponsor. Thanks to Desk and Derrick and Mark and Sam Sutton for helping the day of the event and Donna Brown and Jo Ann Baker with Texas Alliance for making sure the registration went smoothly. Thank you to all who helped and donated!



Sponsor Banner displayed at the Fall Classic.

The NTAPL Sponsor Appreciation Dinner was held after the golf tournament. Chris Clerihew & The West Coast Turnarounds provided the entertainment for the night with food catered by Circle H Barbeque.



Great Music, Great Food and Excellent Company! Pictured are Jerry and Dianna Ritter, Vicki Young and Bill and Sharon Fletcher.

## PETROLEUM INDUSTRY SOCIAL

Please make plans to join the NTAPL/SPE/AAPG/COPAS for a networking Social to be held on November 19th from 5 pm to 7 pm at the Iron Horse Pub, downtown Wichita Falls. Please invite any perspective NTAPL members and take the opportunity to network with other local individuals in the petroleum industry. Spouses and significant others are encouraged to attend.

"If everyone is moving forward together, then success takes care of itself"—Henry Ford

Think NTAPL should hear about something? Please submit your stories to Kristina Suarez at [ksuarez@gunnoil.com](mailto:ksuarez@gunnoil.com)

# Message From The President

The hot days of summer are definitely behind us. I would like to thank all of the sponsors, members, and volunteers that made the golf tournament a success! The AAPL seminar on the evening of October 14<sup>th</sup> was well attended with 66 registrants. Jim Williamson and Josh Flores presented topics relating to Conveyances and Probates and both did an excellent job.

At the October 26<sup>th</sup> NTAPL monthly meeting, the members present voted to use the proceeds from the golf tournament to establish a donor advised fund with the Wichita Falls Area Community Foundation. The NTAPL plans to open the account using \$5,000 from the profit of the golf tournament. The fund, which has yet to be named, will be controlled by a Philanthropy Committee made up of two active members, two associate members and the AAPL Director. Appointments to the committee will be designated by the Executive Committee. The fund will allow for all future donations made to the NTAPL to be tax deductible.

Several volunteers have recently come forth to help the NTAPL. Kristina Suarez has taken on the task of creating this wonderful newsletter. Erin Simpson and Jody Watson have agreed to help with all aspects of membership. Matt Muehlberger is working closely with Lighthouse Technologies on the NTAPL website bid, design, and implementation. I want to personally thank these members for the help and support.

I am sure that the majority of members are tired of sifting through all of my email blasts (my lovely wife mentioned that she was). You have to give me credit...at least I'm persistent! The "Exhibit" will now be the NTAPL's main source of communication for upcoming events and information regarding the NTAPL.

Hope to see you all at the Social on November 19<sup>th</sup>!

*Brady Watson, RL*



*Brady Watson and wife, Jody*



# *New Members as of This Fall*

*Dale Cole*

*Rick Dollins*

*James M. Hanger*

*Josh James*

*Ben Jarnagin*

*Robert Key*

*Josh McAfee*

*Matt Muehlberger*

*John Osborne*

*Erin Simpson*

*Mark Sutton*

*Sam Sutton*

*Jody Watson*

*It is our pleasure to welcome you as a new member of the NTAPL and to offer thanks for your enthusiasm and interest in our group. Remember, you are just as important to the group as anyone else. Don't hold back! We want your advice, so don't hesitate to bring your ideas to our attention.*

*We extend our warmest welcome to you.!*

| November 2010 |     |  |  |                        |  |     |
|---------------|-----|--|--|------------------------|--|-----|
| Sun           | Mon | Tue  | Wed  | Thu                    | Fri  | Sat |
|               | 1   | 2  | 3<br>AAPL Field Landman Seminar<br>Oklahoma City, OK | 4                      | 5  | 6   |
| 7             | 8   | 9  | 10<br>Texas Land Institute<br>Houston, TX            | 11                     | 12<br>WI/NRI Workshop<br>Midland, TX   | 13  |
| 14            | 15  | 16<br>DBG Review<br>CPL/RPL Exam<br>Fort Worth, TX | 17   | 18                     | 19<br>Robert Key<br>Petroleum Industry Social<br>Iron Horse Pub (5-7)<br>Wichita Falls, TX | 20  |
| 21            | 22  | 23   | 24   | 25<br>THANKSGIVING DAY | 26   | 27  |
| 28            | 29  | 30   |  |                        |  |     |

| December 2010  |     |     |     |  |                                       |   |
|--|-----|-----|-----|--|---------------------------------------|---|
| Sun  | Mon | Tue | Wed | Thu                                    | Fri                                   | Sat   |
|  |     |     | 1   | 2<br>WI/NRI Workshop<br>Fort Worth, TX | 3<br>WI/NRI Workshop<br>Grapevine, TX | 4<br>Brady Watson<br>AAPL Board of Directors<br>Meeting |
| 5<br>AAPL Board of Directors<br>Meeting<br>Aviara, CA. | 6   | 7   | 8   | 9<br>JDA Workshop<br>Oklahoma City, OK | 10                                    | 11<br>Rick Fenlow                                       |
| 12   | 13  | 14  | 15  | 16<br>Rick Dollins                     | 17                                    | 18  |
| 19   | 20  | 21  | 22  | 23                                     | 24<br>Duncan Wood<br>CHRISTMAS EVE    | 25<br>CHRISTMAS DAY                                     |
| 26   | 27  | 28  | 29  | 30                                     | 31<br>NEW YEAR'S EVE                  |   |



2010 NTAPL  
Fall Classic Golf Tournament







2010 NTAPL Sponsor  
Appreciation Dinner





**Article By Alex Mills, Alliance President  
October 28, 2010**

Emails have been burning up cyberspace calling for a boycott of (1) BP because of the blowout in the Gulf of Mexico, (2) Citgo because of its connection to Venezuela, and (3) all companies that import crude oil from countries in the Persian Gulf.

Boycotts appear simple on the surface, but, as the old saying goes: “The devil is in the details.”

Let’s start with the basics.

Gasoline is made from crude oil, and the U.S. imports about 60 percent of its daily usage (18 million to 20 million barrels per day). U.S. refineries break down the crude oil into gasoline, diesel, heating oil, jet fuel, liquefied petroleum gases and residual fuel oil. Gasoline may be blended with other ingredients to meet federal and state requirements, such as ethanol, which may have an impact on price.

Location is important, too. Where the crude oil is produced or imported into the U.S. and refined all play an important role on price. Obviously, the transportation costs add to the final cost of the product. About 45 percent of the gasoline produced in the U.S. comes from refineries in Texas and Louisiana.

Roughly two-thirds of the cost of a gallon of gasoline can be attributed to the acquisition cost of crude oil. About 15 percent of the cost is state and federal taxes, 11 percent is distribution and marketing costs, and 7 percent is refining.

Retail gasoline prices have been above \$2 per gallon (U.S. average) since March 2005, except for four months from December 2008 until March 2009 when prices dropped to a low of \$1.687, according to the Energy Information Administration (EIA). Prices peaked at \$4.062 in July 2008. The most expensive gasoline is on the West Coast with an average on October 25 of \$3.079, and the cheapest is on the Gulf Coast with an average of \$2.661.

If crude oil makes up most of the cost of gasoline and the U.S. imports a majority of it from foreign countries, how can consumers tell where it originated? The name on the service station does not tell the entire story. In many cases, refineries do not process gasoline from one country all the time and sell the product to its branded service station. There are many complicated business reasons, but the simple answer is that after gasoline is refined it is sold and stored in large storage tanks. There may be gasoline from Chevron, Valero and BP refineries (made from oil from Venezuela, Saudi Arabia and U.S.) all mixed together in the storage tanks awaiting distribution. Once distributed to local service stations ingredients are added to meet company and government requirements.

EIA does track the origin of imported oil. Canada is the leading exporter with roughly 2 million barrels per day followed by Mexico and Saudi Arabia both with 1.1 million barrels per day. Many people may be surprised to know that only about 20 percent of U.S. imports come from Persian Gulf countries.

ExxonMobil Oil Corp. is the largest importer of oil, but only 32 percent of its imports come from the Persian Gulf. Motiva, which is owned by Saudi Refining Inc., imports 92 percent of its oil from the Persian Gulf. Citgo, which is owned by Venezuela, refines no oil from the Persian Gulf. Citgo gets most of its oil from its state-owned oil company in Venezuela.

Some people want to make a statement by not stopping at BP stations or refusing to buy Citgo gasoline. It isn’t quite that simple, unfortunately. Most of the service stations are owned by individuals - frequently small, family-owned companies – and not by Big Oil or countries. The first game of the World Series was sponsored by the family-owned service stations of Citgo. Apparently, the owners of Citgo stations want to make certain that the American public knows that Citgo stations in the U.S. are owned by fellow Americans and not Venezuela.

Boycotting a brand may make you feel better, because you are not supporting company “X” by purchasing gasoline from the perceived scoundrels. But, in reality, the person being hurt the most probably is the neighborhood businessman, or family, according to the Citgo commercials.

*Alex Mills is President of the Texas Alliance of Energy Producers, which is the largest state oil and gas association in the nation. Alex is also an Associate Member of the NTAPL. The opinions expressed are solely of the author.*