

## Connecting with the Gas Industry Locally

*This column is presented weekly by the Public Education sub-committee of the Clinton County Natural Gas Task Force in an effort to provide accurate, up-to-date information on activities surrounding the Marcellus Shale formation and the natural gas exploration industry. For more information on Task Force activities, visit the Task Force page on the Clinton County government website at [www.clintoncountypa.com](http://www.clintoncountypa.com).*

The Clinton County Natural Gas Task Force and the Clinton County Economic Partnership last week took a proactive step toward connecting local businesspeople with representatives of natural gas industry companies who have a local presence. With the help of several local business sponsors, the two organizations hosted what was called a “Meet and Greet.”

Simply put, last Wednesday evening’s event was an informal get-together. It allowed people from the local business community to introduce themselves, pass out business cards, become more familiar with the gas industry companies doing business in the greater Clinton County area, and learn how their business might be able to assist in and support the Marcellus Shale activity.

For the gas industry representatives who attended, it allowed them to see the wealth of products and services that are available through local contacts, and it gave them a chance to get to know and interact with more people locally.

“The Natural Gas Task Force and the Economic Partnership felt the Meet and Greet was a great opportunity for networking with the gas industry representatives who have a presence in our county,” said Economic Partnership president and CEO Mike Flanagan. “It allowed for Partnership and Task Force members to meet with industry officials to hear about what they might need and how local business might be able to step in. It is important to put our local business folks in front of new opportunities.”

Clinton County Commissioner and Natural Gas Task Force chairman Adam Coleman agreed.

“I thought the Meet and Greet went really well. I was pleasantly surprised to see the amount of people – both local and gas industry folks – especially with the bad weather we had that night.”

“Up until now, I think there has been somewhat of a wall between our local industries and the companies coming into the area to do business with the gas industry,” added Coleman. “With the Meet and Greet, I think we took a pretty big stride toward breaking that wall down. I think we’ll see some good benefits – some good business-to-business interaction – because of this event.”

Both Flanagan and Coleman expressed appreciation for the number of people who participated in the Meet and Greet; at the peak of the evening, it was estimated nearly 200 people were in attendance. Coleman welcomed everyone, and Flanagan took the opportunity to introduce natural gas industry representatives on hand. Those guests were then invited to say a few words about their business.

In all, 21 different companies involved in the natural gas industry participated in the Meet and Greet. Five of the companies who had representatives at the event – Texas-based Anadarko Petroleum Corp., Range Resources Corp., and XTO Energy, Oklahoma-based Chesapeake Energy, and Canadian firm Enerplus -- can be classified as natural gas exploration and production/land lease corporations. All currently have, or will soon have, drilling operations in the area.

All of the other companies in attendance can be considered as support companies for the natural gas industry. For example, Arrow Terminal Services provides transloading (loading and unloading) of materials such as sand, from railcars to trucks. The western PA-based Arrow currently has an operation in the rail yard in South Avis and also will be providing transloading services for PVS Chloralkali, a marketer of hydrochloric acid that is setting up an operation in

Castanea. PVS Chloralkali is a Michigan-based firm which also had a representative at the Meet and Greet.

Another transloading firm with a local presence is Kansas-based Panhandle Oil Field Services, which also has an operation at the South Avis rail yard.

Bell Supply Company, a Texas-based corporation, was represented at the Meet and Greet. The firm is a piping and material supply company for the natural gas industry and has an operation locally in Avis. Other piping and materials supply companies with a local presence include DMI International, an Oregon-based firm with a sales team locally; Gas Field Specialist, a Pennsylvania-based, Potter County firm with a local operation in Dunnstable Township; Canadian-based Guardian Oil, which currently has an operation in Linden but is planning a location in Clinton County; and Texas-based Select Field Services, which has an operation in Avis.

Companies like HB Rentals, a Louisiana-based firm which supplies rolling stock to the industry, and Texas-based Key Energy, which has an operation out of Lamar Township supplying water tankers, were also invited guests to the Meet and Greet.

Trican Well Service out of Canada also had a presence at the event. A natural gas drilling firm, Trican is one of the largest new employers in the area and has an operation based in Lamar Township.

Wellhead Distributors is another Texas-based firm. The company, which has an operation in Woolrich, distributes the range of well-head equipment required for a drilling operation.

One of the most familiar names involved in the gas industry is a long-time, steady local employer, Dominion Transmission Corp. The Virginia-based natural gas transmission company has a major storage and transmission operation out of the Leidy gas fields in western Clinton County.

Other pipeline transmission companies represented at the Meet and Greet were Ultra Pipeline, a Virginia-based firm with an office locally in Bald Eagle Township, and Williams Gas Pipeline, a Texas-based company with operations in the Salladasburg area.

Weavertown Environmental Group, a western-Pennsylvania-based firm, also participated in the Meet and Greet. The company, which has an operation in Wayne Township, provides emergency response support to the natural gas industry.

From a local perspective, in addition to the economic development and natural gas task force members in attendance, there were business development and tourism representatives at the Meet and Greet, people from municipal, county and state government, the financial field, agri-business, real estate and housing development, contractors from various disciplines, engineering, consulting and environmental service firms, transportation officials, health care representatives, vehicle sales and service companies, waste disposal groups, emergency response, heavy equipment manufacturers, retail and wholesale supply businesses, and representatives from several non-profit organizations.

It is important to note the 14 local sponsors who offered financial support to help underwrite the cost of the Meet and Greet. Sponsors included M&T Bank, Faber Burner Co., Glen O. Hawbaker Inc., Hanna Electric Inc., Harger Utility Contractors Inc., Lundy Construction Co. Inc., M&R Contracting Inc., Miller Brothers RV Sales & Service, Peters Painting & Sandblasting, R.C. Bowman, South Avis Realty, The EADS Group, The Express, and the Wayne Township Landfill.

Feedback from the event has been positive. Many of the participants have commented on the value of information learned and shared, and contacts made. Flanagan says another Meet and Greet is being proposed and is likely to be held during the summer months.

*This article was written by members of the Clinton County Natural Gas Task Force's public education sub-committee.*



Just a sampling of the large crowd on hand for the January 26 “Meet and Greet” networking event which helped to better connect local businesses with representatives of the natural gas industry who have a local presence.



Representatives from natural gas industry interests Ultra Pipeline (left and right) and Anadarko Petroleum (left center) talk with Clinton County Natural Gas Task Force member Rich Kyle.



Mike Romanesky of M&J Supply Company in Lock Haven, left, talks to Curt Williams of Trican Well Services about what his business has to offer.