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GENERAL DINNER MEETING

Tuesday, February 21, 2012

SPEAKER: Frank J. Colatruglio, CFA, CFP –
UBS Financial Services, Inc.

TOPIC: What Will 2012 Hold For Investors?

LOCATION: Bakersfield Petroleum Club
5060 California Ave., 12th Floor
Bakersfield, CA

TIME: Social Hour: 6:00 p.m.
Tech. Session: 6:30 p.m.
Dinner: 7:00 p.m.
Speaker: 8:00 p.m.
Price: \$25

**February's Social Hour is sponsored by
Christine Lujan of Cenergy**

Please RSVP to Julie Grassi at
(661) 654-7576 or jgrassi@chevron.com
By noon on Monday, February 20, 2012.
Include your name and menu choice (steak or chicken).



**Guest Speaker: Frank J.
Colatruglio, CFA®, CFP –
UBS Financial Services, Inc.**

Frank has been providing comprehensive, customized wealth management services for clients for the past 24 years. Prior to joining the Bakersfield, California office of UBS, Frank was a Vice President and Wealth Management Advisor at Merrill Lynch, focusing on discretionary asset management as a Personal Investment Advisory (PIA®), Portfolio Manager and personal financial planner for high-net-worth individuals. He also served as Vice President and

Financial Advisor at Wells Fargo Investments. As a Portfolio Manager at UBS, Frank delivers a comprehensive approach to wealth management and retirement planning. He designs customized solutions to address the retirement needs of highly affluent families, business owners, institutions, members of the agricultural and petroleum industries, and professionals including physicians, accountants and attorneys.

Frank graduated with honors from California State University, Bakersfield (CSUB) with a Bachelor's degree in business administration/finance and psychology. He has continued his education by holding Chartered Financial Analyst® (CFA®) and Certified Financial Planner™ (CFP®) designations. He belongs to the CFA Institute and the Los Angeles CFA Society. Frank holds Series 7, 63 and 65 registrations and is licensed in life insurance.

Community service is a priority to Frank and he is a member of the Bakersfield East Rotary, Estate Planning Council of Bakersfield, the Petroleum Club of Bakersfield, the CSUB Alumni Association and the Bakersfield Country Club. He serves on the Board of Directors of the Bakersfield East Rotary, the Petroleum Club of Bakersfield and on the Executive Advisory Council to the Dean of the School of Business and Public Administration at CSUB. Frank resides in Bakersfield with his family, where he enjoys golf, reading, music and traveling.

Topic: What Will 2012 Hold For Investors?

UBS AG is a leading global financial services firm, serving a diverse client base that includes affluent individuals, corporations, institutions and governments. By integrating and leveraging the combined resources, expertise and best practices of its business units, UBS offers products and services designed to provide appropriate solutions to its clients, regardless of where they are located.

There is a tendency to view the immediate future as merely an extension of the most recent past. Given the current environment, this may be tempting but would also be imprudent. The world has arrived at a crossroads as we enter 2012: voters face tough decisions over their country's future leadership, policymakers must choose between reviving economic growth and exerting fiscal discipline, and European officials have to pick between further integration or disintegration. So although many of the same challenges that prompted such a volatile repricing across financial markets in 2011 continue to fester, they are unlikely to play out in precisely the same manner during 2012.

TECHNICAL SESSION



Speakers: Clint Bourque and Bo Steinbach - Bolttech Mannings, Inc.

Bolttech Mannings is an industry leader in Bolting and Induction Heat technology.

Clint Bourque holds a BS in Chemical Engineering and Material Science Engineering from UC Berkley. Clint is the Western US and South American Regional Manager.



Bo Steinbach attended CSU, Bakersfield and is Western Region Territory manager for Bolttech Mannings.

Topic: Improved Methods of Heat Exchanger Disassembly

Induction nut heating system using variable frequency. Non destructive stud removal techniques. Proprietary speed drilling process which improves safety and speed while machining out broken, fractured, or galled studs. Also Metal Disinigration Machining also known as MDM.

Speaker Sponsor for January:

This month's Technical Session is sponsored by Jodi King of Baker Hughes Drilling Fluids A big thank you to Jodi for her generosity! There will be a drawing held for those who come and actively participate in this learning and knowledge sharing event!

CHAPTER NEWS

Adopt-A-Highway

The dates for our 2012 Adopt-A-Highway outings are February 25th, May 19th, August 25th and October 20th.

To volunteer, contact Bill St. Clair at (661) 340-4500 or bill.stclair@iesp.solutions.gasscoinc.com.

Upcoming Events

To keep things going the right way, we are providing a list of this year's API activities and events so you can plan for them. This list will be updated as information becomes available.

February 21st
February 25th
February 24th, 25th & 26th
March 2nd & 3rd
March 20th
April 17th
May 4th
May 5th
May 15th
May 19th
June 19th
July 17th
August 21st
August 25th
September 18th
October 16th
October 20th
November 3rd

Dinner Meeting
Adopt-A-Highway
BGP Melodrama
BGP Melodrama
Dinner Meeting
Dinner Meeting
Golf Tournament
Relay for Life
Dinner Meeting
Adopt-A-Highway
Dinner Meeting
Dinner Meeting
Dinner Meeting
Adopt-A-Highway
Dinner Meeting
Dinner Meeting
Adopt-A-Highway
Oil Baron's Ball

Membership Fees

If you haven't paid for your 2012 API Membership, now is the time to do so. The cost is currently \$20 for the year, but will increase to \$30 on March 1st. The price of the general meeting dinner has been increased to \$25 and is in effect for the February dinner.

Derricks to Desks Teacher Seminar

This year's training seminar for teachers will be held July 16-19. This seminar introduces teachers to various aspects of the petroleum industry and provides ideas of using the material in the classrooms. If you would like to sponsor one or more teachers, provide items to distribute to the teachers, or sponsor food, please contact Sherlee Bailey at WSPA – 661-321-0884.

CHAPTER NEWS (cont.)

Black Gold Productions' Melodrama

Volunteers are needed to help out at the annual melodrama. This event raises money for Relay for Life and the API Scholarship Fund. If you are interested in helping out, please contact Tim Frame at (661) 805-8693 or timothy.frame@bakerhughes.com.

Show Dates: February 24th, 25th, 26th

March 2nd and 3rd

It's Scholarship Time!

The 2012 San Joaquin Valley API scholarship application is now available online at www.apibakersfield.org.

The San Joaquin Valley Chapter of the API awards scholarships to local students pursuing a career in the petroleum industry, or a closely related field. These scholarships are awarded to hard working, dedicated and deserving students who are high school seniors or attending college. Students will be given two essay questions this year and a bonus question, which is optional. So, given the accelerated dates, it's time to put on those thinking caps and impress us with those amazing essays!

If you need assistance, have questions or problems downloading the application online, please contact Charles McWhorter at (661) 885-3113 or cmcwhorter@prou.com. The application deadline is Friday, April 6, 2012.

API Website

Need to pay for your membership? Visit the API website at www.apibakersfield.org. There are new pictures of events, archived newsletters, and links to other informative websites. You can also pay for your monthly dinner meetings and your advertising online at the website. It is easy and convenient, so don't delay. Start paying the easy way with API's PayPal buttons!

Super Prize Raffle

We've got another SUPER prize this month courtesy of Lyndy Affeld of Compressco. Thank you Lyndy for all that you do. Winner of the January Super Prize was Charlie Johnson. Bring a few extra bucks to the February meeting and you could be the next Super Prize winner.

Newsletter Sponsorships

Don't see your sponsorship featured in our Newsletter? Make your payment online at www.apibakersfield.org or with a check payable to the API. If you need assistance, please contact Debbie Caywood at d-caywood@hotmail.com.

If you wish to become an API Newsletter sponsor, please contact the newsletter editor, Laurie Alexander by e-mail at lauriebelladawn@yahoo.com. Please list "Newsletter Sponsor" in the subject line so that she will get right on it and get you back into the pages of the newsletter.

We can accommodate various types of sponsor recognition, as you have seen in this edition of the newsletter. We have even made them for some sponsors using their material and our talent. So if you want more than a business card, let us know and we will work on it for you. See the following pages for some good examples.

Sponsorship Rates

Size	Monthly	Full Year
Business Card	\$30	\$200
Half Page	\$100	\$700
Full Page	\$200	\$1,400

Relay for Life 2012

If you are interested in becoming a sponsor, would like to join our team, or would like more information regarding Relay for Life contact Laurie Alexander at (661) 699-3953 or lauriebelladawn@yahoo.com. You can also register for the team by visiting <http://main.acsevents.org/goto/API-BGP>.

Our 2012 goal is to have 60 registered team members and raise \$57,000. Relay is just 80 days away. We currently have 30 team members and have raised \$3,250. **Thanks to PCL Industrial Services, Inc. for being our first 2012 Sponsor!**

The API/Black Gold Productions team paired up with Team A-C to welcome Relayers to countries around the world at the Relay 2012 Kick-Off held on January 14th at Bright House Amphitheater.

Become a sponsor and see your company's logo featured on the team campsite, t-shirts, and banners!



(above) Relay for Life Kick-Off 2012 Featuring: Jared, Amy, Jessie and Jessica of Team A-C along with Marie Woodard and Mike Handren of the API/Black Gold Productions Team. (right) Erica Harper and Team Captain, Laurie Alexander, of the API/Black Gold Productions team.



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Black Gold Productions and the American Petroleum Institute
Are proud to present the rip-snortin' musical melodrama



Produced by special arrangement with Pioneer Drama Service, Inc., Englewood, CO

or...How the West Was Dun

Set Design Mike HANDREN & Dan SLITER
Property Master & Set Decoration Jean PETERS
Costume Design & Publicity Design Laurie ALEXANDER

FEATURING AN ALL-STAR CAST OF BGP'S FINEST: LAURIE ALEXANDER DICK BECKETT

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CHARLIE MCKAY JEAN PETERS LANA ROBERTSON LAUREN SCHNEIDER CHRIS SELZER DAN SLITER

PERFORMANCES: FEBRUARY 24, 25, 26*, MARCH 2, AND 3

Price: \$20 for evening performances (dinner is included)
*\$10 for the Sunday matinee (show only)

Evening: Doors open at 5:30 pm, show starts at 7:00 pm
Matinee: Doors open at 1:30 pm, show starts at 2:00 pm

BLACK GOLD PRODUCTIONS
Masonic Temple
1920 18th St.
(2 blocks west of the Padre Hotel)

TICKETS/INFORMATION
www.BGP-plays.com
Mike Handren 661.330.0423
info@BGP-plays.com

Slick and wealthy Richard Coldheart must marry Polly Wanda Cracker to control the Cracker property.

However, it's Polly's homely sister, Prunella, who wants to marry him!
Meanwhile, our hero, Sheriff Wayne John, has his hands full surviving the hilarious antics of Deputy Doowrong.

When a passel of villains attempts to take over the town things really go crazy!
With a narrator to keep the characters on stage in line, this wild and wooly Western will bring down the house!

Black
Gold
Productions



San Joaquin Valley
Chapter

Rated
G



API/Black Gold Productions has donated over \$315,000 to Relay for Life

63rd ANNUAL A. P. I. GOLF TOURNAMENT
ENTRY FORM - FOUR MAN SCRAMBLE
May 4, 2012

TEE TIMES - 7:00 am or 12:30 pm

FAX, Mail or Email ALL Entry Forms and Payment Information to the course registrar:

Sundale C.C. Sheila Buoni – Baker Corp - 10315 Enos Lane - Shafter, CA 93263
Cell # 661-333-9458 / Fax # 661-746-1139 sbuoni@bakercorp.com

Stockdale C.C. / River Lakes Doreen Morken-Gassco, Inc. - P O Box 9866 – Bakersfield, CA 93389
Cell # 661-332-2354 / Fax # 661-832-9795 dmorken@bak.rr.com

Reservations will be guaranteed (based on course availability) when payment is received and will be accepted only until **April 27, 2012**.

Checks, Cash, Visa, MasterCard, and Amex accepted (Please Check Payment Type Below)

ALL PLAYERS MUST BECOME 2012 API MEMBERS TO PLAY

Golf Registration includes: Cart, Driving range, Event Gift, Goody Bags, and API Hole in One contest.

Stockdale C.C. (includes vendor hosted food and drink on course)	No. _____ @ \$110.00 (per player)	
Sundale C. C. (includes vendor hosted food and drink on course)	No. _____ @ \$110.00 (per player)	
River Lakes G.C. (includes vendor hosted food and drink on course)	No. _____ @ \$110.00 (per player)	
API Membership Dues (<i>Must be API member to play</i>)	No. _____ @ \$ 20.00 (per player/non-member)	
Mulligan's (two per player)	No. _____ @ \$ 25.00 (per team)	
Tee Sponsorship (One course)	No. _____ @ \$125.00	<input type="checkbox"/> Sundale C.C.
Tee Sponsorship (Two courses)	No. _____ @ \$175.00	<input type="checkbox"/> Stockdale C.C.
Tee Sponsorship (Three courses)	No. _____ @ \$200.00	<input type="checkbox"/> River Lakes G.C.
<u>Total of All Fees</u>		\$ _____

Team Captains: Please fill in this section to allow your teammates to receive their monthly newsletter and advance notification of future API events.

All Captains' information must be completed for the return of starting time and team assignment.

Team Captain:

Name _____ E-mail _____

Company _____ Phone _____

Players: Name _____ Email _____

Company _____ Phone _____

Name _____ Email _____

Company _____ Phone _____

Name _____ Email _____

Company _____ Phone _____

Preferred Starting Time: ☐ 7:00 am ☐ 12:30 pm **Preferred Course:** ☐ Sundale C.C. ☐ Stockdale C.C. ☐ River Lakes
(River Lakes Golf Course is morning flight only)

☐ Check ☐ Cash ☐ Visa ☐ MasterCard ☐ Amex

Make Checks Payable To: **San Joaquin Valley Chapter, A.P.I.**
Tax ID # 95-3086622

Website: www.apibakersfield.org

For Raffle Prize Donations, please contact Dan Sliter-PCL @ 343-2808 / dsliter@pcl.com
For Super Raffle please contact Ed Rodriguez-Pros @ 978-1387



Manager of Engineering



Position Title: Manager of Engineering
Employment Classification: Salary Non-Exempt Business Office
Reports to: President

Hathaway LLC has been in business for over 10 years and has experienced tremendous growth in the past few years. Growth and financial success within this organization can be achieved through hard work, versatility and continued loyalty. Hathaway LLC was recently honored in Inc. Magazine as one of the fastest growing privately held companies in the United States. Our long range plans are to continuously aggressively grow the company and maintain our Bakersfield, CA based headquarters. The company is very strong financially, not publicly traded and controlled by one owner. There are no plans to divest and a very clear succession plan is in place. All of these things coupled with the owner's strong community presence solidify the company's stability.

Fundamental Objectives:

Under the general direction of the President of the Company, the Manger of Engineering is responsible for assisting the President with major and minor decisions pertaining to various projects, budget allocations, strategic planning, reserve reports, company processes and procedures and other various tasks assigned by the President.

Essential Functions of the Job:

- Overseeing completion of recurring Reserve Analysis
- Assisting with annual budget
- Managing the surveillance of oil and gas production
- Assist with drilling programs as they occur
- Advise the President on pertinent company decisions
- Implement processes to improve operational efficiency

Minimum Qualifications

Education: Graduation from an accredited college with a BS degree in Engineering.

Experience: Seven (7) years of experience in the Oil and Gas Industry in California.

Skills/Knowledge/Ability of:

- Excellent working knowledge of the oil and gas reserve Analysis and SEC terms pertaining to oil and gas reserves
- Ability to effectively evaluate acquisitions
- Strong competency in thermal operations
- Basic knowledge of facility design
- Familiarity with budget implementation and preparation
- Good working knowledge of oil and gas accounting
- Ability to interact well with operational team and develop more efficient processes
- Strong competency in drilling operations
- Strong working knowledge of oil and gas regulations in California
- Good organizational methods and procedures.
- Communicate clearly and concisely, both orally and in writing.
- Methods and techniques of record keeping and records management.
- Establish and maintain effective working relationships with those contacted in the course of work.
- Utilize computer equipment effectively.
- Ability to meet established deadlines.
- Detail oriented with good math skills.
- Skilled in Word, Excel and general computer skill

Qualified candidates only please send resume to:
Shelley Siemens, HR Manager ssiemens@hathawayllc.com

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jimmy@proswelltesting.com

API would like to thank the following for their door prizes at the January 2012 general meeting:

Dan Tuttle - Retired DOGGR
 David Howlett - ESI
 Rick Peace - White Wolf X 11
 Charlie Johnson - Clariant X 7
 Joe Billingsley - National Oilwell Varco
 Sandi Billingsley - Pro Line Systems
 Jim Roberts - Global Elastomeric Produces, Inc.
 Jimmy Leal - Pros
 Bob Armstrong - Univar
 Jimmy Dean - Baker Hughes
 Don Brock - National Oilwell Varco
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