

HARTENERGY

CONFERENCE & EXHIBITION



# 2020 EXHIBITOR PROSPECTUS AND 2019 SHOW REPORT

June 16-18, 2020

David L. Lawrence Convention Center | Pittsburgh, PA

[DUGEast.com](http://DUGEast.com)

## DUG *East* 2020

# MASTERING MARGINS, TAPPING RESOURCES, OVERCOMING CHALLENGES IN APPALACHIA

Cementing their spots at the top of the natural gas production food chain, the Marcellus and Utica have officially become the most prolific sources for natural gas and NGLs in the world.

According to an IHS Markit study, natural gas production in Appalachia will account for 45% of the national supply by 2040, up from 31% this year. Analysts also estimate that production of other profitable NGLs like ethane, propane and butane will double over the same period, with the Marcellus-Utica region accounting for 19% of the nation's total. The region "will play a key role in satisfying America's increasing reliance on natural gas, as well as keeping energy costs moderate. Favorable production economics place the Marcellus and Utica shale plays amongst the most cost competitive in the nation."

### Exhibit where Appalachia's top producers discuss options

**DUG *East*** remains focused on timely and important issues affecting unconventional resources development. The agenda is produced with input from industry professionals who understand the issues best. **DUG *East*** delivers a highly effective mix of data, insight and forecasts about financing, exploration, drilling, production, and delivery, presented by esteemed industry leaders in a respectful, engaging environment.

For its 120+ exhibitors, the **DUG *East*** Conference and Exhibition attracts over 1,600 quality attendees each year. To ensure sponsors and exhibitors a qualified audience, Hart Energy reaches out to oil and gas and midstream operators with incentives to bring their most influential managers to the conference. Exhibitors will be networking with influencers who make decisions about the technologies being presented.

### 2019 STATISTICS

1,591  
ATTENDEES

23  
SPEAKERS

76  
SPONSORS

124  
EXHIBITORS

## WHO ATTENDS DUG EAST

The **DUG East** conference helps industry leaders stay current on emerging trends and markets. Attendees at DUG conferences come from:

- E&P Companies
- Pipeline Operators
- Financial Firms (i.e. Investors, Bankers, Analysts, etc.)
- Industry Consulting Firms
- Law Firms
- Service & Supply Companies
- Government Agencies
- Other Professional Services Firms

Some of the producers that attend **DUG East**:

ALTA Resources LLC	Chief Oil & Gas LLC	Geopetro LLC	Mitsui E&P USA LLC	S.T.L. Resources
American Petroleum Partners	CNX Resources Corporation	Greylock Energy	Montage Resources	Seneca Resources Company LLC
American Refining Group	Diversified Gas & Oil Corporation	Gulfport Energy Corporation	Northeast Natural Energy	Shell Oil Company
Antero Resources	Eagle Resources Corporation	Heritage Royalty	Pardee Resources Company	Snyder Brothers, Inc.
Apex Energy LLC	EdgeMarc Energy LLC	Hilcorp Energy Company	Patriot Exploration Corp	Southwestern Energy Company
Arsenal Resources	Encino Energy LLC	Huntley & Huntley Energy Exploration	Pedernales Petroleum	Stabilis Energy
Artex Energy Group LLC	Enervest, Ltd.	Infinity Natural Resources	PennEnergy Resources	Tellurian Production Company
Ascent Resources	EQT Production Company	Innova Exploration, Inc.	Petrolympic	Texas Keystone Inc
Autumn Ridge Energy	Equinor	Jesmar Energy, Inc.	Pin Oak Energy Partners	Tug Hill Operating
Beech Resources LLC	EXCO Resources	Laurel Mountain Energy LLC	Range Resources	Vista Resources, Inc.
BKV Operating	Five Star Resources	LPR Energy	Repsol Oil & Gas USA LLC	XPR Resources LLC
Bluerock Minerals LLC	Frontier Natural Resources	Marathon Petroleum Company	Reserve Energy Exploration Company	XTO Energy
Bounty Minerals	Gateway Royalty LLC	Mitsubishi Corporation	Rockdale Marcellus LLC	Yokogawa Corporation of America
Cabot Oil & Gas				
Chesapeake				
Chevron				

Hart Energy has already started its 2020 marketing for **DUG EAST**. This includes:

### Engagement via print and digital communications

– Directly connecting with past speakers and DUG Conferences attendees to promote new topics

**Advertising** – Programs are running in our leading publications, **E&P magazine** and **Oil and Gas Investor**, to entice attendees

**Public Relations** – Releases on upcoming speakers and presentation topics

**Website** – Search engine optimization and marketing with prominent sites using Google AdWords

**E-newsletters and posts** – through our industry newsletters –**Morning Rush, Daily Wrap-Up, Breaking News, A&D Alert, Energy Pulse, Tech, Direct, A&D Watch, E&P Buzz, Midstream Monitor, Shale Weekly** and **Weekend Replay**

**Social Media** – Featuring our upcoming speakers and agenda through Twitter, LinkedIn and Facebook

*Whether your marketing team is promoting new technology or current products and services, we want to assist you—and audience wants to hear about it!*

# BENEFITS OF EXHIBITING

### BECOME AN EXHIBITOR AND SPONSOR

Appalachia's decision makers are preparing for the long term. Ensure your company factors into their plans!

Natural gas wells productivity in the Marcellus and Utica/Point Pleasant is steadily increasing thanks to ongoing improvements in precision and efficiency of horizontal drilling and hydraulic fracturing. Since January 2012, the Marcellus and Utica/Point Pleasant region has accounted for 91% of the increase in natural gas production from low permeability formations. Midstream operators are working to build much-needed takeaway capacity. Producers are searching for solutions that help them operate more efficiently.

Now more than ever, they want to hear about your products, services and technologies. Don't miss this once-a-year chance to connect with them.

#### Plays Covered:

- Marcellus
- Utica
- Emerging Appalachian Plays

#### Cost to Exhibit - \$4,000 and includes:

- 10 ft. x 10 ft. exhibit space (100 sq. ft. minimum)
- Listed on the DUG East online exhibitor floor plan with a link to your website
- Complimentary Exhibit Hall Only registrations for two (2) employees per 100 sq. ft. of exhibit space
- Option to upgrade Exhibit Hall Only to full-conference passes at a discounted rate
- Discount on additional booth staff passes
- Ability to invite qualified clients and prospects to the exhibition hall at no charge through the Operator Pass Program
- Access to all networking breaks and receptions
- Option to add the following complimentary items per 100 sq. ft. of exhibit space:
  - One (1) 6 ft. table
  - Two (2) chairs
  - One (1) wastebasket
  - Pipe and drape with a company ID sign
  - Option to purchase additional full-conference passes at a 30% discount



For more information about exhibiting at **DUG East** contact:

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# DUG *East* 2020

## SPONSORSHIP OPPORTUNITIES

### WHY SPONSOR?

**DUG *East*** sponsorships give companies high-level exposure to key decision makers in unconventional resources markets. Sponsors have the opportunity to increase brand awareness, obtain valuable leads and connect with thousands of potential clients - all in one venue!

### Typical sponsorships include:

- Premier Level Sponsor
- Platinum, Gold, Silver and Bronze Sponsors
- Opening Reception Sponsor
- Speaker Dinner Sponsor
- Late Night Networking Mixer Sponsor
- Networking Breakfast Sponsor
- Morning Refreshment Sponsor
- Networking BBQ Luncheon Sponsor
- Afternoon Energy Break Sponsor
- Ice Breaker Sponsor
- Registration Sponsor
- Lanyard Sponsor
- Floor Plan Sponsor
- Exhibit Hall Sponsor
- Follow Me to Registration Sponsor
- Welcome Banner Sponsor
- Host Hotel Key Card Sponsor
- Conference Session Sponsor
- Shoe Shine Station Sponsor
- Speaker Gift Sponsor
- Exhibit Hall Water Bottle Sponsor
- Food & Beverage Lounge Sponsor
- Presentation Room Water Bottle Sponsor
- Conference Bag Sponsor
- Seat Caps Sponsor
- Event Koozie Sponsor
- Pen Sponsor
- Pocket Guide Sponsor
- Coffee Sponsor
- Premier Bingo Sponsor
- Bingo Square Sponsor
- Charging Station Kiosk Sponsor
- Operator Program Sponsor
- Pocket Guide Full Page Ad
- Attendee Postcard (Direct Mail Piece)
- Conference Bag Insert
- Premier Event APP Sponsor
- Post-Conference Presentation Email Sponsor

**Contact a sales representative today to learn more about our sponsorship packages.**

### Sponsorship benefits include:

- Unique access to a select group of industry executives
- New sales leads and opportunities to solidify customer relationships
- Increased brand awareness
- Ability to showcase new products/services to a targeted audience
- Multiple reference listings for your company (including an online profile)
  - On the conference website
  - In the conference Pocket Guide
  - On the conference mobile app
  - Premium Booth Location

## PAST ATTENDING COMPANIES

3 Rivers Water	Artex Energy Group LLC	Blue Racer Midstream	Chesapeake
A-1 Fuels LLC	Ascent Resources	BlueRock Energy Partners	Chevron
Absolute Noise Control	ATCO Structures & Logistics	Bluerock Minerals LLC	Chief Oil & Gas LLC
ACrane Rental	Atlantic Nitrogen and Testing	BOK Financial	CIRCOR, Pipeline Engineering
ACV Enviro	ATS	Bolt	Citadel LLC
Advantage Occupational Medicine	Austin Master Services LLC	Borton Lawson	Civil & Environmental Consultants
Aerotek Energy Services	Autumn Ridge Energy	Boss Services, Inc.	Clean Earth
Aim Services Co.	Aveda Transportation and Energy Services	Bounty Minerals	Clean Harbors
Alberts Spray Solutions LLC	AWC Frac Valves	Brandon Rumbaugh Solutions	Cleargistix
ALL Crane Rental of PA LLC	B&L Pipeco Services	Brenntag Northeast	Clearpoint Chemicals
Alshaya Enterprises	Badger Daylighting	Bri-Chem Supply Corp.	ClearSign Combustion
ALTA Resources LLC	Baker Hughes, a GE Company	Buckeye Brine	Cleveland Brothers Equipment
Altus Intervention	Barclays	Butler Mfg	CNR Energy Services Group
Amazon	Baseline Energy Services	C J Hughes Construction	CNX Midstream Partners
American Energy Fabrications	Bass Energy Services	C&J Energy Services	CNX Resources Corporation
American Mineral Solutions	Beaver Excavating Company	Cabot Oil & Gas	Cobbs Allen- Energy
American Petroleum Partners	Beech Resources LLC	Calash LLC	Columbia Gas of Pennsylvania
American Refining Group	Beeghly Tree LLC	Calfrac Well Services	Columbia Southern University
Amerisafe Group	Beemac Logistics	Calumet Specialty Products	Community Improvement Corp. of Harrison County, Ohio
Antero Resources	Beemac Trucking	Capital Sand Proppants LLC	Cooper Natural Resources
Apex Energy LLC	Beitzel Corporation	Capstone Turbine	Copper Run Capital
Apex Environmental LLC	Belmont College	CARBO	Corcoran Expositions
Apollo Global Management LLC	Benefit Street Partners	Carpenter Energy	Core Lab/Owen
Appalachian Well Surveys	Benshaw Advanced Controls & Drives	Cavallo Mineral Partners LLC	Cougar Drilling Solutions
Applied Construction Solutions/ Energy Transportation	Beta Energy Partners	Cave City Sand	Covia Corp
Applied Pipeline, Inc.	Bettis Brothers Sand and Gravel	CBRE	Crestmark
ARC Appalachia, Inc.	Billman Geologic Consultants	CDMG	Cross Country Infrastructure Services
Archrock	Bills Bit Service	Cenergy,LLC	Crozier Welding
Ariel Corporation	BJ Services Company	Central Ohio Oil Company, Inc.	CSD Pipeline Inspection Services
ARM Energy LLC	BKV Operating	Certarus	CTAP LLC
ArrMaz	Blackline Midstream Partners	Certified Laboratories	
Arsenal Resources		Chemco Technology Services	
		Chemstream	

Producers and operators are gathering at **DUG East 2020...**  
*will you be among them?*



Cudd Energy Services  
 Cummins Sales and Service  
 Dale Fastener Supply  
 Darcy Partners  
 Davco  
 Day & Zimmermann  
 De Maagd Consulting  
 De Nora Neptune LLC  
 Dearing Compressor & Pump Co.  
 Deep Well Services  
 Department Community & Economic Development  
 Diamondback Industries  
 DiGioiaGray  
 DirkThomas Solutions LLC  
 Diversified Gas & Oil Corporation  
 Dominion Energy  
 Douglas Pipeline Company  
 Downhole Products  
 Downhole Technology  
 Dragon Products  
 DTC  
 DTE Energy  
 Dualco Inc.  
 Dura-Bar  
 E-Finity Distributed Generation  
 E-Z Line Pipe Support Company  
 E2 Energy Services  
 Eagle Resources Corporation.  
 Earthres Group Inc.  
 East West Drilling Inc.  
 ECS Corporate Services LLC  
 Ectobox, Inc.

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 Edge Oilfield Services  
 EdgeMarc Energy LLC  
 Elk Environmental Services  
 Ellwood City Forge Group  
 Eminent Oilfield Services  
 EN Engineering  
 Enbridge  
 EnCap Investments LP  
 Encino Energy  
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 Encorus Group  
 EnerCorp Sand Solutions  
 Enerflex Energy Systems  
 EnerGreen 360  
 Energy Transfer  
 Energy Transportation LLC  
 EnerKnol  
 Enervest, Ltd.  
 Entech Engineering, Inc.  
 Enterprise Products  
 Enventure Global Technology  
 EnviroTrac, Ltd.  
 Epic Lift Systems  
 Epiroc  
 EQT Production Company  
 Equinor  
 Equipment & Controls, Inc.  
 Ergon Oil Purchasing, Inc.  
 Ernst Conservation Seeds  
 ESS Energy Group  
 essnextier insurance

ETC - Environmental Tank and Container  
 Evercore  
 Evolution Drilling Tools  
 Evolution Energy Technologies  
 Evolution Well Services  
 EXCO Resources  
 Express Energy Services  
 Fairmont Supply Company  
 FCI - Forged Components Inc.  
 Femco Machine  
 FESCO Ltd  
 Fifth Third Bank  
 FirstEnergy  
 Fisher Associates, P.E., L.S., L.A., D.P.C.  
 Five Star Resources  
 Flex Fleet Rental  
 FlexSteel Pipeline  
 FLIR  
 Flotek Industries  
 Fluid Delivery Solutions  
 Fortis Energy Services  
 Forum Energy Technologies  
 Fountain Quail Energy Services  
 Frac Shack  
 Frederick Logan Company  
 Freemyer Industrial Pressure  
 Frontier Group of Companies  
 Frontier Natural Resources  
 FTS International  
 Fullstream Energy Holdings LLC  
 Fusilier Resources LLC

FyreRok Reservoir Consulting LLC  
 G&W - Ohio Central RR  
 Garlock Safety Systems  
 Gasco Precision Calibration Mixtures  
 Gateway Royalty LLC  
 Gemini Shale Solutions  
 GEO-COM LLC  
 GEODynamics  
 Geopetro LLC  
 GeoStabilization International LLC  
 Getech  
 Gladiator Energy  
 Glenn O. Hawbaker Inc.  
 Global Partners  
 Globecom  
 GMS Oil & Gas  
 GR Energy Services  
 Grae-Con Construction  
 Gravity Oilfield Services  
 Greylock Energy  
 Greylock Midstream  
 Guardian Construction Management  
 Gulfport Energy Corporation  
 Gyrodata Inc.  
 H&H Enterprises  
 H2 Enterprises  
 Halliburton  
 HB Rentals  
 Helmerich & Payne, IDC  
 HEPACO LLC  
 Heritage Royalty  
 Hetrick Mfg.

HHEX - Huntley & Huntley Energy Exploration  
 Hi-Crush  
 Highland Tank  
 Highlander Energy Products Inc.  
 Highlands Drilling LLC.  
 Hilcorp Energy Company  
 Hillstone Environmental Partners  
 Holland Services  
 Hughes-Primeau Controls  
 Hull & Associates, Inc.  
 Hunting Energy Services  
 Huntley & Huntley Energy Exploration  
 HY-BON/EDI  
 I.C.E. Service Group, Inc.  
 Iberiabank  
 IDS Investments LLC  
 IER Fujikura  
 IHS Markit  
 IMI CCI  
 Impact Selector  
 Industrial Flow  
 Infinity Natural Resources  
 Innova Exploration, Inc.  
 Innovex  
 IntegriTesting  
 Integrity Industries  
 Integrity Slickline Services  
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 Interra Energy Services  
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IOS & LB Foster Company  
 Ironclad Energy  
 Ironwood Capital  
 IUOE Local 66  
 J-W Power Company  
 J.P. Morgan  
 J&J Field Services  
 J&J Truck Bodies & Trailers  
 JA Oilfield Manufacturing  
 Jefferson Gas Pipeline  
 Jesmar Energy, Inc.  
 John Perez Design  
 JP Morgan Chase  
 JSA Energy / Rock Oak Energy Partners  
 K&L Gates  
 Kallanish Energy  
 Kanawha Stone  
 Keane Group

Kessel Construction	MAP Royalty Inc.	Mustang Extreme	Oil States Energy Services	Plante Moran	
Key Energy Services	Marathon Petroleum Company	Environmental Services	Omega Drilling	Platte River Inspection Services	
KeyBanc Capital Markets	MarkWest Energy Partners	Nacelle Solutions	ORBCOMM	Platts RigData	
Keystone Clearwater	Marvel Industrial Coatings	NAPE Expo	Orion Strategies	PLS Logistics Services	
Keystone Drill Services	Mascaro Construction	National Field Services	Oxford Solutions, Inc.	PNC Bank	Reach Wireline
Kimble Company	Master Locators, Inc.	National Oilwell Varco	Pace Analytical	Polystar Containment	RealX Ventures
Kimray, Inc.	Matrix Composites & Engineering (US)	National Rubber Corporation	Paleo West Archaeology	Potesta & Associates, Inc.	Red Roof
Kold Katcher	Mayer Electric	Natural Gas Intelligence	Panther Fluids Management	Precision Geophysical	Renegade Wireline Services
Koury Geosteering	MBI - Manly Brothers Inc.	NCS Multistage LLC	Paradigm Control of Texas	Premier Pipe	Repeat Precision
KSW Oilfield Rental/ Solids Control	McCutcheon Enterprises, Inc. (MEI)	Nemacolin Woodlands Resort	Pardee Resources Company	Premium Oilfield Technologies	Repsol Oil & Gas USA LLC
KTA-Tator, Inc.L. A. Gates Company	McKim & Creed	Netherlands, Sewell & Associates	Patriot Exploration Corp	Pro Pipeline Solutions	Reserve Energy Exploration Company
Lasso Technologies	Merchants Fleet	New Pig Energy	Pedernales Petroleum	Pro Star	Resource Well Completion Technologies
Laurel Mountain Energy LLC	MicroSeismic, Inc.	Newpark Drilling Fluids	PennEnergy Resources LLC	Producer Direct NGL LLC	Revolution Energy Services
Lauren Engineers and Constructors	Mid-East Truck & Tractor Service, Inc.	Newpark Resources	Pentair	Profire Energy Inc.	Rhino Linings
Lee Supply Company	MidAtlantic Energy Services	NextEra Energy	Peoples Natural Gas	ProFrac	RigUp
LeeMax Safety Solutions	Midwestern Pipeline Products	Nicolozakes Trucking & Construction, Inc.	Performance Pipe	Pronghorn Logistics	RiP USA, Inc.
Lexicon, Inc.	Milagro Resources, LP	Nine Energy Service	Petrochem Insulation, Inc.	PropStream	Robertson Petroleum Group
Liberty Oilfield Services	MISTRAS Group	Nitro Construction Services	Petrolympic	PropX	Rock Furnace Energy Holdings
Liberty Sales And Distribution	Mitsubishi Corporation	No Bull Products	Petta Enterprises	ProTechnics	Rock Oak Energy Partners
Lightning Energy Services	Mitsui E&P USA LLC	Norriseal	PG2 Inc.	Pruitt	
Lightning Master Corporation	MJ Painting Contractor Corp	North American Directional LLC	Philpott Energy & Transportation	Purge Energy Services	
Lindsay Precast	MN Ltd	Northeast Natural Energy LLC	Phoenix Specialty Inc.	PVS- Nolwood Chemicals Inc.	
Lineal Industries, Inc.	Mobil Industrial Lubricants	Northeast ONG	Pillar Innovations	Qatargas	
LMKR	Mobile Construction Mechanics	Northern White Sand LLC	Pin Oak Energy Partners LLC	QES Directional Drilling	
Lodi Logistics & Wellsite Services	Monroe County Port Authority	Northrup Equipment Company	Pine Run Midstream	Quaker Chemical Corporation	
LoMac Energy	Montage Resources	NSAI	PIOGA	Quantum Valve & Oilfield Solutions	
Lonestar West Services LLC	Moog Inc.	Nuverra Environmental Solutions	Pioneer Truck Lines USA	Quidnet Energy	
LPR Energy	Morgantown Marriott	NVI - Nondestructive & Visual Inspection	Piper Oilfield Products	R. Christopher Goodwin & Associates	
LW Survey Company	MPLX LP	O'Donnell Consulting Engineers	Pittsburgh Business Times	Rain for Rent	
Manitex Sabre	MPR Transloading & Energy Services	Octane Environmental	Pittsburgh Pirates	Range Resources	
Mansfield Crane Service Corporation	Mueller Environmental Designs	Ohio CAT	Pittsburgh Post-Gazette	RBC Capital Markets / Richardson Barr	
Mantaine Corporation		Oil Patch Group	Plains Midstream Canada		
			Plante & Moran, PLLC		



Rockdale Marcellus LLC  
Rotor-Tech Inc.  
Rubicon Oilfield International  
Rugged Telemetry, Inc.  
Ryan Environmental  
S & B Engineers And Constructors  
S & P Global Platts  
S. H. Bell Company  
S.T.L. Resources LLC  
S&P Global Platts  
S2W Contracting  
Safeco  
Safety Management System  
SAGE Pump Services  
Sand X  
Sargent Sand Co.  
Schlumberger  
SDI Gas LLC  
Seahorse Water Solutions LLC  
Sealing Specialists & Service Co.  
Seneca Resources Company LLC  
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Sentry Wellhead Systems  
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Serva  
Seubert & Associates, Inc.  
Shale Crescent USA  
Shale Support  
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Site Safe Solutions  
Skycasters  
Sloan Lubrication System  
SLS Land and Energy Development  
Smart Sand  
Snyder Brothers, Inc.  
Solid Oak Environmental Support  
Solspec Solutions, Inc.  
SOS Sand Technology  
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Southpointe Telecom  
Southwestern Energy Company  
Specialized Desanders USA Inc.  
Split Rock Services  
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Stabil Drill  
Stabilis Energy  
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Stansberry Research  
Stefanik's Next Generation Contracting Company  
Stepan Chemical  
Stone Pier Capital Advisors  
Stonehenge Energy Resources II L.P.  
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Strike  
Stronghold Resource Partners

Summit Casing Equipment  
Sunbelt Rentals Inc.  
Superior Appalachian Pipeline LLC,  
Superior Appalachian Pipeline LLC  
Superior Silica Sands  
Sustainable Modular Management  
Tallgrass Energy  
Tank Services  
Taylor Forge Engineered Systems  
TD Geologic LLC  
TechnipFMC  
Tellurian Production Company  
Tenaris  
TETRA Technologies, Inc.  
Texas Keystone, Inc.  
The Challenge Program, Inc.  
The GATOR Group  
The Great Lakes Construction Co.  
The Marcellus Business Central  
The Nugent Sand Company  
Thomas Tools  
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Thru Tubing Solutions  
Tidewater Logistics Operating LLC  
Tier 1  
TMK IPSCO  
Tomax  
Torcsill Foundations LLC  
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Trinity Sling

TruHorizon Environmental Solutions  
TSS - Total Sand Solution  
Tug Hill Operating  
TUV Rheinland Industrial Solutions  
TWD  
Twin Eagle  
Twin Pines Mfg. Corporation  
U.S. Inspection & NDT LLC  
U.S. Well Services  
UGI Energy Services  
Ulterra  
United Rentals Pump Solutions  
Univar Solutions  
Universal Pressure Pumping, Inc.  
UNLEADED  
US Black Engineer & Information Technology  
US Ceramics LLC  
US DOE NETL  
US Silica  
US Well Services  
US Well Services  
USA Compression  
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Van Air Systems  
Varel  
Vavco LLC  
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Vesta Construction Websites

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Water Lens  
Water Mark Technologies Incorporated  
Water Science Technologies LLC  
Waukesha Pearce Industries  
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WEG Global O&G  
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WellDrive  
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Welltec  
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West View Cunningham Company Inc.  
West Virginia Development Office  
West Virginia Methanol  
Western Land Services  
Wheeling and Lake Erie Railway  
Williams  
Willis Towers Watson  
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Women's Energy Network  
Wood  
Workover Solutions  
World Tek Industries  
Worthington Industries  
Wright & Company, Inc.  
WTS Energy Group

WV Development Office  
WWesco USA Corp  
Wyndham Hotels & Resorts  
Xcl Midstream  
XPR Resources LLC  
XTO Energy  
Yokogawa Corporation of America  
YPE Pittsburgh  
Zambelli Technology International  
Zeeco, Inc.  
Zimmerman Steel & Supply Co.

# SHOW REPORT

## DUG *East* 2019 Conference Highlights

### DUG *East*: Key Players Eye Increased Production In Utica

- The Utica Shale play has been undervalued and under-appreciated given its large size and diversity of hydrocarbons, according to an executive for **Encino Energy LLC**.
- “The Utica will really surprise people going forward,” **Ray Walker, COO of Encino Energy**, told more than 600 attendees at the **DUG *East*** conference on June 19.
- Encino’s 900,000-acre Utica Shale leasehold has over 900 wells in Ohio. The company continues to expand its footprint with advancements in technology in the gas-rich play, which has “favorable economics and infrastructure,” according to Walker. Last year, **Encino bought Chesapeake Energy Corp.’s holdings in the Ohio portion of the Utica Shale play** for \$2 billion. Chesapeake was one of the first companies to move into the Utica Shale, locking up enough leases to become the shale play’s biggest producer.
- Walker said that 70% of Encino’s Utica production is sold on the Gulf Coast, 20% at the Dawn, Ontario, hub and 10% in Appalachia.
- Referring to Marcellus and Utica as one of the biggest gas resources in the planet, Walker said consolidation will eventually happen.
- “We at Encino view ourselves as consolidator, not consolidatee,” Walker said. Encino Energy is backed by the Canada Pension Plan Investment Board.
- “We’re not your typical private equity company and Canadian Pension Plan is, I think, the third largest in the world,” Walker said. He believes the pension plan is a unique model with long-term investments generating cash flow, which encouraged him to come out of his brief retirement. He explained that producers have revolutionized the gas industry in the United States, producing about 2,549 MMcm (90 Bcf) of gas per day, one-third of which comes from Utica and Marcellus. “LNG is making leaps and bounds across the industry and we’re not far away from gas becoming a global commodity, much like oil is,” Walker said.
- Reflecting on some of the key lessons learned as a shale player, Walker said, “It’s about having a consolidated position—you have to be way up on the technology curve, be a low-cost producer, have low cost evacuation routes... Everything from idea generation to burner tip has to be managed.”
- There is a strong need to optimize operations using data generated from artificial intelligence, machine learning and predictive analysis, he added.
- “If you’re not doing that, you’re not going to survive the new industry we’re in,” Walker said.

# SHOW REPORT

## DUG East 2019 Conference Highlights

**1,591**  
ATTENDEES



**23**  
PRESENTERS



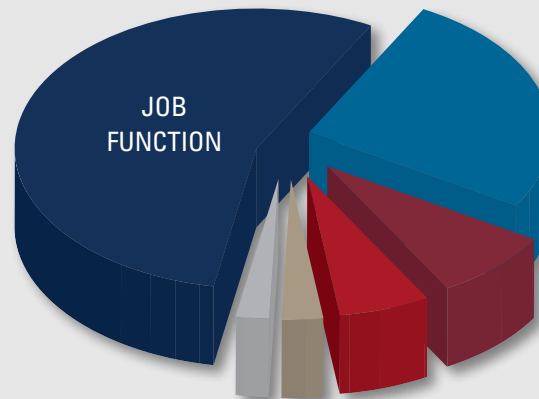
**76**  
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**124**  
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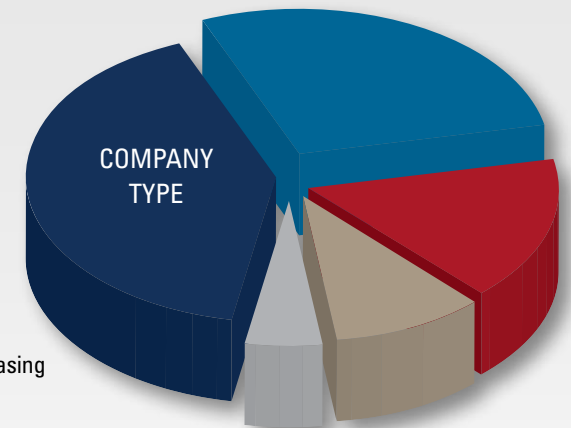


### Attendees by Company Type



- 55% Service/Supply Company
- 26% E&P Company - Public/Private/Independent Oil & Gas Producer/Operators/National/State
- 8% Consulting/Educational Institute/Government/R&D/IT Services/Other
- 6% Midstream Engineering/Pipeline/Transportation/Transmission
- 3% Banking/Finance/Private Equity/Insurance Provider
- 2% Engineering/Drilling Contractor/Integrated Service Provider/Manufacturer

### Attendees by Job Function



- 41% Business Development Management /Sales
- 28% Executive/General/Exploration Management
- 16% Engineering - Management/Technical/R&D
- 10% Administrative/Finance/Legal/Consulting/Other
- 5% Geology & Geophysics/Field Professionals/Purchasing

DUG East 2019

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## PLATINUM

**NCS**  
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**EQT**

TELLURIAN

**INNOVEX**

## BRONZE

**C&J ENERGY SERVICES**

**evolution**  
WELL SERVICES



**KEANE**



**TRIPOINT**

**THRU TUBING**  
SOLUTIONS

**U.S. INSPECTION**  
... & NDT LLC ...

**XCL**  
MIDSTREAM  
EXCELLENCE IN MIDSTREAM

**ASCENT**  
PRODUCERS

**CHIEF**  
OIL & GAS LLC

**NOX**

**equinor**

**EQT**

**GREYLOCK**  
MIDSTREAM

**HUX**  
HUNTLEY & HUNTLEY  
ENERGY EXPLORATION

**PENNERGY**  
RESOURCES

**PINOAK**  
ENERGY PARTNERS

**S.T.L.**  
SOLUTIONS

## OPERATOR

**Archrock**

**B**

**BOLT**

**BAKER HUGHES**  
a GE company

**BEAVER**  
ENERGY COMPANY

**Capstone**  
Turbine Corporation

**CERTIFIED**

**COUGAR**  
DRILLING SOLUTIONS

**EIV Capital**

## CONTRIBUTING

**ETEC**

**FleetUp**

**GLADIATOR**  
ENERGY

**GREYLOCK**  
ENERGY

**CONCRETE**

**HALLIBURTON**

**Holland**  
SERVICES

**IRONCLAD**  
ENERGY

**IDEAL**  
COMPLETION SERVICES

**MAGNUM**  
SOLUTIONS

**PINOAK**  
ENERGY PARTNERS

**U.S. INSPECTION**

**Quaker**  
SOLUTIONS

**RELIANCE**  
SOLUTIONS

**RENEGADE**  
SERVICES

**Schlumberger**

**SDI**  
GAS LLC

**SHALE**  
SUPPORT

**SP** SOONER PIPE

**SOURCE**  
ENERGY SERVICES

**STABILDRILL**

**STRIKE**

**Tenaris**

**TPM**

**UNIVERSAL**  
SOLUTIONS

**USWS**  
SOLUTIONS

**wood.**

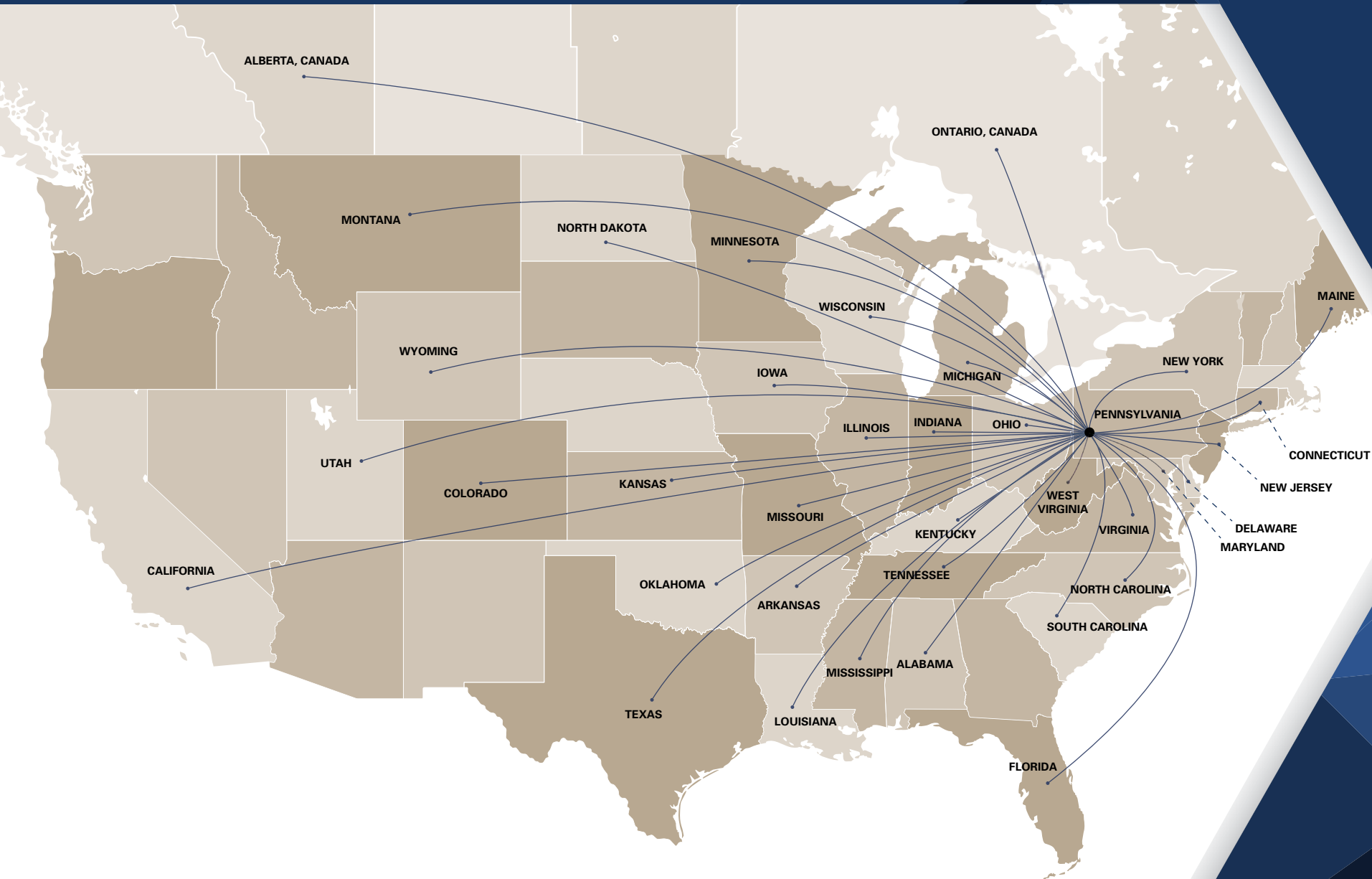
**WOS**  
SOLUTIONS

**WORTHINGTON**  
INDUSTRIES



# SHOW REPORT

## 2019 Attendees from Around the Nation



HARTENERGY

CONFERENCE & EXHIBITION



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