



News & Views



The Quarterly Newsletter Devoted to Events and Information About Multi Products Co.

Spring is an exciting time of the year. We survived another winter, although I am not sure it has stopped snowing in the Rockies yet! Spring represents a season of growth and excitement. At Multi we also are experiencing a spring-time for our business. The last couple of years have been very active planting the seeds for growth and success. We will now start to see the fruits of that labor as we grow and become stronger.

Over the last year we have seen the addition of new people, territories, and products. Here is a brief summary:

New People: Pat Denney in Farmington, Chandler Frost and Erin Teeter in Oklahoma City, Jeff Butterbaugh in Indiana, Pennsylvania, Clint Sandel in Grand Junction, Brian Arnold in purchasing, and Robert McKee in engineering.

New Territories: San Juan Basin – Farmington, Midcontinent – Oklahoma City, Western Canada – Global Flow.

New Products: Petrotech, Variable Frequency Drives, Multi-stage plungers, New high-pressure motor valve, Various new hardware offerings

Multi has developed a growth culture and we are expecting to be successful. The seeds that have been planted over the last couple of years will start to grow and develop this year. We will continue to build our team, develop new products, and invest in our future.

While we have been opening up offices in the west and developing new products, we have also continued to build upon our existing strengths in the Appalachian Basin. There is excitement and anticipation as our customers embark on significant growth plans in the Marcellus Shale and other major resource plays here in the east. Our current locations and strategy are well-suited to this growth opportunity and we continue to spend time with our customers in the field to develop the products they will need to be productive.

This edition of our newsletter is packed with new information on products, people, and market activity. We are very confident that this spring will be the most productive season in our history as we plan for a long and successful future. We are proud of the team that we have developed and sincerely appreciate their hard work and dedication.

SERVICE LOCATIONS

Appalachian Basin

7188 State Route 39 East
Millersburg, OH 44654

Toll Free: 800-777-8617

Phone: 330-674-5981

Fax: 330-674-2125

www.plungerlift.com.

PA Service

204 Oxhill Rd.

Home, PA 15747

Phone: 724-549-2953

Colorado - East

3805 Carson Avenue, Unit 2

Evans, CO 80620

Phone: 970-378-0141

Fax: 970-378-0147

Colorado - West

598 N. Commercial Unit 3
Grand Junction, CO 81505

Phone: 970-242-9300

Fax: 970-242-9101

Texas

1308 South Midkiff

Midland, TX 79707

Phone: 432-634-8910

Fax: 432-684-6061

Farmington, NM

Location to be announced soon

Phone: 505-360-5631

Oklahoma City

Phone: 800-777-8617

TRAINING AVAILABLE:

Contact: Bud Doty

Full and Partial Technical Plunger Lift Classroom Training is available for the following disciplines.

SUBJECT	DURATION
Plunger Lift field training**	Partial in 1 day; Full training in 4 days.
Intermittent Gas Lift	1 Day only.
Casing Plunger Lift**	Full training only : 2 days.

** Field or Engineering courses are both available.
Call Multi for schedule and dates.





Happy Birthday!

June 3	Shane Medley
June 21	Gary Bergoon
July 5	David Bordwell
July 7	Pam Booth
July 30	Michelle Taylor
August 1	Jared Chalfant
August 4	Jeff Miller
August 12	Brian Shane
August 18	Linda Schlauch
September 11	Ed Stover
September 20	Eric Moore
October 3	Marcia Gerber
October 15	Tyler Schlauch
October 21	David Doty
October 30	Ron Meehan

EMPLOYEE SPOTLIGHT



Paul Towner

Our employee spotlight this issue focuses on our own Paul Towner. Paul has been a loyal employee here for almost twenty three years and for most of that time he has worked in the controller repair department. He also serves the customers with technical advise, over the counter sales, programming of controllers and also inspects the new controllers.

Paul and his wife Carol make their home in Millersburg, Ohio and they have two grown children Daryl and Darrin.

His hobbies include camping and working on cars and motorcycles. Paul also enjoys attending swap meets, car shows and auto races.

Paul has been a valuable part of the team here at Multi and we all appreciate his dedication, cheerful cooperation and valuable knowledge that he shares with all. Thank you Paul.

Tech Corner...

Increased Electronics Capability...

Over the past 2 years we have made an effort to strengthen our wellhead controller design capabilities by adding an Electrical Engineer and a Software Engineer to our team in Millersburg, Ohio. We have made a commitment to our customers to provide wellhead controllers that are reliable and easy to use, while increasing wellhead efficiency. This was our mission statement when we created and launched our new and highly successful wellhead controller, the PetroTech. This wellhead controller is the first to offer an easy control knob, a large four line display, easy user interface, and USB Flash Drive capabilities. This is just one example of our commitment to continual improvement for all of product offerings. The next feature that will be offered in the PetroTech Wellhead Controller is "Load Factor". This feature will use a self-adjusting, proportional technique to determine the optimal time to lift fluid. A major benefit from using this feature will be that the wellhead operator will no longer need to constantly adjust pressure settings as wellhead characteristics change. This will allow the wellhead operator more time to focus on other aspects of the wellhead production. Please contact your nearest Multi Products sales representative for more information regarding this feature, or any other product questions you may have.

We would like to recognize the following individuals for their service to our company. Your years of service are greatly appreciated.

Thank You!

June 22	Greg Guthrie	30 Years
July 5	Linda Schlauch	14 Years
July 16	Paul Towner	24 Years
July 31	Teresa Coning	8 Years
August 8	Marcia Gerber	14 Years
August 21	Jamie Jackson	2 Years
August 22	Michelle Taylor	14 Years
August 24	J B Scarbrough	21 Years
August 26	Jeff Miller	4 Years
September 4	Margie Barnhart	18 Years
September 7	Gary Bergoon	15 Years
September 8	Heather Sprang	5 Years
September 10	Scott Gawler	7 Years
September 11	Shane Medley	18 Years
September 11	Pam Booth	5 Years
September 18	Tyler Schlauch	2 Years
September 20	David Doty	9 Years
October 29	Deb Cooper	29 Years

New Employees

Recently at Multi Products, we have added new talent to our list of dedicated employees. We are very proud to introduce these new employees and we wish them well as they join our team.



One of the newer members to the team at Multi Products include **Jeff Butterbaugh**. He will be covering service aspects in the Indiana Pennsylvania area. Jeff was born and raised in the area and brings 16 years of experience in the gas field as a well tender to his new position.

He has been married to his wife Michele for 13 years. They have two children, daughter Sarah 9 years old and son TJ 6 years old. Jeff enjoys hunting, fishing, and camping with his family and is a member of the Twolick Valley Rod and Gun Club. We welcome Jeff onto our team and wish him well in his efforts.



The newest member of our office staff at the company headquarters is **Brion Arnold**. Brion was brought on board as the new Purchasing Manager and brings twenty years of purchasing experience to the table. He was previously employed by a Wooster based manufacturing facility working in the same field.

Brion, his wife Joyce and their seventeen year old son, Dan, make their home in nearby Wooster, Ohio. His hobbies include swimming, home remodeling and working outdoors. Other interests include motorcycles, skeet shooting, watching Discovery, History and Speed channels. We wish Brion only the best as he continues his career with us.

Clint Sandel joined our team in May of 2008 and grew up in Huntsville, TX. He joined the Army in 1999 and served in Operation Iraqi Freedom. Clint worked for Pro Seal Lift systems for two years, and moved to Colorado in 2005. He has been in the oil field for three years running casing, and building wellhead systems.



Clint is married and has a 15 month old son. His hobbies include fishing, and playing music.

We are proud to have Clint as an addition to our staff and wish him well as he helps us grow in the Colorado area.

Our Mid-Continent region of coverage has seen additions as the presence of **Chandler Frost**. He is our Sales Manager in the area and brings five years of experience in the plunger lift field with him. He received his Bachelor of Science Degree in Chemistry from Oklahoma Christian University.



Chandler has been married for thirteen years to his wife Stephanie. They have 3 children, Brooks, 11, Noah, 9, and Lydia, 4. The family makes their home in Edmond, Oklahoma.

Chandler spends most of his evenings coaching his boys in youth sports like basketball and baseball. He spends his free time playing golf and hunting. We extend a warm greeting to Chandler as he works on our team to further expand our business in the west.



Erin Teeter came to work for Multi in February of 2008. He brings to Multi 10 years of experience in the plunger lift industry. He started a contract pumping service in 1998 and then after 2 years entered into the plunger lift industry.

He has been married for 9 years to his wife Amy. They have 2 children, Chloe, 3, and Gavin, 1. Erin spends most of his time with family and friends. He spends his free time playing golf, hunting and at the lake. We welcome Erin onto our team of dedicated employees and wish him luck as he continues his career with us.



The research and design department here at Multi has a new Mechanical Engineer in the form of **Robert McKee**. Robert worked as a Research Engineer for many years before becoming a product development manager in Nebraska.

After visiting Millersburg, Ohio while on vacation in 2005 with his family, they decided to relocate to the area. Robert, along with his wife Michelle and two children are now permanent residents of this area. The family enjoys many outdoor activities such as camping, hiking, fishing, bike riding and golfing. We are very excited about having Robert on our team and wish him well in his new position.

Appalachian Gold Rush?



Multi Products was founded in Ohio over 40 years ago. Even though the roots of the world-wide oil & gas business started in Pennsylvania and Ohio, most of our generation has come to expect the “big plays” in the western U. S. and foreign countries (Middle East, Russia, Canada, S. America). However, if you asked most experts about the hottest resource plays right now, most of them would include the Marcellus Shale on their short list. As oil & gas prices have increased and production techniques become more sophisticated the reserves deep under our territory has become very attractive. It is an exciting time for our region as landowners have seen their properties sold for up to \$4000/acre. Major companies are sending teams of people along with drilling rigs to take advantage of this exciting opportunity.

Multi has developed products for and serviced this region for 40 years and is poised and ready to help operators maximize the opportunities that lie within the large shale play here in the east. We have been closely partnered with many of the leading exploration and production companies drilling in this region as they define the best methods for efficient Marcellus Shale production. Our service teams in Ohio, Pennsylvania, New York, and Southern Appalachia are gaining valuable experience as we learn with our customers about the best applications for plunger lift and other efficiency products from Multi.

Here are some exciting facts about the Marcellus:

It has been reported that over 500 TCF lies within the Marcellus with up to 50 TCF that is considered recoverable reserves (this is 2.5 times the amount currently produced in the US each year)

The Marcellus was formed over 350 million years ago and is considered part of the Devonian Shale.

The Marcellus Shale spans a distance of 600 miles from West Virginia to New York, covering 54,000 square miles. The Barnett Shale, considered the hottest US play today covers only 120 linear miles.

The biggest reported landowners today are Chesapeake, Range, Atlas, Equitable, EOG, Exco (Northcoast), Ultra, CNX, and Cabot.

Multi Products has developed its product line including tubing/casing equipment, pump jack motors, variable frequency drives, and vapor recovery units to help increase production efficiency. We have been working on many new Marcellus programs to help establish the most productive techniques for Shale Production in this region. There is a wide variety of formation depths, pressures, and characteristics and we are gaining valuable knowledge with our customers.