



# Wisdom & Trust

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### Useful websites

[www.oil-price.net](http://www.oil-price.net)

[www.bloomberg.com/energy](http://www.bloomberg.com/energy)

### Now Available:

[Eratz Oil and Gas Investor Handbook](#)

### Contact Us

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## President's Corner

The first half of 2018 is in our rearview mirror; we've been blessed with 11 new investors and are expecting a total of 24 by the end of the year. There is no greater complement than the trust given to us because more than half of our newest investors have come as referrals--not just 3<sup>rd</sup>-party referrals-- but good people encouraging their close friends and family to become a part of our family. It is an honor and a tremendous responsibility to live up to.

Now, if you've received three or more newsletters and our investors handbook, have been on the phone with me a few times and been in our data base for 120 days or more, isn't it time for you to see what we're all about and what makes us great in oil and gas ventures? With all this information literally at your fingertips, by now you should know what we do; how we do it; why we do it where we do it. *And just as importantly as what to expect from Eratz, it's absolutely critical that you know what we expect from our investors.* Our clients must have the confidence and means to take that next step. So... if you want to speak to a client, get me on the phone and let's talk about purchasing a unit and how to become a great client like the good people within the Eratz family.

## Oil Patch Highlights

Wow! It's been a fantastic first half of the year! For those of you who have been following us these past three years, you've read and experienced tremendous changes we've made in the field, but it's the subtle changes, specifically how we refocused our energies on staying better connected with, and providing meaningful content to our clients and prospects that give us the greatest satisfaction. It remains all about bringing value and service to others. Now that oil is comfortably holding in the mid \$60s, Eratz is in a very enviable position--as we knew we would. As we've stated before, operating a successful O&G business is akin to running a marathon; have the training, legs, heart and will and you'll cross the finish line. Eratz has never been the kind of company to rest on its past victory laps and we certainly will not start. No, we don't have all the bells and whistles with slick brochures and fancy DVDs, but what we do have is a history of solid success and strong ROIs even in the toughest times. In the last 29 years, it's how we managed adversity and sought Providence that allowed us to boldly move forward yielding some legendary projects and most definitely our current ventures, The Harris and Nash projects are shaping up to be the crown jewels in Eratz's portfolio. These are exciting times! The universe of possibilities and efficiencies keeps expanding as we discover more ways to employ 3-D multi-layer seismic surveys. Since Eratz stresses projects (ventures with strong reserves, potential for offsets and years of play) not deals, we move even

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### Did you know?

American-built and manufactured goods account for 10% of our export markets.

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more confidently in bringing oil in over several years. By applying this technology, we are not only identifying oil reserves with separate and distinct formations with depths and structures, we can also pinpoint the precise locations to set the bit. Because these tracts are so vast, it's not just about setting off-sets from a single well; we are actually staking distinct independent well sites with offsets for each!

## Company Highlights

Legendary investors Warren Buffet and Peter Lynch offer us timeless advice, "Invest only in things you like and things and know something about." These words are as true today as they were when first spoken, so it's critical that you know your stuff. To that end go to our website, [www.eratz.com](http://www.eratz.com) and refresh yourself on our site's [glossary](#) (p.s. don't forget to press **control** when you click on our hyperlink). Few investments offer as much fascination and excitement as drilling for oil and gas. When you add to it the profit potential, it's no wonder many smart investors like investing in O&G partnerships.

## Things to Think About

Well, since the last newsletter, the talk of trade wars between the US and China have increased. Two months ago, we were at \$50 billion in bilateral trade tariffs, now its \$100 billion. What most Americans can't appreciate is that China is far less nimble economically than one thinks. As Newt Gingrich was recently quoted on Fox's Maria Bartiromo, "They (China) need us a lot more than we need them." At the time of this writing, China's market index is off 12% and that's misleading because their government props up their commercial enterprises. And if you thought Florida, Arizona or Nevada real estate markets were bad in 2008-2010, how about 10-lane superhighways ending in metropolises that are literally empty? Imagine strolling through block after city block of vacant commercial high rises and gazing into hollow luxury store fronts. So, friends, our economy is vastly better than China's. Yes, there will be some stifled consumer appetites, but honestly, can you think of one critical item that China produces that makes you nervous if you can't get your hands on it? But whatever awaits either country, it will be dominated by the un-slacked thirst for energy. Currently China is scrambling to develop its own domestic reserves in the South China Sea; why do you think the Spratly Islands are so important? But at this moment, China's energy demands--and that means oil--are met by imported oil and natural gas. And that's why our major banks, finance and insurance companies have bet heavily on petrodollars. These institutional investors know oil and gas and their derivatives are going to be in high demand for many, many years. The tariffs are just a warning shot; the \$460 billion yearly theft of intellectual property is next. But make no mistake about it; it's the current scramble for energy that under-pins everything. and that's precisely why major players have gone in heavy--and you should too. The bottom line, friends, is that no matter what's contested, it all starts with energy. So, don't let the talking heads distract nor sidetrack you on what's not real. Today or tomorrow ask yourself this: which side of the pump do you want to be on right now--the supplier or consumer side?

**Again, it's important to Eratz—and to you as well--that you familiarize yourself with our website, [www.eratz.com](http://www.eratz.com). You should know who we are, what we do and how we do it.**