



# 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

I hope everyone had a great Easter. For me this is typically a time for quiet reflection and eager anticipation but between Sri Lanka massacres' death toll peaking and Notre Dam burning, I confess it was harder to appreciate the Promise Made Real--but I did. Friends, weeks like this will happen, but we just can't let the world steal our joy and peace. If anything you realize how precious and temporary life is. Each day is a gift. Almost 11,000 gifted days ago Eratz opened its doors, and I admit there were smarter, more well-connected operators than me, but very few had or have my passion to do right or the conviction to follow through. For most operators making the most money is at the top of their list which is sad, short sighted and very common because with this skewed paradigm, how can anyone make wise decisions when faced with so many worldly distractions and temptations? Honestly, I bet just a few of my contemporaries sleep the sleep of angels like I do. What's my balm? I move each prospect through a tested process. To stay relevant, you must hear what is said, not what you want to hear. I must really listen because I know in my heart that oil and gas is not for everyone... in fact, it's only for a select few. If at first blush it sounds like a good fit, I'll send a prospectus, followed by a couple of letters, a few emails, and of course our Wisdom and Trust newsletter. Everyone should read <http://www.eratz.com> because it truly provides a wealth of information. But without exception, I make the decision who moves forward. In 2018 of the hundreds of oil and gas encounters, we mailed only 39 private placement offerings of which 16 became new investors. Perhaps we're lucky, but luck favors the prepared and grounded. God created me with two ears and one mouth so I can listen twice as well as I talk. With over 30 years of experience, historically within four months a prospect converts into a client. For years I would coddle prospects for 180+ days, but inevitably personal storms hit chilling their ardor. I've heard it all, so now I make the final decision. I talk with the right person at the right time for the right reasons. I'm absolutely eager to expand our family, but at the same time, I am very protective of my Eratz family. In my experience, taking the easy way generally happens when you're on the wrong road. My righteous fight promotes and protects my investor family. I will not internally rationalize a good project to secure a contract because a good deal is never good enough. I demand great projects, one project at a time; that's why I turned down nine projects last year simply because they did not rise to the level of greatness required. To stay humble, relevant and significant in the lives of so many, I must be brutally honest--starting with myself.

## Oil Patch Highlights

The price of oil is rising. With the western-world sanctions against Iran and OPEC still holding back, the price of oil should continue to rise. I'm expecting \$3 gas at the

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### Redirect

For up to date information on Harris#1 Well, please visit our website: [www.eratz.com](http://www.eratz.com)

### Did You Know...

OPEC controls 81% of the worlds total proven oil reserves. OPEC also exports 60% of the petroleum traded internationally.

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pump. Currently we have 400 drilling rigs in the Permian Basin just in Texas, 180 in Oklahoma and the US exports 12 million barrels a day! Activity is scary good. The rumored ARAMCO offering is going to happen, making it the wealthiest publicly-traded company in the world and, friends, it won't even be close. There is a lot of energy and hope in the energy sector. But for Eratz, it's all about local talent and resources. Like any moonshiner, I don't tell all, certainly not the location of my upcoming projects. What I do out in the field soon becomes the talk of the county and insiders. Sadly, there are too many bird dogs, not enough birds. I keep it personable. Big operators are too big to fail, smaller operators like Eratz are only as good as their last well. Smaller operators must take care of their oil and gas families, so I depend on God's discernment to bring me into the lives of only family men with high integrity. I know this: if a man can cheat on his family, he'll cheat on anyone.

### Company Highlights

Not much to share... except great news! I picked up oil just a few days ago. We captured 127 barrels of oil just off our latest project, The Harris, even before I set pipe! How? After the acid job, there was so much fluid pressure that the oil flowed back up and out of the hole! I've hit the pause button on The Harris so we can remove the temporary frak tank so that we can finish the completion work--that's a good problem!

### Things to Think About

"I invest in real estate." I hear this a lot since the price of land just keeps going up, right? Well, talk to the millions of shattered real estate investors of 2007-09...I recommend 2015's movie, The Big Short...there's a point. Oh, there were a few players who literally made out like bandits while our financial world was falling down because they feasted on the carrion of broken dreams and shattered futures. But let's not talk about high-profile East Coast real estate and business moguls, instead, let's talk about you and me. In my experience the only people I know who've made quick money in real estate did it through the the **"Four D's"**. Oh, it used to be just three D's, **Divorce, Destitution and Death**, but with what I've seen, let's add **Deceit**. I'm not suggesting investing in real estate is wrong. No, investing in property is foundational to any diversified investment portfolio, the same as investing in energy. But what I am saying is that to be successful in oil and gas, operators and drillers must invest in the **best technology**, the **best people**, and of course the **best projects**. This requires real money from hard-working people like you and me. Broken-down rigs and pumps just can't happen. Cutting corners and skimming are the fastest ways to shutter any O&G operation permanently. I'm not complaining...in fact, I applaud how the O&G industry incorporates such oversight because it culls the bad and inefficient leaving only solid operators. So, here's my challenge: the next time you find yourself on the "other side of town" and see the squalid rental houses and apartments, ask yourself this, *"do you think these landlords are doing the right thing by and for their tenants and their futures, or is this about getting the most money with and from the least?"* Hmmm, makes you think doesn't it?

**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.**