



Wisdom & Trust

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www.bloomberg.com/energy

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President's Corner

I started writing this piece a few days ago and suddenly my laptop just “burped” dumping all my wonderful prose and insights into the great beyond. I was angry because this was good stuff...at least I thought. It was about the nefarious world of the internet and social media, chat rooms, conspiracy theories, moral relativism, hate mongering, massacres in public places, national policy, spin meisters, and of course our political leaders. I say I thought it was all good, but later that day as I was traveling to and fro listening to one of my favorite channels, the NPR...still steamed about the data dump...the speaker addressed the abysmal jump from words in the air to feet on the street. Everybody talks; very few act. Most people just want to be heard, to “be liked” to find intellectual agreement but are loath to do something about literally anything. Are we lazy? Are we incapable? Can we make a difference? I know my answer. For me it remains about relationships, truth and wisdom. With all this cyber flotsam, how do you really know the truth and whom to trust? For me it starts with my relationship with my Heavenly Father. I listen, seek, confirm, and then I act. True, sometimes my emotions, momentarily cloud my judgment, but I take a deep breath and I slow down. I'm calm as I rest in my convictions, and I don't do anything without seeking His guidance. I move cautiously; I don't just talk about moving I actually do it. I surround myself with people I trust who also seek His discernment. I pray everyday that I do right for Him, my family, my friends and clients and prospects. Back to relationships, for me it remains about truth and people you trust. If you are blessed to have a full, meaningful life, I'm sure you have invested heavily in solid, life-affirming relationships. For over 30 years Eratz it's always been about relationships. As I penned previously, I might not be able to control the length, but I can influence the depth and breath of every relationship. Do you trust Eratz? Call me, its not like you're calling AT&T with a call center in the Philippines. I promise you, you will get me. Either way I won't just give lip service, I will act and that's the truth.

Oil Patch Highlights

We are always a hunting for the right investors; individuals who are patient, understanding and committed to the organic process of finding oil. For example, armed with vetted Texaco data and confirmed by our two geologists, our Nash investors have been patiently waiting for eight months while we worked out particulars on our current Nash lease. It's all good though as we swapped parcels of land to not only have larger reserves but also protect our investors from oil-field interlopers. Remember, friends, it all starts with great leases, and great leases do not drop from trees. Personally, in over 30 years of business I have never fought harder for a lease. Eratz clients know this and they appreciate my tenacity to do the right thing because in the end, their patience will be rewarded. To that point, the Nash 2

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For up to date information on Harris#1 Well, please visit our website: 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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offset drilling is scheduled to start for late September or October while Harris 2 will probably sell out by November, and we picked up several loads of oil last month.

Company Highlights

Eratz newsletters have always stressed **truth**. Despite the Fourth Estate's insistence that we're slipping into a recession by 2020...for sure by 2021...because China is mired in its slowest GDP growth in 27 years, here are truths: "*Hey, China, just realizing you're mere mortals in this bumpy road called world economics?*" And for you and me, anytime the market waits (in fear) for clear shifts, the market tanks. When our market just sits like a bump on a log, everyone loses. What I know is that in the USofA the labor force employment is high among all demographics. And according to *Trading Economics*, the demand in June for durable goods, especially machinery was very strong with orders for non-defense capital goods, excluding aircraft, climbing 1.9% in June. These are very strong growth indicators. True, the price of WTC has dropped, but O&G isn't about spot pricing...never has been...it's about an 8-20 year revenue stream. Isn't it interesting how O&G is much more about supply-and-demand compared to emotion-driven stock markets? But that's another article.

Things to Think About

The last quarter is almost here and of course, it's about taxes, income, hitting oil and all things moving forward. The one thing that keeps circling in my brain is how the words **truth** and **trust** are so related. Consider **truth**...and I don't mean relative truth...I mean truth that's true in the past, present and future for you and me and the guy across the street, town, state or ocean. Truth that is unshakeable, undeniable and absolute. The problem is that our world is rapidly moving away from such truths. Today's *yes's* and *no's*, *rights* and *wrongs* are mere variables in today's worldly relativism. What's truth for me is not necessarily truth for you. And if the world can no longer agree on what's truth, then how can we establish trust which is based on shared values, *rights* and *wrongs* and *yes's* and *no's*? That's why I keep it simple, honest, stay-in-my-lane truth which yields the critical trust between me and my clients. My clients trust me—that's the long and short of it. They trust me to do the right thing. They have confidence in me to "run the ball effectively and to score". I liken Eratz to the '85 Bears, which many fans consider to be one of the best NFL teams ever to take the field. With just one special player on offensive, even "Sweetness" Walter Payton admitted that running behind that line made him look great. And of course, it was the Ryan-Singleton "Da Bears" defense that became legendary I try to operate Eratz similarly. I don't have spectacular plays in my field playbook; I just have great leases followed by solid geologists, land managers, riggers, roustabouts, and a great back office. We move the ball consistently; we will score and whatever the score, we'll protect the ball and the lead; Like Ditka, my team is not flashy but we will field a great team. But in the end, it comes back to truth and trust. Do you trust Eratz? Do you trust me? If you do then let's move forward and join me on a venture. If you don't, then call me and I promise you we'll part as friends. And that's The Truth.

Again, it's important to Eratz—and to you as well—that you familiarize yourself with our website, www.eratz.com. You should know who we are, what we do and how we do it.

