



Wisdom & Trust

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Useful websites

www.bloomberg.com/energy

www.oilprice.com

Now Available:

[Eratz Oil and Gas Investor Handbook](#)

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“Mail back your enclosed postcard and receive our Eratz Oil and Gas Investor’s Handbook!”

--Sam Roden, President and Founder

Company’s Highlights

As told, we have drilled two of our four wells this quarter, the Aldridge 2 and Hughes 5; both are now scheduled for completion. Eratz will start the Shirley 2 in mid-November and Hughes 6 in December. In fact, we’re scheduled to set pipe for the first three wells with the Hughes 6 to follow in mid December.

We are also scheduled to have at least one of the three planned water disposal wells by mid November. Disposal wells are critical to efficient, clean operations.

Currently, we are funding the Sloan 1 and expect that drill to start right after Super Bowl LX.

This is going to be a great well. We expect big things and a lot of rollovers; power clients (PCs) naturally will have first right of acceptance. The lesson here? Become a PC! Eratz is also exploring other counties besides the six we’re in now. When you perform in the field, and PCs are receiving mailbox monies, people from all over search you out. Sweet.

You never know when an opportunity will jump up. Years back while dining with a landman, he sketched a project on a paper napkin. I took him seriously, pocketed the napkin, and this venture paid handsomely. To do O&G right, you have to be open to new ideas and opportunities, stretch corporate muscles, stay a little uncomfortable, stifle preconceived notions and fears, and most importantly: Believe; you have to keep your eyes moving!

Oil Patch Highlights

Eratz is primed and ready to deploy quickly. Our equipment field in Throckmorton County is stacked with tanks, O&G separators, down-hole tubing and rods, pump jacks, etc. We are ready for bear. Late last year, the TXRRC issued tighter rules regarding open pits. Driller operators must now line pits with thick plastic regardless of groundwater proximity. As always, Eratz remains in compliance with all the rules and regulations. Seriously, the fastest way to lose your O&G business is to get sideways with the TXRRC--even if you’re right, you’re going to be wrong.

A shortage of qualified labor plagues most driller-operators. Thankfully, Eratz has **two** well servicing companies with one as our primary and the other as backup. I’m confident that we’ll need both to bring our scheduled wells in this year. But, of course, things happen in the field, workers get hurt, bad weather sets in, and then everything gets pushed back. Of course, I could opt for other well-servicing companies, but just like anyone in the market for home contractors, you want to avoid well-servicing companies that are conspicuously always available for work.

Things to Think About

I believe the overarching mindset that keeps people from becoming their best, or living their best life must be **fear**. It’s hard to define fear because it’s such an intrinsically psychological and deep-rooted emotional phenomenon. So, since I can’t define it, I can tell you what it isn’t. I asked ChatGPT, “*What is the opposite of fear?*” As much doubt I harbor for AI, ChatGPT nailed it! **Courage.** *The ability to face fear or act despite it.* **Calmness.** *Being free from anxiety or tension.* **Confidence.** *A feeling of assurance and security that replaces doubt or fear.*

Do you have an article you want to submit? Let us know by emailing us at the address below.

Did You Know...

...that some experts believe that well over 50%, perhaps 70-90% of mass-market consumer products, have some petroleum or petrochemical components?

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Safety. *An external or internal sense that no threat exist.* **Peace.** *A deep inner stillness and trust, often spiritual or emotional.*

Teddy Roosevelt wrote a haunting poem about facing fear in front of all and being fully alive while daring to do so greatly. Steve Bezos made billions not caving in to it--did you know Amazon was in business nine years before it made a year-end profit? And Jesus Christ died for us so we wouldn't live and die in it. I don't live in fear nor do my investors.

I read a blog how a young British couple became financially independent at ages 35 and 40, and now travel the world holding seminars on how smart, reasonable investors can do the same. The number one and two reasons for not becoming wealthy? *Fear* and *Cleverness*. I've heard every clever reason possible why a potential oil investor (POI) decides to push off, "I'm waiting for this to happen, or that...It's an election year, It's a midterm year, Oil is a little soft, etc." I've heard them all and apparently so had the Brits...I believe when you pull back the scab of pernicious cleverness, you'll smell rank, rationalized fear. The couples' response was so classically British: *If you believe in the company, the product, its track record, invest and then repeat.* Doesn't this sound like Warren Buffett? My most successful PCs have been with me on several ventures, and they are not leaving. **Successful investors don't time the market, they put time in the market**--that's why they are financially independent. What is the #1 silliest reason I keep hearing for not investing in O&G? **"Well...I don't know if oil is going to be needed as much with all the electric cars and alternative energies"** Seriously, I'm laughing now!

Presidents Corner

We are halfway through the fourth quarter, and as every Eratz PC knows--and you should too, that this is when serious investors make their serious moves.

Over 36 years ago, never would I have imagined that most of my O&G contemporaries would vanish, or worse, pop up again and again with new names, headquarters, and sales spiels, only to disappear when things "got real". During those same years, I have acquired hundreds of great friends; many still invest. And even those who no longer invest with Eratz have nothing but good to say. In good times and bad, relationships are sacrosanct. Not surprisingly, those "vanishing" contemporaries tended to be heavily transactional, something my mom and dad impressed upon me never to be or do. I heard this recently and took it to heart: **Never apologize for evolving beyond people's comfort zone.** I guess there is value in being an old pair of comfortable slippers, the familiarity and all, but in oil and gas, you are only as good as your wells, and in this day that means change, and change means getting uncomfortable. I heard this too: **Get comfortable getting uncomfortable!** The older I get, the more I realize that in times of profound change, where I found myself most uncomfortable, were, coincidentally, the times when I evolved the most; and corporately, Eratz became better for it. I will not make excuses for making others uncomfortable.

The fear of losing while doing something different is a deeply rooted fear in most people, and the fears of change and loss rank #1 and #2 among investors. As a driller-operator who makes a living by selling oil, I am compelled to maximize the good and minimize the bad; however, as in all investments, I live on and by the "risk-reward" continuum. Although there's a chance for a "duster", I have faith in God; Eratz; my self; my team; my PCs' belief in me, Eratz's process and history of success; and my unshakable belief that together we will cross the proverbial finish line together.

Besides hitting and selling oil, my primary role is to convert POIs into PCs. Am I enthusiastic? You bet, but I'm not naive. My history of success is justified in the oil patch. Again, Mr. POI, do your research. If you have questions and straddling the fence, call and I'll give you names and numbers of investors in your area. My investors are doers--they are not people who watch others dare to do greatly; of course, they do the numbers, they rest knowing that it takes money to make money, they receive fantastic tax breaks, but most importantly, they're courageous because they believe in something greater than themselves.

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.

