CALL FOR PAPERS LAUNCHES IOR 2018

A call for papers has officially kicked off planning efforts for the 21st SPE Improved Oil Recovery Conference, slated for April 14–18, 2018, at the Cox Business Center in downtown Tulsa, Okla.

The Mid-Continent Section of the Society of Petroleum Engineers has sponsored the biennial conference, the world's largest on the topic of improved oil recovery, since 1978. The Mid-Continent section, whose precursor actually pre-dated SPE International, is celebrating its centennial in 2017 (see sidebar, p. 5).

The theme of the 2018 conference is “Acceptance, Perseverance, and Disruption Enhance Future IOR.”

Other aspects of the IOR 2018 agenda are still being finalized, with online registration scheduled to go live at www.SPEIOR.org/registration.shtml on September 1, 2017.

Technical program
Mark Holtz, IOR 2018 Technical Program Committee Chairman, has significantly expanded the committee to assist in abstract review, given the big increase in the number of abstracts that had been submitted for IOR 2016.

Paper proposals will be accepted online through August 31, 2017.

There is a certain urgency to getting abstracts reviewed, namely as more than a third of the submitted abstracts typically are from outside the United States, and for some submitters extra time is needed to get approval and visas for international travel.

See Call for Papers, p. 2

IOR2018 GENERAL CHAIR LANCE COLE: EXPECT ‘DISRUPTIVE’ INNOVATION AT APRIL 2018 IOR CONFERENCE IN TULSA

Expect “disruption” at the 21st Improved Oil Recovery Conference to be held in Tulsa, Oklahoma, April 9–13, 2018, says Lance Cole, IOR2018 General Chairman.

Not to be an alarmist, Cole’s view of disruption is that of a positive force. It is one of the key terms in the biennial conference’s current theme: “Acceptance, Perseverance, and Disruption Enhance Future IOR.”

He notes that throughout all of the cycles that have marked the oil and gas industry since the first IOR conference was held in Tulsa in 1978—each of which has refined and expanded the definition of IOR—the goal remains the same: to economically produce more of that oil that has already been discovered.

“Those developing the IOR 2018 technical program are working hard to bring in both global knowledge and the geosciences. From those efforts, two observations stand out: The first being that IOR without due respect for what the geosciences bring handicaps any project. The second is to learn to look at IOR projects across the world to glean what applies to my project.”

Lance Cole
General Chairman, IOR 2018

See IOR18 Chair, p. 2
Holtz asks that SPE members with a focus on IOR consider submitting original and previously unreported results on IOR and enhanced oil recovery topics for consideration by the Technical Program Committee, covering the subject areas featured in the table below.

“We encourage papers on fundamental technical advances, as well as case studies of field applications that provide new concepts on all aspects of improved oil recovery,” he said.

## Topic Areas for IOR 2018 Papers

### Gas Injection Flooding
- Management of Injection Processes
- Miscible and Immiscible Displacement
- Foams and Thickeners

### Chemical Flooding
- Polymer
- Surfactant/Polymer
- Alkaline/Surfactant/Polymer

### Water and Gas Conformance Control
- Diagnostic and Evaluation Methods
- Treatment Processes
- Mechanical, Chemical, Cement, or Combination Control Systems

### Viscous (Heavy) Oil Recovery
- Chemical Additives and Foams
- In-Situ Upgrading

### Novel EOR/IOR Technologies
- Low Salinity, Microbial, Nanoparticles
- Combined Technologies

### Field Case Histories
- Pilots and Full Field Implementation
- Specific Reserve Growth Results

### Reservoir Management
- Real Time Surveillance
- Targeting Bypassed Oil
- Operating Cost Management

### Reservoir Characterization
- Obtaining Optimized Volumetric Sweep Efficiency
- Flow Units and Petrophysical Modeling
- Pore Scale Modeling of IOR/EOR Processes
- Accounting for Geologic Heterogeneity When Applying EOR

### EOR/IOR in Unconventional Reservoirs
- Application Potential for Gas Displacement Recovery in Unconventional Reservoirs
- Nano Oil Recovery Mechanisms
- Infill Drilling

Cole elaborates on the broader theme:

- “Acceptance means coming to terms with a realistic future oil price scenario. Deepwater offshore and unconventional resources have come to terms that ‘waiting on’ significantly higher oil prices does not a viable business make. Companies must learn to be profitable in the existing economic environment.
- “Perseverance recognizes that many ‘incremental’ advances, which each require capital and work/perspiration, will advance IOR technology.
- “However, to profitably operate in the real economic world, there is also a need for ‘disruption’—something that redefines the IOR playing field. Looking at unconventional resources, the combo of horizontal drilling and hydraulic fracturing could be considered the disruptive technology.”

Cole cites other “disruptors” in recent IOR history, e.g., BrightWater, LoSal, nanotechnology, and residual oil zone CO$_2$ flooding.

“Do we know what tomorrow’s disruptors will be?” Cole asks rhetorically. “I think not, or we would already be doing them.”
For example, the offshore oil and gas industry deems “disruptive technology” to be a must—especially in the deepwater sector, which itself developed as a series of disruptive technological advancements.

“I have personally seen the power of disruptive thinking,” Cole says. “At one stage in my career, I facilitated brainstorming between very small independent producers and leading researchers in the USA’s National Laboratories. As producers described their problems, researchers could readily see where their research, which often was not directly related to oil and gas, could with minor adaptation provide disruptive solutions.”

Innovations
While many of the learning opportunities and events that are IOR conference traditions will again be available at IOR 2018, Cole would like to see some “disruption” in the format of the program, such as having a plenary session covering a number of certain key focus areas that can break out into individual sessions in separate rooms.

Another innovation would be a fresh emphasis on career management—especially for students and young professionals.

“The whole conference is tech-oriented, but an important aspect of maximizing one’s potential is managing one’s own career,” Cole says.

Under consideration are special events at the adjoining hotel, such as an open reception that would focus on individual career development and that would include other professional societies providing tools for individuals to examine where they are in their career path progression. This could be topped off with a presentation about how to increase an individual’s presence and impact within the industry.

The tentative agenda for IOR2018 includes:

• Three days of a technical program featuring more than 120 papers and posters devoted to the science of improving oil and gas recovery.
• An extensive array of exhibits featuring cutting-edge technologies and know-how, with catered food and refreshments on the exhibit floor the first day.
• A plenary session featuring a panel of top industry executives—“gurus” in their respective areas of IOR and EOR.
• A first-day luncheon with a keynote address by SPE 2019 President-Elect, Saudi Aramco’s Sami Al-Neaim.
• A weekend devoted to a wide-ranging series of continuing education short courses related to IOR and EOR.
• A second-day luncheon featuring the Pioneer Awards, celebrating great careers in EOR/IOR.
• Evening social events: Beer n’ Brats, featuring live entertainment and door prizes.
• A weekend area geology field trip with the renowned Dr. Norman J. Hyne.

Socializing, networking—and fun in T-town
Innovative offerings are on tap for the conference program and for attendees’ entertainment in a revitalized Tulsa downtown area as well. Tentatively on tap are special discounted arrangements with local vendors and services, dining and entertainment venues, and free transportation and tourism opportunities. These offerings are still in embryonic stages, with further announcements expected in this newsletter and on social media.

Additionally, a special effort is being made to be more inclusive of young professionals and students participating in IOR 2018, with social and networking events in the planning stages and involving all three major petroleum industry professional societies: SPE, AAPG, and SEG.

“Life is not all work, and disruptive thinking can occur while playing,” Cole notes. “Downtown Tulsa is experiencing disruptive changes; it’s not the sleepy place you may remember. It was difficult, but we worked hard in developing the schedule to provide a time window and opportunity to go ‘play’ and be ‘disruptive’ (in your thinking, that is).”

About the IOR 2018 General Chair
In his current role as Inter-Society Collaboration Manager at the Society of Exploration Geophysicists, Lance Cole collaborates with other professional societies in joint conferences or workshops, supports SEG volunteers in those collaborative events, and coordinates multiple departments within SEG that provide services to conferences and workshops.

Prior to SEG, Cole was president of Petroleum Technology Solutions Inc. for 16 years, where he provided engineering consulting services, primarily to the Petroleum Technology Transfer Council (PTTC), where he served in positions ranging from operations manager to executive director.

At PTTC, Cole managed board relations, coordinated 10 regional organizations, and developed and managed special projects within PTTC and within the oil and gas industry.

Cole has a BS in chemical engineering from the South Dakota School of Mines and Technology and an MS in management from Southern Nazarene University.
Further details and an updated timetable will be published in the next issue of the IOR 2018 Newsletter.

**IOR and the geosciences**
Highlighting the geosciences as they relate to IOR and EOR will be a special added focus of the conference, according to Cole.

In his “day job” as Inter-Society Collaboration Manager at the Society of Exploration Geophysicists, Cole leads SEG’s efforts to collaborate with other professional societies for major technical conferences and workshops. He works with geoscientists worldwide, supporting volunteers as they develop workshops and conferences.

Those developing the IOR 2018 technical program worked hard to bring in both global knowledge and the geosciences.

From those efforts, two observations stand out, says Cole: “The first being that IOR without due respect for what the geosciences bring handicaps any project. The second is to learn to look at IOR projects across the world to glean what applies to my project.”

Cole places a strong emphasis on capturing knowledge from peers and colleagues worldwide and hopes to attract a greater number of case studies from outside the US and Canada.

In short, such “disruptive” innovations will not only add value for veteran IOR conference attendees but also enhance the IOR 2018 experience for first-timers among the international community, students, and young professionals.
The first SPE chapter in existence, the Mid-Continent section of SPE was founded in 1917 and thus celebrates its centennial anniversary this year.

A special celebration of the Mid-Con chapter centennial is planned for October 26, 2017, at the world-famous Gilcrease Museum in Tulsa, Oklahoma. Look for further details as they develop in this newsletter and at the chapter website at www.spemc.org.

The Mid-Con chapter was founded on December 28 of the same year that the United States declared war on Germany, expanding World War I.

The Mid-Continent Section of SPE, which predated by 2 years the establishment of the American Petroleum Institute, was formed December 28, 1917, in Tulsa, as the 15th local section of the AIME (American Institute of Mining Engineers) and was until 1935 the only section with a predominantly petroleum membership.

Today, the Mid-Continent Section has over 700 members located in Tulsa and the surrounding area.

The chapter’s diverse membership comes from a mix of businesses and other entities, including major oil and gas companies, independent producers, drilling contractors, well services, equipment suppliers, gas transmission outfits, universities, government agencies, and consultants.

The Mid-Continent Section maintains a tradition as one of the most active of more than 140 SPE sections in the world. One of its more noteworthy activities is an annual series of 9 monthly luncheons with guest speakers, started in 1965, and continued through the present.

Another unique activity is the origination and sponsorship of the biennial SPE Improved Oil Recovery Conference. The IOR Conference started in 1969 as the Oil Recovery Symposium, later known as the Enhanced Oil Recovery (EOR) Symposium. From 1980 through 2010, the meetings were jointly sponsored with the US Department of Energy (DOE).

Mid-Continent Section History

• An Indian Territory driller, looking for saltwater water, accidentally discovered oil in 1859. This is the first known oil well drilled in Oklahoma.
• The American Institute of Mining Engineers, AIME, was founded in 1871.
• The Nellie Johnstone No. 1, discovered in 1897, started the boom.
AIME officially recognized the need for an oil and gas committee in 1913.
The University of Pittsburgh conferred the first formal degree in Petroleum Engineering in 1913.
In 1915, AIME started the Mid-Continent Section of AIME, with the primary focus on Petroleum Engineering.
The vision and hard work of Lucas, Bell, Arnold, and DeGolyer result in the expansion of the O&G committee to the Petroleum Divisions of AIME in 1921.
In 1924, Doherty's paper proposes the unitized operation of oil reservoirs be made legally mandatory to conserve petroleum.
AIME publishes a Transactions volume in 1925.
The year 1930 marked the East Texas oil field discovered.
In 1938, AIME assigns Chester Naramore of the Institute staff in New York to oversee affairs of the Petroleum Division.
In 1946, AIME established the Petroleum Division office in Dallas.

Development Geology–IOR/EOR Integration Added to IOR 2018 Short Courses

Seven Continuing Education short courses related to enhanced oil recovery and improved oil recovery will be offered in conjunction with the 21st Improved Oil Recovery Conference in Tulsa, Oklahoma, in April 2018.

The short courses will be held during April 14–15, the weekend before the main conference program that spans April 16–18.

In the mix are four short courses focusing on practical aspects of EOR/IOR methods, including CO₂ flooding with sequestration, polymer floods, and waterfloods. Two short courses will focus on horizontal well engineering and shale completion technologies.

One short course being offered for the first-time at the biennial IOR conference—hosted by the Mid-Continent chapter of SPE—is an integration of Geology and EOR/IOR applications.

"The instructors are very well known names in the respective fields and have taught many short-courses for SPE and non-SPE conferences," notes IOR 2018 Continuing Education Chairman Chirag Patel, business development manager for Joshi Technologies International Inc.

The short courses and their instructors are:

- Enhanced Oil Recovery Fundamentals – Larry Lake
- Shale Selection, Completion, Fracturing, and Production – George King
- Polymer Flooding and Gel Treatments– Randy Seright
- Development Geology - Terngu Utim
- Optimizing Existing Waterfloods – Brian Weatherill
- Practical Aspects of CO₂ Flooding EOR– Sam Avasthi, Jay Avasthi, Charles Fox
- Reservoir Aspects of Horizontal and Multilateral Wells – Sada Joshi

More details on these courses and their instructors will be available in the September-October issue of this newsletter.
ENHANCING FUTURE IOR

Through

ACCEPTANCE
PERSEVERANCE
DISRUPTION

Focus of the World’s Largest
Gathering of IOR/EOR Experts at

IOR 2018

SPE IOR 2018
MARKETING/ADVERTISING
OPPORTUNITIES
A Wide Range of Promotional Choices
SPE IOR 2018
Sponsorship Opportunities

Sponsors of events and other offerings at the Twenty-First SPE Improved Oil Recovery Conference have many opportunities to support the world’s largest conference devoted to IOR and EOR while promoting their own brands to such a high-value target audience.

For more than 50 years, the Society of Petroleum Engineers Mid-Continent Section in Tulsa, Oklahoma, has hosted an international conference and exhibition on improving recovery from oil and gas reservoirs. Once again we have an outstanding meeting planned for April 2018 covering the newest in upstream technology, with leading industry speakers, well over 100 technical papers, 50+ technical and equipment exhibits, six short courses, a field trip, and peer networking. In addition to the technical aspects, various social events will highlight Tulsa, Oklahoma, as a wonderful city and state in which to live and work and to host this truly international meeting. These include an Awards and Recognition Luncheon, an All-Conference Luncheon with a world class speaker, and a Tuesday Evening Beer & Bratwurst event in the exhibit hall.

With the ongoing challenges in the industry, the IOR Conference planning committee must find new ways to balance budget demands while continuing to provide a high-quality conference of which we can all be proud. The Mid-Continent Section of the SPE uses the proceeds from the IOR Conference to provide scholarships to undergraduate engineering students.

General meeting sponsorships are available at these levels:

- **Diamond** - $20,000
- **Titanium** - $10,000
- **Platinum** - $5,000
- **Gold** - $3,000
- **Silver** - $1,000
- **Bronze** - $500

Sponsorships can be designated for the following events and handouts:

- Awards Luncheon
- All-Conference Luncheon
- Tuesday Evening Beer and Brats
- Author Breakfast
- Internet Café
- Student Chapter Event
- Technical Program Brochure
- Short Course Notebooks
- Digital Proceedings
- Author Ready Room
- Downtown Trolley/Party Bus
- Grad Student/YP Event
- Registration Lanyards
- Registration Bags
- Field Trip
- Refreshment Breaks
- Press Room

Alternatively, these same sponsorship levels can be applied to a wide array of advertising options in various media (details follow in the Advertising section):

- **Web/Print**
  - Advertorial Article
  - Final Program
  - E-Newsletter
  - Website Banners
- **Mobile App**
  - Title Sponsor Package
  - Splash Screen
  - Banner
  - Featured Listing (Exhibitors Only)
  - Enhanced Listing (Exhibitors Only)

Recognition for each level will be given at every opportunity during the meeting, including posters at the Registration Area and announcements at all social events. In addition to the other recognition efforts, we are pleased to offer two tickets to the invitation-only Sunday Evening Reception and Dinner to all Gold through Diamond sponsors. Your company logo will appear on the object or signage at the event. A sponsorship reply letter and donation must be received by March 15, 2018, to be fully recognized.

Your support of this event will be greatly appreciated. If you have any questions, please check out our website at www.speior.org or contact Marsha Whitney at (918) 857-2859 or exhibit@speior.org.
SPE IOR 2018
Print/Web Advertising Opportunities

Advertising-directed sponsorships are available at these levels:

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IOR 2018 E-Newsletter

- Bimonthly e-newsletter devoted exclusively to SPE IOR 2018: July-Aug, Sept-Oct, Nov-Dec, Jan-Feb, Mar, and Apr.
- Delivered to highly selective list of more than 2,000 petroleum industry professionals worldwide.
- Covers all planned conference activity and events
- Interviews with conference & technical program chairs and plenary speakers
- Profiles of plenary and special luncheon speakers
- Features on SPE IOR Pioneers and short courses
- Original articles highlighting R&D and other activity in the fields of EOR and IOR
- Special insert featuring entertainment, cultural, and dining venues in downtown Tulsa’s revitalized scene, including special coupon discounts for conference attendees.

E-Newsletter Insertion Rates

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E-Newsletter Advertorial Content

- Sponsored article written by e-newsletter editor, 2 pages
- Sponsored article content provided by advertiser, 2 pages
- Sponsored article written by e-newsletter editor, 1 page
- Sponsored article content provided by advertiser, 1 page

For advertising inquiries, send email to ior2018adpub@gmail.com
SPE IOR 2018
Print/Web Advertising Opportunities

Advertising-directed sponsorships are available at these levels:

- **Diamond** - $20,000
- **Titanium** - $10,000
- **Platinum** - $5,000
- **Gold** - $3,000
- **Silver** - $1,000
- **Bronze** - $500

**Final Program Display Ads**

- Full page: **Gold**
- Half page: **Silver**
- One-fourth page: **Bronze**

**SPE IOR 2018 Website**

Four banner positions on IOR 2018 homepage are available, each at **Silver** Level.

Ads will run until June 2018.

Rotate your company message with up to three frames at no extra cost.

For advertising inquiries, send email to [ior2018adpub@gmail.com](mailto:ior2018adpub@gmail.com)
SPE IOR 2018
Exhibitor Opportunities

Exhibiting at this conference is a tremendous opportunity to promote your products and/or services to key decision-makers and potential clients. There were 550+ attendees at the 2016 conference, many from outside the United States.

Exhibit booth reservation includes:
• Standard booth equipment: carpet, 8-foot back drape, 3-foot side drapes, identification sign, one 8-foot skirted table, two chairs, and one wastebasket
• Company name, contact, and website address in Final Program
• Two complimentary conference registrations (for exhibit personnel) per 100 square feet of exhibit space

The rate is $2,500 USD per 10-foot by 10-foot space, and the deadline for reserving exhibit space is December 31, 2017.

To reserve your exhibit space, please complete the “Exhibit Space Reservation Contract” form (see the link on the Exhibits page at www.speior.org) and return it with a check payable to “SPE IOR Conference” to:

IOR Conference
ATTN: Sponsorship and Exhibits Coordinator
16 S A Ave #458
Bixby OK 74008
USA

If you prefer to pay by credit card, please indicate this preference on the reservation form and Marsha Whitney will contact you with online payment instructions. If you have questions or need further information, please contact Marsha at (918) 857-2859 or exhibit@speior.org.
Mobile sponsorship opportunities

Catch the mobile advertising wave
Main banner

Display your logo in a banner. Attract more leads. Attendees can tap on your advertisement to see other resources in the app or on the web. An effective banner can drive traffic to your booth or website, increase industry visibility, and boost sales.

Main banner features

› Posted at the top of screen
› Cycle through multiple banners
› Display each banner for 5 seconds
Highlighted exhibitor

Choose to stand out. Make your brand more visible.
This is the easiest way to stand out in a long list of exhibitors and receive more attention. The more attention you get, the more connections with customers you’re likely to form.

Premier exhibitor features

› Your company is highlighted
› Attach photos, brochures, and other marketing materials
# Mobile App Options & Pricing

So many ways to show off your brand

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## Exhibitor Bundles*

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*Available only to IOR 2018 exhibitors.

For advertising inquiries, send email to ior2018adpub@gmail.com
Contact IOR 2018:

IOR Mailing Address
IOR Conference
16 S A Ave., #458
Bixby, OK 74008

Phone – (918) 366-7033
Fax – (918) 366-7064

Email - IOR@SPEIOR.ORG

For sponsorship/exhibits, contact Marsha Whitney at (918) 857-2859 or exhibit@speior.org.

For advertising inquiries, send email to ior2018adpub@gmail.com
SPE IOR 2018 COMMITTEE ROSTER

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Sponsorship Contacting Team E. Lance Cole, SEG
Sponsorship Contacting Team Marsha Whitney, Consultant
Sponsorship Contacting Team Rob Klenner, GE Global Research US
Sponsorship Contacting Team Jeremy Viscomi, Consultant
Pioneer Awards Dwight Dauben, Dauben Int'l Energy Consrlts.
Continuing Education Chirag Patel, Joshi Technologies Int'l Inc.
Arrangements Doug Norton, Warren American Oil Co.
Food/Evening Receptions Buck Walsh, Consultant
Geology Field Trip Norm Hyne, The University of Tulsa
TU Student Support Mohan Kelkar, The University of Tulsa
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