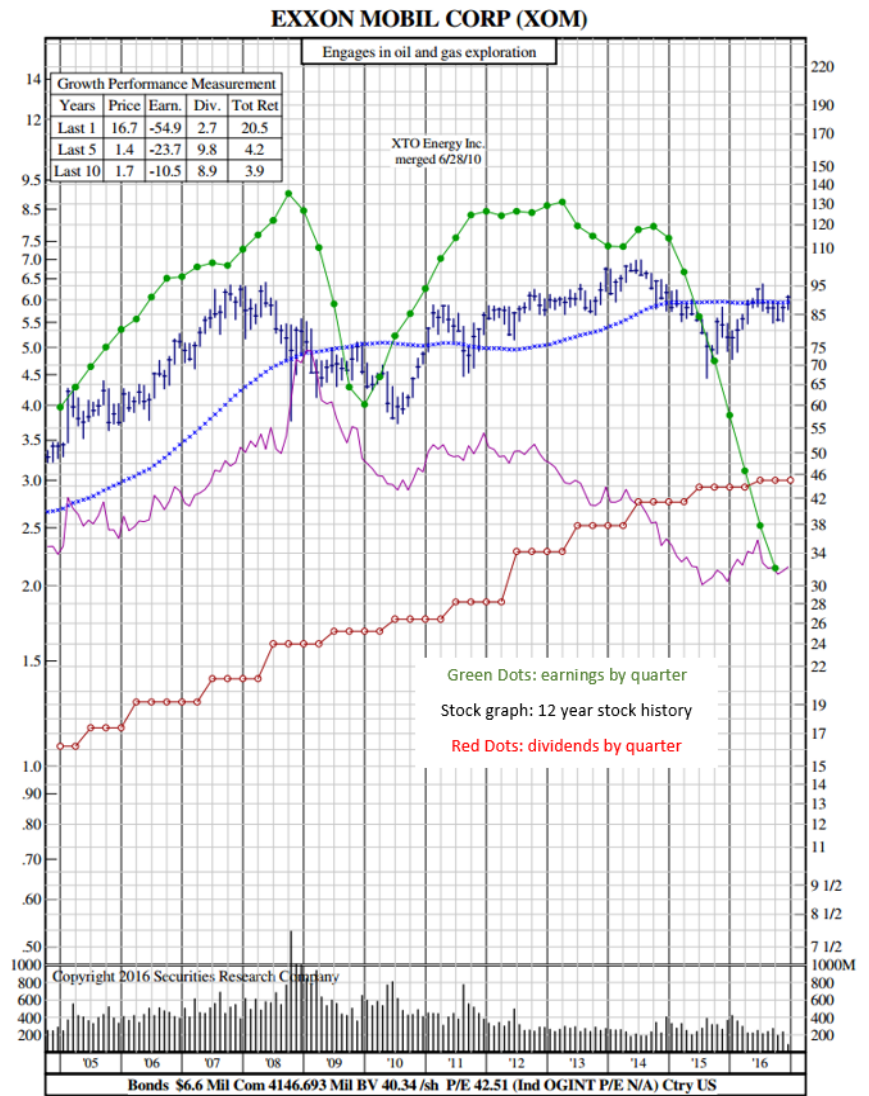


Trump & Tillerson

President-Elect Donald Trump has selected [Rex W. Tillerson](#), Chairman and Chief Executive Officer of Exxon Mobil (XOM), the world's largest oil and gas company, to be our nation's next Secretary of State. As the General Partner of a small oil equipment operation, I've had dealings with the likes of Exxon Mobil progeny. In our business, we provide pumping units (those tall see-saw metal structures that you see on television) to field producers. A number of our customers using the equipment started their careers at Exxon. I've had the privilege of discussing the inner workings of the industry at length with some very smart, hardworking engineers that earned their stripes at Exxon Mobil. Uniformly, they all say the same thing about Exxon, "Exxon gets it right the first time." When British Petroleum had that terrible Gulf of Mexico spill, the former Exxon employees stated that it would never have happened at Exxon. I asked why not. They responded that it's because Exxon's engineering and attention to detail is superior. Now it looks like Exxon Mobil's CEO may be the person guiding Americans' interests globally.

Mr. Tillerson appears to be everything American. In his early years as a Boy Scout, he proved his mettle by achieving the coveted Eagle Scout designation. He attended the University of Texas as an engineer, where he was later recognized as a Distinguished Engineering Graduate. Tillerson was actively involved both civically and socially. After graduation, he went to work at Exxon as a production engineer. Tillerson's talent and intellect put him on the path to success. He proved to be an adept manager with keen insight that would enable him to navigate to the top of one of the most complex and important companies in the world. Thirty years later, he became Chairman and Chief Executive Officer. This past decade, Tillerson guided Exxon Mobil successfully through the great recession and two oil bust scenarios. As depicted in the 12 year chart, during the course of his reign as CEO at Exxon Mobil, shareholders earned a 3.9% annual return. You can learn quite a bit about a company's management style by its dividend policy. XOM has paid and raised its dividend for 34 consecutive years, which speaks to the nature of the company's management and its commitment to shareholders. It is the latter that interests me most – the shareholders.



As Secretary of State, it will be incumbent on Mr. Tillerson to uphold the interests of his newest shareholders, Americans at large. Tillerson will be responsible to all 325 million Americans, those that share his views on the environment and those that take an opposing view to climate change. While he puts the United States first in his deal making, he too must consider the well-being of other nations. Indisputably, we live in a global age and the issues are complex and immense. The office of Secretary of State is impactful, far reaching and longstanding. I am a strong believer in the ingenuity and fortitude of the American way of life. Tillerson's track record is impressive so far; now it's time for him to raise the bar to the next level. If Tillerson is successful at tweaking and melding foreign trade and policy in ways that benefit all parties involved, it just may be a win-win for both sides. In today's fast paced world, new and former negotiated agreements and contracts need to be modified, revised, adjusted and improved on an ongoing basis. Hopefully, Tillerson's experience will serve him well as our nation's secretary, and in turn, serve the rest of us even better.