



# SPWP

## News

### *Society of Professional Women in Petroleum*

*Supporting career women in the petroleum industry through technology and information.*

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#### September's Meeting

This month's meeting will be held **Thursday, September 11<sup>th</sup>, 2008**, at the Marriott Westchase, located at 2900 Briarpark Drive near Westheimer and Beltway 8, at 7:30 a.m. Regrets should be made with **Denise Kraus** by noon on **Monday, September 8<sup>th</sup>** using the Evite email. If you do not receive an Evite, please contact Denise at 713.237.3510 or [dkraus@spwp.org](mailto:dkraus@spwp.org). If you do not plan to attend, you **must** regret. If you do not RSVP, we may not have space to accommodate your attendance. We welcome all guests to the meeting. Guest reservations must be made with a credit card (MC or Visa).

**Please remember to turn pagers and cell phones off or to silent alarm during meetings.**

#### President's Letter

Dear SPWP Members and Guests,

We had an amazing turnout for our joint meeting in August with AADE. I would like to extend our thanks to Clay Williams with National Oilwell Varco who enlightened us with his very informative presentation on "Mergers and Acquisitions." Our joint meeting with AADE is always a welcomed meeting, our relationships with organizations such as these as well as companies and individuals that come and share information and technology with us throughout the year.

It doesn't seem possible that summer is coming quickly coming to an end and September is upon us. Our fall calendar is filled with events including the SPWP Golf Tournament, API Golf Tournament, The Woman's Global Leadership Conference, and of course, the Federation of Houston Professional Women "Woman of Excellence Gala." On September 27<sup>th</sup> at the Hyatt Regency Downtown, 35 Houston-area women will be honored for their contribution to the business community as well as various philanthropic efforts to so many worthwhile causes. If you have not already done so, please make plans to attend this event, celebrating the remarkable lives of these women.

This month we welcome Vicki Corso. I will be in Scotland at the time of this month's meeting, many thanks to past President Joan Kraus for graciously agreeing to stand in for me and preside over this month's meeting. It will be a morning of networking, catching up with old friends and welcoming guests. See you in October!

All The Best,

Melissa Marshall, President  
Society of Professional Women in Petroleum

## Minutes of the August Meeting

Melissa Marshall called the meeting to order at the Sheraton Brookhollow on August 14, 2008 at 8:00 a.m., and she introduced the SPWP Board of Directors for 2008. Steve Hayes then introduced the AADE Board of Directors for 2008.

Jerri Babin introduced the speaker for the August meeting, Clay Williams, Senior Vice President and Chief Financial Officer of National Oilwell Varco. Clay gave a background summary of NOV and how a major contributing factor to National Oilwell Varco's success is through acquisitions.

Clay listed NOV's acquisition strategy:

1. Arbitrage private company values
2. Scale economies
3. Access to new technologies
4. Leverage market channels

National Oilwell Varco focuses on making sure business owners know that NOV will run the companies how they feel is best. There may be parts of acquisitions that are not desirable. The goal is to let the companies get back to what they enjoy and do best.

Clay also listed some acquisition lessons. Really thoroughly

understand the target business. Focus on businesses that you already participate in. Lock down the strategy before closing to make sure employees have confidence. You cannot integrate fast enough. Deal structure matters. Your reputation is your most important asset. And last but not least, hire good lawyers!



Clay gave us some potential problems that can occur in the acquisition process.

Paralysis – Uncertainty leads to the workplace stopping. Take away any animosity by convincing both sides that there is an opportunity. Cross team initiatives lead to great productivity. Procrastination; there is a natural fear of getting it wrong in a new environment.

Clay gave 3 steps for integration:

1. Have a good plan and execute it. Be clear and non negotiable.
2. Move quickly and decisively – get to the end game as soon as possible.
3. Have a fixed strategy and flexible tactics.

Clay ended by saying that acquisitions provide a wonderful opportunity. Make sure the values of both companies

match. Make a difference, be kind and don't sweat the small stuff. Focus on the positive in everything.

Sandra Mourton made a motion to approve the May 2008 SPWP meeting minutes as written. The motion was seconded by Mary Ann Vandermark and the minutes were approved by a majority vote.

Patsy Wells announce the SPWP Golf Tournament will be at Windrose on November 3rd. Forms are posted on the web-Site, [www.spwp.org](http://www.spwp.org). She also has a volunteer sign-up sheet.

Erica Coman asked that anyone who was not sure they were up to date on dues or breakfast fees contact her to get caught up prior to the November membership meeting.

Melissa Marshall announced the API Golf Tournament is October 13th and she had volunteer sign-up sheet.

Melissa Marshall mentioned the FHPW "Woman of Excellence" Gala is September 27th at the Hyatt Regency. The cost is \$65 per person.

Melissa Marshall asked for Nominating Committee volunteers. Sandra Mourton agreed to be the committee chair and Mary Campana and Mary North volunteered to serve on the committee.

Carla Cooper announced that we were able to purchase a crib with the money that was collected from the SPWP members for the Howell Quintuplets.

Clyde announced the mystery greeter and winner. He then wished a Happy Birthday to all the August ladies.

The meeting was adjourned at 9:45 a.m.

## September Speaker - Vicki Corso

Vicki Corso is currently employed by BP, as the Riser Delivery Lead for some of the upcoming Deepwater projects. Her past experience includes several Deepwater riser projects: Well Systems Team Lead for BP's Holstein SPAR, Riser Delivery Lead Consultant for HESS's Okume and Oveng TLPs in Equatorial Guinea, West Africa and prior to that, Anadarko's Marco Polo TLP in the GOM, where she earned the title 'Riser dude'.

Prior to this, Vicki worked for Mentor Subsea as the Riser Manager on the Murphy Medusa SPAR and Delivery Lead for the Boomvang and Nansen SPARs Dry Trees. She was the Engineering Manager for the Surface Wellhead Product Line for ABB Vetco Gray, Kvaerner (National Oilwell) and began her career at FMC -PEG, as a Design Engineer.

Vicki holds a BS. in Engineering Technology (Mechanical Specialty) from Texas A&M University, Class of '80 (whoop!). She resides in Richmond, with her husband, their two daughters, and a lab puppy that is driving her crazy. She was born and raised in rural southern Illinois and moved to Corpus Christi, in time to be brainwashed to go to Texas A&M. She had no idea what the 'oilfield' was when she accepted the position at FMC.

## SPWP New Member Applications

SPWP has received a membership application from the following ladies:

**Name:** Lyn Oakes  
**Title:** Account Manager  
**Company Name:** Cenergy International  
**Sponsored By:** Sandra Mourton & Denise Kozar  
**Interested in the following Committee(s):** Golf

**Name:** Keri Gonzales  
**Title:** Sales Advisor  
**Company Name:** RCS, LLC  
**Sponsored By:** Patsy Wells  
**Interested in the following Committee(s):** Golf

**Name:** Janean Lyon  
**Title:** Account Manager  
**Company Name:** Cenergy International Services  
**Sponsored By:** Sandra Mourton

**Interested in the following Committee(s):** Golf

**Name:** Ashley Gabrielle Bourgeois  
**Title:** Outside sales  
**Company Name:** Green Marine and Industrial Equipment  
**Sponsored By:** June Rogers  
**Interested in the following Committee(s):** Golf and Casino

All requests for SPWP new member applications should be forwarded to Nancy Bell-Scales at: [nbell@spwp.org](mailto:nbell@spwp.org).

## FHPW News & Dates



**FHPW Quarterly Meeting**  
SPWP Honoree, Vicki Mays  
Women of Excellence Awards Gala  
*"Celebrating Successful Women and the Power of Teamwork"*  
Saturday, September 27<sup>th</sup>, 2008  
5:30 - Reception/Silent Auction  
6:30 - Dinner  
Hyatt Regency - Downtown



The Federation of Houston Professional Women and the FHPW Educational Foundation holds this annual event to honor

outstanding business women from our member organizations and to raise funds to support scholarships for women in our community.

FHPW, founded in 1981, is a powerful force in the city and is presently the fifth largest professional organization in Houston. It is comprised of over 50 professional business women organizations, with over 5,000 members focusing on education, networking, specific careers and community service. The FHPW Educational Foundation awards scholarships and gifts to aid and advance the education and knowledge of women in the community.

Early Reservation Tickets: \$70.00 pp or \$650 Table (10)  
September 1 – 14 Reservations: \$75.00 pp or \$700 Table (10). Reservations close September 14<sup>th</sup>.

Attire: Black Tie Optional

Please contact Erica Coman for reservation information at [ecoman@spwp.org](mailto:ecoman@spwp.org) or by phone 281-615-6328

**FHPW Quarterly Meetings**  
- Oct. 27

To sign up for the FHPW newsletter, send a blank email to: [fhpw-news-subscribe@egroups.com](mailto:fhpw-news-subscribe@egroups.com).

## Happy Birthday to SPWP Members!



Joanna Rezin....9/1  
Meredith Dell'Amico....9/8  
Janet McAfee.....9/9  
Priscilla Gagliano.....9/12  
Melissa Smith.....9/20  
Tammie Westlund.....9/20  
Josena Arquieta.....9/22  
Joy Rogers....9/27  
Sheri Henderson.....9/28

## It's a Boy!

### Congratulations Nancy!

Nancy Bell-Scales and her husband Roger welcomed a son, Andrew David Scales, on September 2<sup>nd</sup> at 9:10 a.m. at Texas Women's Hospital. He weighed in at 10 lbs, 1 oz, and 21 1/2 inches long.



Andrew has some breathing complications that require him to stay a few days in the hospital, but the doctors have assured the new Mom and Dad that he will be fine and have no

lingering effects. He will be able to come home in a few weeks. Otherwise, he is completely healthy!

## Mark Your Calendar



**September**  
SPWP Meeting  
Thursday, September 11

**October**  
SPWP Meeting  
Thursday, October 9

**November**  
SPWP Meeting  
Thursday, November 13

## Board of Directors

**President**  
Melissa Marshall  
Energy Exports  
281.346.0808  
[mmarshall@spwp.org](mailto:mmarshall@spwp.org)

**First Vice President**  
Melissa Pastrano  
Baker Atlas  
713.625.5883  
[mpastrano@spwp.org](mailto:mpastrano@spwp.org)

**Second Vice President**  
Jerri Babin  
National Oilwell Varco  
713.369.6338  
[jbabin@spwp.org](mailto:jbabin@spwp.org)

**Treasurer**

Erica Coman  
Vetco Gray, A GE Oil & Gas  
business  
281.847.4665  
[ecoman@spwp.org](mailto:ecoman@spwp.org)

**Member Representative**

Denise Kraus  
Wilson Supply Co.  
713.237.3510  
[dkraus@spwp.org](mailto:dkraus@spwp.org)

**Secretary**

Nancy Bell-Scales  
Kilburn, Jones & Gill, LLP  
713.652.4068  
[nbell@spwp.org](mailto:nbell@spwp.org)

**SPWP Committees & Chairs****Casino Night Committee**

Chair – Nancy Bell-Scales  
Co-Chair – Melissa Marshall  
Co-Chair – Janet McAfee

**Scholarship Committee**

Chair - Barbara Kender  
Co-Chair - Margaret Hare

**Golf Committee**

Chair - Patsy Wells  
Co-Chairs – Lellany Conaway  
and Terri Guerrero

**By-Laws Committee**

Chair - Melissa Marshall

Co-Chair – Nancy Bell-Scales

**Education/Social Committee**

Chair – Evalyn Shea  
Co-Chair - Erica Coman

**Historian Committee**

Chair – Vicki Mays

**Hospitality Committee**

Chair - Joann Prazak

**Web site & Newsletter**

Chair - Melissa Pastrano

**FHPW Delegates**

Main - Mary Campana & Denise  
Kozar  
Alternates – Barbara Davis &  
Evalyn Shea

*Please forward newsletter updates,  
comments or questions to the  
editor: [mpastrano@spwp.org](mailto:mpastrano@spwp.org)*