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IMPACT BRIEF

SHALE POWER INDUSTRY EXCHANGE MARCH 21, 2024

The Shale POWER project hosted a roundtable on March 21 in Pittsburgh, where energy leaders and local manufacturers came together for a collaborative session. The event, situated at the Rivers Casino following the Marcellus Shale Coalition meeting, was a space for networking and sharing product information.

Petra Mitchell from Catalyst Connection welcomed the participants, and Tom Reed closed the session with updates on the Shale POWER project. The event was moderated by consultants Katie Klaber and Matt Henderson, who guided the discussions among the 50 attendees.

The event focused on fostering connections between the companies and suppliers from southwestern Pennsylvania, aiming to boost local business and job growth in the shale gas and manufacturing sectors. It was a chance for attendees to meet face-to-face, exchange ideas, and potentially form new partnerships.

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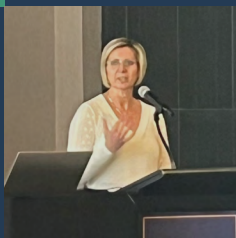
Producers Supply Company



Larson Design Group

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Marcellus Shale Coalition



Catalyst Connection

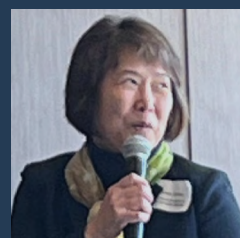


KEY MESSAGES FROM NATURAL GAS PRODUCERS AND MIDSTREAM COMPANIES:

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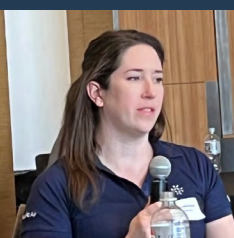


- Suppliers are required to establish a Master Services Agreement, which may be managed by the company's main office, possibly located in another state. The procedures for this can vary from one company to another.
- Key factors for creating lasting partnerships with local suppliers include cost-effectiveness, reliable delivery schedules, maintaining sufficient stock, and ensuring the high quality of both products and services.
- Energy companies often rely on recommendations to find new vendors. Networking at events like today's or using social media platforms, such as LinkedIn, are effective ways to build these connections and highlight company needs.
- While open to innovative collaborations, companies want to ensure that these partnerships are beneficial from the outset and that they are not treated as test subjects for unproven solutions.
- Positive experiences often arise from tapping into the local supply chain's expertise, and companies place great value on these collaborative relationships.
- While keeping costs low is crucial, particularly in a competitive pricing environment, the importance of timely delivery cannot be overstressed. Delays in product or service delivery can result in significant costs.
- New opportunities for suppliers frequently arise in response to new challenges and requirements in the industry. Thus, suppliers should keep themselves informed about the latest industry trends, an advantage offered by the Shale POWER initiative.



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