



Appalachian
Pipeliners
Association

January 16, 2020

Dear Member:

Happy New Year and welcome to a new decade! As we put 2019 in the rearview mirror and look forward to 2020 we're expecting it to be a challenging year in the oil and natural gas sector. As a veteran of almost forty (40) years devoted to the oil and natural gas industry I have to confess that I'm always a little surprised and stunned when I hear the phrase "I didn't see this coming."

The oil and natural gas industry has always been very cyclical. The evolution of the commodities markets helped a great deal to make it more transparent and predictable but requires insight into how the commodity paradigm impacts pipeline operators and the upstream /downstream markets that rely upon them. Midstream pipeline operators and regulated pipeline companies react differently to changing market dynamics. Furthermore, downstream markets add another layer of complexity.

I see our challenge as an organization in the new decade as one of education and resource for our membership. If we're going to continue to fulfill our mission, it's increasingly critical we continue to create value for our members in the midst of a changing industrial dynamic. I believe an important part of the value chain we create is education and insight into areas of the pipeline industry where our members add value are successful and thrive.

I welcome the New Year with the confidence that the APA with the strength of its members are prepared to meet the challenges that the industry faces. Furthermore, the APA will provide a sense of stability by continuing with its annual scholarship awards and through our monthly speaker meetings & industry events.

APPALACHIAN PIPELINERS ASSOCIATION

Sincerely,

A handwritten signature in blue ink that reads "Mark A. Butta".

Mark A. Butta

President