

**COMMITTEE ON NATURAL RESOURCES**  
**114<sup>th</sup> Congress Disclosure Form**  
**As required by and provided for in House Rule XI, clause 2(g)(5)**

*“The Fundamental Role of Safe Seismic Surveying in OCS Energy Exploration and Development”*

July 14, 2015

**For Individuals:**

Name:  
Address:  
Email Address:  
Phone Number:

\* \* \* \* \*

**For Witnesses Representing Organizations:**

Name: Jim White  
Name of Organization(s) You are Representing at the Hearing: ARKeX Inc  
Business Address: [REDACTED]  
Business Email Address: [REDACTED]  
Business Phone Number: [REDACTED]

\* \* \* \* \*

**For Nongovernment Witnesses ONLY:**

1. Please attach/include current curriculum vitae or resume.
2. Please list any federal grants or contracts (including subgrants or subcontracts) related to the subject matter of the hearing that were received in the current year and previous two calendar years by you or the organization(s) you represent at this hearing, including the source and amount of each grant or contract.

None.

3. Please list any contracts or payments originating with a foreign government related to the subject matter of the hearing that were received in the current year and previous two calendar years by you or the organization(s) you represent at this hearing, including the amount and country of origin of each contract or payment.

None.

## JAMES C. WHITE



### SUMMARY

Executive management professional with extensive worldwide experience in operations, sales and marketing, including securing bids for services provided to the oil industry. Strong emphasis on profit and loss functions, as well as good interpersonal and communicative skills. Have considerable experience with both private as well as public corporations.

### EXPERIENCE

ARKeX LTD. – Cambridge, UK / Houston, TX March 2014 – Present

#### **President**

- Privately held airborne and marine geophysical service provider operating world wide
- Hired to provide operational expertise and sales initiative to accelerate growth
- Managing thru the challenge of company having limited working capital
- Involved in soliciting intended targets for potential corporate transactions

DISCOVERY ACQUISITION SERVICES – Katy, TX Feb 2012 – Feb 2014

#### **President**

- Privately held geophysical service company
- Sole focus was to assist owners in a corporate transaction
- Provided Owners with two (2) potential material exit events that were not brought to fruition due to Owner preference

CONSULTANT – Houston, TX Jan 2010 – Jan 2012

- Worked with various geophysical and service companies providing expertise and guidance.
- Assisted Geokinetics with their due diligence by providing insight into the asset valuation of PGS Onshore multi-client data library in anticipation of their acquisition of PGS Onshore.

GEOKINETICS INC. – Houston, TX 2005-2010

#### **Executive Vice President, Business Development** 2008-2010

- Role created as a result of a change in CEO at organization
- Key focus was developing business across the globe for all product lines
- Developed new multi-client programs that added over \$250M in MC assets
- Product Champion (Exec Team) for the corporate rollout of new Oracle software platform
- Provided insight, reports and general updates to the Board of Directors

**Executive Vice President, North America Operations** 2005-2008

- Operated over eight (8) land seismic crews in North America generating annual revenues of over \$175M
- Provided due diligence leadership and contributed to the acquisition of Grant Geophysical in Sept 2006
- Assisted with the corporate integration of Grant into Geokinetics mainstream
- Provided insight, reports and general updates to the Board of Directors

TRACE ENERGY SERVICES, LTD. Calgary, AB, Canada 2004-2005

**President/CEO**

- Private Equity owned company (SCF Partners)
- At peak, operated up to six (6) land acquisition crews in US, Canada and Australia
- Generated over \$75M in annual revenues
- Established growth and stability necessary for sale transaction. Did so with limited working capital
- Provided infusion of capital by selling off non-core operations and assets. These included encumbered (partnerships) of onshore multi-client data in Canada as well as our Australia land operations (management buyout)
- Cash infusion allowed for the purchase of new land seismic acquisition systems – recording system was a new, state of the art unit and was first commercially utilized by us
- Managed the process (with Investment Banking assistance) of a sale to Geokinetics Inc. in December 2005

SCHLUMBERGER, LTD. - Houston, Texas January 2004

**Global Sales Director, Oilfield Services**

- Brief period of employment after the transition to parent company from WesternGeco.
- Appointed as a result of strong client relationships and contacts
- Led all GAM (Global Acct Managers) and GAD (Global Acct Directors)

WESTERNGECO – Houston, Texas 2000-2004

**Vice President, North and South America** 2002-2004

- Managed P&L of all Land Acquisition, Marine Acquisition, Data Processing, Multi-Client Data and R&D for the Western Hemisphere
- Operated twenty eight (28) land crews, seven (7) marine streamer vessels, two (2) OBC crews and various data processing centers.
- Annual revenues of over \$1.8B
- Championed the rollout of the newly designed and developed Q Marine acquisition system in the Gulf of Mexico

**Vice President, Multiclient Library**

2000-2002

- Managed world wide data library
- At peak, MC asset was valued over \$1.4B
- Managed new program development, licensing sales and strategic marketing
- Regional offices in Houston, London and Kuala Lumpur

WESTERN GEOPHYSICAL – Houston, TX

1979-2000

**Various Management roles**

**EDUCATION AND PROFESSIONAL DEVELOPMENT**

B. S. Geosciences, The Pennsylvania State University, 1981

- Distinguished Alumni Fellow Award 2008

Managerial Accounting & Finance, Jesse H. Jones Graduate School, Rice University

Executive Management Course, Houston Baptist University

**BOARD POSITIONS/ AFFILIATIONS**

Seismic Equipment Solutions, Houston, TX – **current Board Director**

- Appointed by the majority owner (PE firm) based on extensive seismic work experience
- Over five (5) year tenure
- Position allows for exposure to all seismic acquisition providers and equipment manufacturers

Inter. Association of Geophysical Contractors (IAGC) – **past Chairman of the Board**

- As Chairman, was able to interact and build relationships with executive leaders of all seismic contractors

American Association of Petroleum Geologists

Canadian Society of Exploration Geophysicists

Denver Geophysical Society

European Association of Geoscientists and Engineers

Geophysical Society of Houston

Houston Geological Society

National Offshore Industry Association

Permian Basin Geophysical Society

Society of Exploration Geophysicists

Southwest Louisiana Geophysical Society