



AARON ROYSTER/Miner

Brown Drilling co-owner Jon Kaufman (right) works with assistant driller Jason Ozanne to drill a water well through volcanic basalt rock with a rig Kaufman rebuilt from the frame up.

## Kaufmans know the drill

### Brown Drilling

**Location:** In the former Spanish-style terminal for Transcontinental Air Transport, its physical address is 3375 N. Bank St.

**Owners:** Siblings Amanda and Jon Kaufman.

**Opened:** The Kaufmans took over the 34-year-old business in June and moved it into the incorporated part of Kingman.

**Type of business:** Water-well drilling and installation service.

**Motivation:** Jon said he felt he had reached a point in his career where he needed a new challenge and felt he had the experience to run his own business.

**Planning:** The co-owners contacted Kelly March with the Small Business Development Center at Mohave Community College to help them develop a small business plan and obtain sufficient financing.

**Experience:** Jon has more than 10 years experience in the drilling industry, four as a water well drill rig operator under the previous owner. Amanda has more than 18 years of experience in the administrative and project management industry.

**Biggest obstacle:** The

co-owners said one of the problems they encountered was bringing the business into the city from the county. The city seemed not as readily available for assistance.

**Marketing:** They advertise in the phone book, with advertising inserts and in the print media. The co-owners said they get most of their business from word of mouth.

**What makes the business unique:** Beyond standing behind their work, Jon said they have skilled employees. Their employees must handle a variety of tasks from driving the rigs to fixing them on site in the varying weather conditions of Mohave County.

**Future:** They plan to branch out into exploration drilling. In his experience, Jon said when the economy is down, exploration drilling goes up. When the economy is up, well site drilling goes up. He said he is hoping for a happy medium.

**Best part of the job:** "Finding water," Amanda said. Jon echoed her sentiment. "Satisfying a customer ... There is nothing worse than going 1,500 feet into the ground and you don't find any water," Jon said. "It's rare, but it hap-

pens."

**Hours:** Customers can call or go to the office between 8 a.m. and 5 p.m. Monday through Friday to set up appointments for drilling.

**Information:** 757-1920, (800) 448-8759 or brown-drilling.com.

- Compiled by Miner Reporter Aaron Royster