Mr. Phillips started Phillips Well Service in January, 1967. His first pulling unit was a Model M Cooper. Starting out, he charged $12.00 per hour for the first rig and crew. In 2008, forty-one years later, the rate was $155.00 per hour. Additionally, he purchased a K200 Cardwell, a Cooper and a half-cab. Mr. Phillips remained in business until 1981 when he sold two rigs to his son and son-in-law. After selling the business, Mr. Phillips and Herb Wick started G & L Oil. He and his wife, Janice, also had K & L Oil, a production company.