Mr. Pearce came to the Eastern Kansas oilfields in 1954 as a representative of Visco Chemical Company, later Nalco Chemical Company. He served as a salesman and District Manager for 29 years. In 1983, Mr. Pearce and William Rex became partners in Rexoco, Inc. The company was an oil producer and operator of over 50 leases in Kansas. Mr. Pearce was an active member of KIOGA and EKOGA, where he was President for two years. He also served on the KU Tertiary Oil Recovery Project and was a member of the Independent Petroleum Association of America. He retired in 1996 and sold the remaining Rexoco leases.