

Message

From: Holmstead, Jeff [jeff.holmstead@bracewell.com]
Sent: 4/5/2018 1:24:44 PM
To: Wehrum, Bill [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=33d96ae800cf43a3911d94a7130b6c41-Wehrum, Wil]
Subject: Quick Note on Air Liquide Meeting

Air Liquide is a long-time client of the firm, and we do a lot of work for them in a lot of areas, including environmental. I will say that they are committed to doing things the right way and have worked cooperatively with OTAQ staff for quite a while on the issue they want to raise with you. I don't want you to think that they are just walzing in and asking you to solve their problem.

As they will explain, because of the RFS program, they are developing number of landfill gas capture projects that only make sense financially because of the value of the RINs they can generate. They already have approved pathways for a couple of projects where they capture and refine the gas to pipeline quality and then have contracts to ensure that this amount of gas is used downstream for LNG or CNG transportation fuel. They are now developing a very similar project that involving capturing and refining the gas and then using it as a feedstock to produce hydrogen. They have contracts in place to ensure that this hydrogen is used in California as transportation fuel.

For some reason, however, they have not been able to get this pathway approved. They have provided everything that OTAQ has requested, and OTAQ has not raised any issues about their petition. I told them that they might just be caught up in the politics of the RFS program.

Anyway, this is a big issue for Air Liquide, as evidenced by the fact that Mike Graff is going in to meet with you. He's the CEO of Air Liquide North America and the number 2 guy in the international parent company. I think the GC, Kevin Feeney, may also be attending the meeting. They're both very solid guys.

I would liked to have joined the meeting, but the only time that worked for Mike was when I was going to be in Utah. That said, you'll be in good hands with my colleagues Dee Martin and Anna Burhop. They are terrific, and I think you'll enjoy meeting them.

If you have any questions after the meeting, please let me know, and I will make sure we get you the answers.

Thanks for taking the time to meet with them.

Jeff

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