



T. Boone Pickens Media Coverage 12.22.09

Total of 6 Placements

- Blog/Online: 3
- Broadcast: 3

Coverage Summary:

Pickens did an interview on *Fox Business Network* last night with guest host Charles Payne, who was filling in for Neil Cavuto. The interview referenced Randy Eresman's (President - ONAD at Encana Oil & Gas in Canada) push for the greater use of natural gas in 18-wheelers. Pickens also discussed cutting OPEC oil in half by converting 18-wheelers to run on natural gas and the economic benefits to the Pickens Plan. The transcript of his appearance is below. You can also watch the clip here - <http://media.vmsnews.com/MR.pl?id=122109-4167532-N002228993>.

Highlighted Placements (Full Articles Below)

- **Your World With Neil Cavuto Transcript** – *Fox Business* – 12/21/09

Blog/Online Placements (Full Articles Below)

- **Why the Copenhagen Accord Boosts the Odds for Senate Passage of Bipartisan Climate Legislation** – *Grist* – 12/21/09
- **Exxon Prepares for the Future: Best in Class** – *The Street* – 12/22/09

HIGHLIGHTED COVERAGE

Your World With Neil Cavuto Transcript – *Fox Business* – 12/21/09

CHARLES PAYNE: Everyone else might be talking health care, but Boone Pickens, he's worried more about oil, specifically foreign oil and our dependence on it. The billionaire investor joins me now on the telephone to talk to us about why natural gas should be a priority in the United States.

Hi, Boone, thanks for taking the time out.

T. BOONE PICKENS, BP CAPITAL MANAGEMENT CHAIRMAN (ON THE PHONE): You bet, Charles. I love the subject.

(LAUGHTER)

PAYNE: You're kind of familiar with it, and it's sort of gotten a little lost here recently, but we've got to talk about this. You know, everyone's talking -- we just had Copenhagen, cap and trade, and I still don't hear a lot of people talking about making the transition ultimately to alternative energy because the notion is, I think, amongst the public, Boone, is that we can just make flip a switch and be driving solar-panel cars.

PICKENS: Well, that isn't going to happen because we only have one resource in America that'll move an 18-wheeler other than diesel. (INAUDIBLE). Diesel and, of course, that's -- I consider diesel to be imported oil, and that resource is natural gas. But did you see what Randy (INAUDIBLE) did today in Canada?

PAYNE: No, I missed that.

PICKENS: OK. Well, he's head of Incanna (ph), he is the CEO of Incanna (ph). He asked for a billion dollars to, for fueling on, in eastern Canada for 18-wheelers. And it's easy to see what he's thinking about because Canada's overwhelming with natural gas. It's 50 percent cleaner than diesel. He said, let's use natural gas, and they can sell the oil. They export oil.

PAYNE: Right.

PICKENS: So it's a lot better to export oil than it is to export natural gas. Use natural gas at home is what you need to do.

PAYNE: So let's talk about this a little bit because your game plan and the game plan that you think would be great for America is if we took these big trucks on the road and got them all on natural gas. What would that mean to the average American?

PICKENS: Average American? It'll put -- well, let's go at it this way, that there's seven million 18-wheelers in the United States, and if you move those to natural gas away from foreign diesel and you did all seven million of them, then you would cut OPEC in half with only seven million 18-wheelers.

That's an unbelievable opportunity for America because it will allow us then to negotiate the price of oil down and not just sit there as a consumer and just take whatever they give us.

PAYNE: Right.

PICKENS: So we would, the country would be much better of. If you did that, it would recover for you annually \$10 billion into the United States. Now we're talking about jobs, we're talking about profits, we're talking about helping the economy.

The question then becomes how fast could you do seven billion? Which would be all the 18-wheelers in what we call class (INAUDIBLE) trucks. It would take probably and if everybody got on board and the leadership in Washington was directing traffic on this thing, you could probably do it in five or seven years.

PAYNE: You said if everyone got on board. What is the resistance to this plan? Because as you lay it out, and, of course, you've had some practice, it sounds pretty simple and smart.

PICKENS: It does, I agree. But, you know, I like my own idea.

(LAUGHTER)

PICKENS: Having said that, there's no resistance. Nobody surfaces as opposed because the first thing you say is, hey, look, if you've got a better plan than this, tell us, and let's go for your plan. But we've got to cut imports of oil. It's costing us \$1 billion a day to buy foreign oil. \$350 billion a year. That's at \$70 a barrel.

OK. And you ask anybody who is opposed --

PAYNE: Right.

PICKENS: What's your plan? If they don't have a plan, then their plan's foreign oil because that's what you're going to get.

PAYNE: But, Boone, last week we had Exxon Mobil say they want to buy XTO, a huge giant deal, and either it seems like Exxon Mobil's going to change or love to change their business model to 55 percent nat gas, instead of crude oil and yet the next day, they added the caveat, if Congress passes this bill that stops tracking (ph), they're not going to go through with this. So obviously there's some opposition on Capitol Hill against the use of natural gas.

PICKENS: Well, I don't think it's the use of natural gas. I think the concern there is that the (INAUDIBLE) fluid is somehow getting into the aquifer. Which that does not happen. I mean, the aquifer's a shallow depth. Fresh water is not deep, it's shallow. So like in Texas, for instance, in the Ogallala (ph), we encountered the aquifer from 200 to 700 feet deep.

PAYNE: Boone, we don't have a lot of time, and I don't want to get too inside baseball here. I do want to say you've become something of an American folk hero with all of this. Do you think -- and, you know, of course, to a certain degree, you talk in your book too. But where do you think we're going to be? Do you believe that this can become a reality, that we will make the transition to alternative energy by using our own natural resources, specifically natural gas?

PICKENS: Yes, and I think it'll happen. I thought it was going to happen here last week. I think it'll happen in January or February, that we will start to make the transition to our own resources. What a day for America when that happens.

PAYNE: All right. Merry Christmas, Boone, thanks a lot for taking the time.

PICKENS: Thanks. Merry Christmas to you, too.

BLOG/ONLINE COVERAGE

Why the Copenhagen Accord Boosts the Odds for Senate Passage of Bipartisan Climate Legislation – *Grist* – 12/21/09

By Daniel J. Weiss

The 15th United Nations climate summit has just ended in Copenhagen after a tense two weeks of negotiations between the developed and developing world. An “environmental Woodstock” to some, a high stakes diplomatic showdown to others, the meeting led to some critical but incomplete agreements.

Now that it’s over, the world’s attention will focus on the United States Senate as it plans to consider clean energy and global warming legislation in 2010. The newly inked Copenhagen Accord, along with other factors, increases the odds for Senate passage of clean energy jobs and global warming legislation.

The Copenhagen Accord should form the basis for future negotiations that hope to culminate in an international agreement to reduce global warming pollution in levels sufficient enough to prevent a 2 degree C (3.6 F) warming. The Accord should also contribute to passage of a Senate clean energy and global warming bill. The Accord includes two provisions that address some undecided senators’ concerns about pollution reductions from China and India. In advance of the summit, these two nations made their first commitment to reduce the rate of pollution compared to their economies. Obviously, these two emerging economic powers could do more to reduce the rapidly rising emissions, but these levels of reductions are a good start.

The Accord also includes an agreement by China and other developing countries to report on their voluntary actions to reduce pollution. These reports would be subject to “international consultations and analysis,” which would provide more certainty about whether developing nations are fulfilling their voluntary pledges to reduce their pollution rates. President Obama secured this big concession from China, which is notable due to its notoriously opaque government.

Although the Accord is not yet binding, this agreement should quell some senators’ uncertainty about China, India, and other developing nations’ level and transparency of pollution reductions. These concerns have been a major reason that some senators from Midwestern states were reluctant to support domestic global warming legislation. Sen. John Kerry (D-Mass.), sponsor of the Clean Energy Jobs and American Power Act, noted that the Accord “sets the stage for a final deal and for Senate passage this spring of major legislation at home.”

In the wake of the Copenhagen Accord, there are several other factors that should also provide impetus for clean energy legislation in 2010. Establishment of a global warming pollution reduction program would be a boost to the depressed economy. Nobel Prize winning economist Paul Krugman noted that such legislation would have the “same economic effects as a major technological innovation: It would give businesses a reason to invest in new equipment and facilities ... And given the current state of the economy, that’s just what the doctor ordered.”

In 2010, President Obama’s number one priority will be lifting the unemployment woes that began before he took office. Since the first days of his administration, an important element of his economic recovery plans included the transition to a clean energy economy. Vice President Joe Biden estimates that the clean energy programs in the American Recovery and Reinvestment Act would create nearly 900,000 jobs. On Dec. 9, President Obama proposed a program to create jobs via incentives for residential building energy efficiency retrofits. He will continue to advocate clean energy legislation to restore American energy competitiveness, which was ceded to China and Germany due to disregard for clean energy technologies under President George W. Bush Clean. And energy legislation should be a prominent part of the 2010 effort to create more jobs and restore American competitiveness.

As nations’ economies recover, their demand for oil will recover and oil prices will rise. The Energy Information Administration “Annual Energy Outlook 2010” predicts that oil prices will rise from \$75 per

barrel in 2010 to \$100 per barrel in 2015. This prediction may be very conservative. Noted oilman T. Boone Pickens predicted in October that consumers may face “\$90 before the end of 2010.” Higher oil prices should increase the imperative to adopt comprehensive clean energy legislation that would reduce oil use and increase American energy independence.

On Dec. 15, the Environmental Protection Action issued the long awaited “endangerment finding” under the Clean Air Act that says greenhouse gas pollution threatens public health. This finding comes two and half years after the Supreme Court ruled in *Massachusetts v. EPA* that the agency has the obligation to assess whether greenhouse gases endanger public health, and if so, to take steps to reduce this pollution. The endangerment finding is the first step before EPA can set limits on pollution from major (25,000 tons of carbon dioxide annually) emitters. In March, EPA expects to issue limits on greenhouse gases from cars, with limits for other industries to follow.

President Obama, EPA Administrator Lisa Jackson, and many in Congress believe that Congress, and not EPA, should set greenhouse gas pollution limits. Legislation can include other policies that would reduce pollution—such as incentives for renewable electricity or energy efficiency—that EPA lacks the authority to implement. In addition, Congress can design a pollution reduction system that provides a relatively smooth economic transition for consumers and workers. EPA’s authority to set pollution limits for major polluters is a sword of Damocles hanging over the Senate should it fail to act.

Sen. Lisa Murkowski (R-Ark.) and other opponents of global warming solutions would like to block EPA’s ability to set pollution limits. She has introduced a resolution to invoke the Congressional Review Act that would stop EPA from enforcing the law as ordered by the Supreme Court. To succeed, her resolution must pass the Senate and House, and President Obama must sign it too, or Congress must override his veto with a two-thirds vote in each body. Given this procedure, the prospects for Murkowski’s success are small. This means that Congress must act to cut greenhouse pollution or EPA will despite administration and legislative preference for Congressional action.

Final passage of health care reform should also provide a boost to clean energy legislation. Health care reform has dominated Senate attention for the past six months. Completion of the reform bill should free up the “band width” necessary to address clean energy legislation. Health care success would also demonstrate that Congress is capable of addressing big pressing challenges. Success should also replenish President Obama’s political capital that he expended to pass health care. He will need to invest this capital to achieve Senate passage of clean energy legislation.

Public opinion remains very supportive of action on global warming despite relentless attacks from a \$100 million campaign by Big Oil and other energy special interests. The Dec. 18 Washington Post-ABC News poll found that nearly two-thirds of Americans believe that the United States should “regulate the release of greenhouse gases from sources like power plants, cars, and factories in an effort to reduce global warming.” And the intensity favors those who strongly support action versus those who strongly oppose it—50 percent to 20 percent.

The bottom line is that there are a number of recent factors that significantly boost prospects for clean energy jobs and global warming legislation in 2010. President Obama’s international and domestic leadership, the Copenhagen Accord, the need for jobs, EPA’s enforcement of the Clean Air Act, completion of health care, and the public’s support for reform are all factors that should improve prospects for Senate legislation in 2010. President Obama is like a wily gambler who has been dealt some very good political cards. By playing these cards right, he can parlay this hand into big winnings for all Americans.

Daniel J. Weiss is a Senior Fellow and the Director of Climate Strategy at American Progress, where he leads the Center’s clean energy and climate advocacy campaign. Before coming to American Progress, he spent 25 years working with environmental advocacy organizations and political campaigns.

Exxon Prepares for the Future: Best in Class – *The Street* – 12/22/09

By David MacDougall

IRVING, Texas (*TheStreet*) -- Exxon's(XOM Quote) acquisition of XTO Energy(XTO Quote) is a stamp of approval on an investing idea that has paid off big in 2009. Exxon Chief Executive Officer Rex Tillerson has placed a bet that natural gas is going to be huge.

The \$29 billion deal, announced Dec. 14, valued XTO at a 25% premium over the stock-market price at the time, suggesting Exxon sees deep value. Exxon's diversification from traditional oil operations is a clear signal that even the biggest and most powerful oil company in the world is feeling the pinch. With stifling politics polluting most major oil-producing countries and drilling becoming more expensive as deep-water rigs are increasingly necessary, alternate fuels that can offer fewer headaches are attractive. While major oil deposits lie in countries such as Venezuela, Sudan, Saudi Arabia and Iran, which makes accessing oil difficult to nearly impossible, natural gas is available in abundance in the U.S. Even though some deposits may be locked in shale previously thought to be too costly to access, advancements in drilling, such as hydraulic fracturing, has made reserves more easy to extract and improved the viability of natural gas as a partial replacement for dirtier fossil fuels.

Several other natural-gas stocks, like Southwestern Energy(SWN Quote) and CARBO Ceramics(CRR Quote), got a shot in the arm from the Exxon-XTO deal as many see it as a validation of the natural-gas thesis. Such an abundant resource is going to become increasingly important, one way or another, as electricity generators shy away from dirty coal to more environmentally friendly alternatives like natural gas. Others, like oilman T. Boone Pickens, have advocated using natural gas in transportation applications.

In the days since the Exxon-XTO announcement, CARBO Ceramics, a maker of materials used in hydraulic-fracture drilling, has risen 6.2%. Even more impressive, Southwestern Energy has jumped 9.2%. Now that almost 3% of Exxon's revenue will be derived from natural gas, investors are speculating that the push toward natural-gas alternatives will begin in earnest with Big Oil helping to push.

The deal is the biggest since Exxon and Mobile merged in 1999, a deal worth about \$75 billion that reunited two pieces of the former Standard Oil, a company synonymous with monopolies. While the oil industry is too huge for any one company to create a monopoly, Exxon comes close -- it had revenue of nearly half a trillion dollars in 2008. Exxon has the most to lose if oil teeters. Buying XTO is CEO Tillerson's way of diversifying at least a piece of its fortune. Exxon has now shifted from an oil firm to an energy company. It would be wise to bet on further deals and initiatives to bolster this position and, in turn, lift other natural-gas plays.

In one fell swoop, Tillerson upstaged Exxon's major competitors, including Chevron(CVX Quote), ConocoPhillips(COP Quote) and BP(BP Quote), which look downright stodgy compared to Exxon's forward-looking diversification. Exxon's competitors are totally reliant on oil. Even with BP's catchy "Beyond Petroleum" motto that makes it seem like a green beacon of hope in the energy world, the company still has only a negligible amount of revenue derived from alternative sources, making it no different from most other oil companies.

Exxon has a lot of weight to throw around. CARBO Ceramics and Southwestern already have felt the bounce. Exxon is smart to make this move, and it's probably not the last deal the company will ink to prepare for the future.

-- Reported by David MacDougall in Boston.

BROADCAST COVERAGE

1. Cavuto (Rebroadcast)

DMA: N/A

Fox Business Network (---) National

12/21/2009

09:00 PM - 10:00 PM

[CC] 00:21:15 . Health care reform might be what everybody is chatting about but **t. Boone Pickens** is worried about something else. He says it is just as critical to our lives. 00:21:40

[CC] 00:24:00 Everyone else might be talking health care, but **Boone Pickens**, he's worried more about **oil**, specifically foreign **oil** and our dependence on it. The billionaire investor joins me now on the telephone to talk to us about why **natural gas** should be a priority in the United States. Hi, **Boone**, thanks for taking the time out. You bet, Charles, I love the subject. [Laughter] Charles: you're kind of familiar with it, and it's sort of gotten lost recently, but we've got to talk about this. We just had Copenhagen, and I still don't hear a lot of people talking about making the transition ultimately to alternative **energy** because the notion is, I think, amongst the public, **Boone**, that we can just flip a switch and be driving solar-panel cars. Well, that ain't going to happen because we only have one resource in America that'll move an 18-wheeler other than diesel and, of course, that's --I consider diesel to be imported **oil**, and that resource is **natural gas**. But did you see what Randy Eresman did today in Canada? Charles: no, I missed that. Okay. Well, he's head of EnCana, CEO of EnCana, he asked for a billion dollars to, for **fueling** on, in eastern Canada for 18-wheelers. And it's easy to see what he's thinking about because Canada's overwhelmed with **natural gas**. It's 50% cleaner than diesel. He said, let's use **natural gas**, and then they can sell the **oil**. They export **oil**. Charles: right. So it's a lot better to export **oil** than to export **natural gas**. [Laughter] having said that, there's no resistance. Nobody surfaces as opposed because the first thing you say is, hey, look, if you've got a better plan, tell us, and let's go for your plan. But we've got to cut imports of **oil**. It's costing us \$1 billion a day to buy foreign **oil**. That's at \$70 a barrel. And you ask anybody, what's your plan? If they don't have a plan, then their plan's foreign **oil** because that's what you're going to get. Charles: but, **Boone**, last week we had Exxonmobil say they want to buy XTO, and either it seems like they're going to change their business model to 55% **nat gas**, and yet the next day they added the caveat, if congress passes this bill that stops fracking, they're not going to go through with this. So obviously there's some opposition on Capitol Hill against the use of **natural gas**. Well, I don't think it's the use of **natural gas**, I think the concern there is that the fract fluid is somehow getting into the aquifer. Which that does not happen. I mean, the aquifer's a shallow depth. Fresh water is not deep, it's shallow. So like in Texas, for instance, in the Ogallala, we encountered the aquifer from 200 to 700 feet deep. Charles: **Boone**, we don't have a lot of time, and I don't want to get too inside baseball here. I do want to say you've become something of an American folk hero with all of this. Do you think and, you know, of course to a certain degree you talk in your book too, but where do you think we're going to be? Do you believe that we will make the transition to alternative **energy** by using our own **natural** resource, specifically **natural gas**? Yes, and I think it'll happen.... 00:27:37

2. Cavuto

DMA: N/A

Fox Business Network (---) National

12/21/2009

06:00 PM - 07:00 PM

[CC] 00:00:01 . Plus, **Boone Pickens** tells us what's keeping him up at night, and here's a hint --It's not health care, but just as important to our national well being. The billionaire investor here ... 00:01:32

[CC] 00:20:56 Health care reform might be what everyone's talking about, but **t. Boone Pickens** is worried about something else he says is just as critical to our lives. 00:21:39

[CC] 00:24:00 Everyone else might be talking health care, but **Boone Pickens**, he's worried more about **oil**, specifically foreign **oil** and our dependence on it. The billionaire investor joins me now on the telephone to talk to us about why **natural gas** should be a priority in the United States. Hi, **Boone**, thanks for taking the time out. You bet, Charles, I love the subject. [Laughter] Charles: you're kind of familiar with it, and it's sort of gotten lost recently, but we've got to talk about this. We just had Copenhagen, and I still don't hear a lot of people talking about making the transition ultimately to alternative **energy** because the

notion is, I think, amongst the public, **Boone**, that we can just flip a switch and be driving solar-panel cars. Well, that ain't going to happen because we only have one resource in America that'll move an 18-wheeler other than diesel and, of course, that's --I consider diesel to be imported **oil**, and that resource is **natural gas**. But did you see what Randy Eresman did today in Canada? Charles: no, I missed that. Okay. Well, he's head of EnCana, CEO of EnCana he asked for a billion dollars to, for **fueling** on, in eastern Canada for 18-wheelers. And it's easy to see what he's thinking about because Canada's overwhelmed with **natural gas**. It's 50% cleaner than diesel. He said, let's use **natural gas**, and then they can sell the **oil**. They export **oil**. Charles: right. So it's a lot better to export **oil** than to export **natural gas**. [Laughter] having said that, there's no resistance. Nobody surfaces as opposed because the first thing you say is, hey, look, if you've got a better plan, tell us, and let's go for your plan. But we've got to cut imports of **oil**. It's costing us \$1 billion a day to buy foreign **oil**. That's at \$70 a barrel. And you ask anybody, what's your plan? If they don't have a plan, then their plan's foreign **oil** because that's what you're going to get. Charles: but, **Boone**, last week we had Exxonmobil say they want to buy XTO, and either it seems like they're going to change their business model to 55% **nat gas**, and yet the next day they added the caveat, if congress passes this bill that stops fracking, they're not going to go through with this. So obviously there's some opposition on Capitol Hill against the use of **natural gas**. Well, I don't think it's the use of **natural gas**, I think the concern there is that the fract fluid is somehow getting into the aquifer. Which that does not happen. I mean, the aquifer's a shallow depth. Fresh water is not deep, it's shallow. So like in Texas, for instance, in the Ogallala, we encountered the aquifer from 200 to 700 feet deep. Charles: **Boone**, we don't have a lot of time, and I don't want to get too inside baseball here. I do want to say you've become something of an American folk hero with all of this. Do you think and, you know, of course to a certain degree you talk in your book too, but where do you think we're going to be? Do you believe that we will make the transition to alternative **energy** by using our own **natural** resource, specifically **natural gas**? Yes, and I think it'll happen.... 00:30:24

3. Your World With Neil Cavuto

Fox News Channel (---) National

12/21/2009

04:00 PM - 05:00 PM

Available formats: QuickView, DVD, CD, digital link, videotape, transcript, NewsBoard

DMA: N/A

Spot Cost: \$16,919

Est. Audience: 1,941,885

[CC] 00:56:41 Also, you can see me in one hour on the Fox Business Network. My special guest is **T. Boone Pickens** and you will want to hear what he has to say. He says D.C. should stop talking about healthcare and talk about what happens to matter to all of us and that is energy prices. He wants to talk to us about what lawmakers are doing. There are two bills right now, one in the House, one in the Senate, very important. That's on the Fox Business Network in one hour ... 00:57:38