

PickensPlan

T. Boone Pickens Media Coverage 12.15.09

Total of 11 Placements

- Print: 4
- Blog/Online: 3
- Broadcast: 4

Coverage Summary:

The *Wall Street Journal* was one of several outlets covering Exxon Mobil's purchase of XTO Energy that mentioned Pickens' push for the greater use of natural gas. The article quotes Pickens saying that natural gas is cleaner, more economical and it's ours. The piece says Exxon Mobil could press to make natural gas use more common in businesses ranging from electric-power generation to long-distance trucking.

In *Fox Business Network's* coverage on Exxon Mobil, Alexis Glick quoted Pickens' press release announcing the November oil numbers, highlighting the abundance of natural gas and Pickens' push for the NAT GAS Act. Here is a link to the clip - <http://media.vmsnews.com/MR.pl?id=121509-4134708-D002221189>

Highlighted Placements (Full Articles Below)

- **Exxon Wagers \$31 Billion on Gas Deal** – *Wall Street Journal* – 12/15/09
- **Natural Gas Play: Exxon Mobil Buying XTO Energy For \$31B & \$10B In Debt** – *NPR News Blog* – 12/14/09

Print Placements (Full Articles Below)

- **Waste Not, Want Not and Profit; How we Produce and Distribute Electricity is Grossly Wasteful** – *Financial Post* – 12/15/09
- **21st Century Filling Station** – *Austin Business Journal* – 12/15/09
- **Gustavo Coronel: Oil Shales: Still in the Future; Shale Gas: Already in the Pipeline** – *Petroleum World* – 12/15/09

Blog/Online Placements (Full Articles Below)

- **U.S. Oil Companies Lose Out in Iraq Oil Auction** – *DigitalJournal.com* – 12/14/09
- **Despite Sense of Entitlement, US Companies Lose Iraq Oil Auctions** – *AntiWar.com* – 12/14/09

HIGHLIGHTED COVERAGE

Exxon Wagers \$31 Billion on Gas Deal – *Wall Street Journal* – 12/15/09

By Russell Gold

Exxon Mobil Corp. placed a \$31 billion bet that natural gas will play a critical role in the world's future energy needs, saying it would purchase XTO Energy Inc. in an all-stock deal.

In making its first major acquisition since the megadeal that created Exxon Mobil in 1999, the company is positioning itself to recast the global debate over energy policy.

The Exxon-XTO pact marks the latest in a recent resurgence of mergers and acquisitions. The value of U.S. deals last month topped \$83 billion, nearly three times October's \$30 billion, and included Warren Buffett's \$26.3 billion decision to buy Burlington Northern Santa Fe Corp., his largest acquisition ever.

And with this month only half over, the value of deals is more than triple that of December 2008, getting a jolt from Comcast Corp.'s purchase of NBC Universal from General Electric Co. in a roughly \$30 billion deal.

For Exxon, the world's largest publicly traded oil company, the XTO purchase signals that it expects the primacy of petroleum to wane somewhat. The deal essentially will turn the smaller XTO into a new business unit focused on the development of natural gas being discovered in dense rock formations around the globe.

Much of the world's remaining oil lies in the hands of countries unwilling to split profits with foreign companies. Meanwhile, other sources of energy, such as coal, face environmental constraints, and renewable energy remains too small a contributor to have much impact on revenue in the near term.

That leaves natural gas as the fuel expected to grow quickly in a world demanding more -- and cleaner -- energy. Natural gas is expected to have an advantage over other fuels as a price is put on carbon emissions, said Rex Tillerson, Exxon's chairman and chief executive.

While oil still is the world's largest single fuel source, its dominance is slipping. Oil accounted for 36% of the global energy mix in 2000, but only 34% in 2007, according to the International Energy Agency. Natural gas remained constant at 21% over the same period, and over the next two decades, gas demand is expected to grow 1.5% a year. Oil's growth is pegged at 0.9%. A global effort to constrain carbon emissions, also would favor natural gas, the IEA says.

By acquiring a big source of natural-gas production in the U.S., Exxon is expected to take a more active role in the debate over energy policy.

"Exxon will likely become a major advocate for gas as the preferred source of energy in the U.S.," said Neil McMahon, an energy analyst with Sanford C. Bernstein. The combined company will likely become the largest gas producer in the U.S.

Exxon executives already are trumpeting that natural gas, produced in the U.S., will improve energy security and create jobs. The company could press to make natural-gas use more common in businesses ranging from electric-power generation to long-distance trucking.

T. Boone Pickens, who is pushing Washington to encourage the use of natural gas, especially in transportation, said he hopes Exxon will get involved in similar efforts. "Natural gas is cleaner, more economical and it's ours," he said by email.

The kind of natural-gas production Exxon is buying, known as unconventional gas, barely existed a decade ago. Today it refers to cracking open shale formations and other dense rocks to unlock the fuel.

The development of these shale assets has turned the U.S. from a huge importer of natural gas into a land of plenty. There is growing concern, however, that shale-gas production is leading to groundwater contamination and air pollution, charges that gas companies have denied.

Over the past few years, Exxon has faced criticism for failing to spend its huge cash reserves on deals. Since 2001 the company has spent billions of dollars buying back 2.5 million of its own shares.

The XTO deal is likely to quiet such criticism but usher in complaints that Exxon paid too much for the company -- worries that sent Exxon's share price 4.3% lower Monday. Exxon agreed to pay a 25% premium over XTO's Friday closing price.

The pact combines two Dallas-area companies with reputations for efficiency and conservative management. In addition to offering \$31 billion in shares, Exxon will assume about \$10 billion in XTO debt.

Exxon said it doesn't expect significant cost savings from trimming overlap. "This is not a near-term decision, this is about the next 10, 20, 30 years," Mr. Tillerson said.

Nor does the Irving, Texas, company expect the deal to add to near-term earnings, though it should increase output and cash flow, said David Rosenthal, Exxon's head of investor relations.

The combined company will control about eight million acres of land atop unconventional natural gas, roughly the area of Massachusetts and Connecticut combined and more than any other company, according to Exxon.

XTO, based in Fort Worth, Texas, has significant holdings in Louisiana, Arkansas, Oklahoma, Pennsylvania and its home state.

Exxon has focused on finding and acquiring shale gas and other unconventional gas resources outside the U.S., building big positions in British Columbia, Poland, Germany and Argentina.

Exxon's deal for XTO extends a trend among oil companies toward more gas production over the past several years. Exxon has invested heavily in developing gas exports from Qatar.

But the emergence of shale gas and other unconventional deposits has upended traditional views of the energy future much more than this gradual shift. There is copious unconventional gas located in politically friendly places, such as Europe and North America. In contrast, much of the remaining conventional gas is in countries with which the U.S. has had strained relations, including Russia and Iran.

With XTO, Exxon gets an opportunity to put its capital to use to expand its resource base, especially in U.S. shale.

The deal meanwhile gives XTO access to capital for expansion. Companies like XTO have been the victim of their own success. They have found so much natural gas in the U.S. so quickly that production has raced ahead of demand and prices cratered this year. That put financial pressure on the companies.

For XTO, that was compounded by a few ill-timed deals last year. It bought Hunt Petroleum Corp. for \$4.2 billion as part of a \$11 billion acquisition spree near the top of the market, before the recession hit industrial demand for gas and sent prices plunging below \$3 per million British thermal units. XTO's founder and chairman, Bob R. Simpson, had to sell 30% of his holdings in October 2008 when he faced a margin call.

Mr. Simpson approached Exxon's Mr. Tillerson, a long-time acquaintance, several months ago about a deal, said several people familiar with the matter. The XTO chairman felt his company lacked the financial resources or borrowing power to take advantage of opportunities. Mr. Tillerson was willing to use some of

Exxon's \$12.5 billion in cash, but XTO pushed for an all-stock deal, these people said, citing tax savings and other advantages.

The deal includes a \$900 million termination fee, to be paid by XTO if it backs out.

Companies such as XTO and Chesapeake Energy Corp. and smaller ones like Petrohawk Energy Corp. face a tough road ahead because development of these new gas resources will be hugely expensive.

Jefferies & Co., an investment bank that advised XTO, estimates that it will cost the industry about \$1 trillion over the next 30 years to develop the big shale gas fields in the U.S.

"There will be a natural migration of these resources plays to the biggest companies because the capital needs are so big," says Jeffries Vice Chairman Ralph Eads. Barclays Capital Inc. also advised XTO. J.P. Morgan Securities Inc. advised Exxon.

Giants such as Exxon will have more access to capital and lower costs than the companies that found most of these shale plays but are mired in debt and struggling with low gas prices.

Ben Casselman and Jeffrey McCracken contributed to this article.

Natural Gas Play: Exxon Mobil Buying XTO Energy For \$31B & \$10B In Debt – NPR News Blog – 12/14/09

By Mark Memmott

Oil giant Exxon Mobil just announced it is buying XTO Energy for \$31 billion and will assume \$10 billion of the Fort Worth-based company's debt.

As the Associated Press writes, "Exxon has moved quickly to pick up valuable natural gas fields and now it is snapping up XTO, which claims about 45 trillion cubic feet of natural gas."

Dow Jones Newswire reports that the deal will boost Exxon Mobil's "presence in the natural-gas industry at a time of low prices for the commodity." Also, the deal will "put to rest speculation about when Exxon, which hasn't had a major acquisition since the merger a decade ago with Mobil, would take advantage of lower commodity prices pressuring smaller and debt-loaded companies in the oil patch."

Just after the start of trading, Exxon Mobil's shares are down about 0.25%, at just under \$71.

Share of XTO are up about 17%, at \$48.75.

Texas oil legend T. Boone Pickens has been touting the benefits of natural gas (and wind power) in recent years.

PRINT COVERAGE

Waste Not, Want Not and Profit; How we Produce and Distribute Electricity is Grossly Wasteful – *Financial Post – 12/15/09*

By Jim Harris

What is the future of energy? is a critical question. The three fastest-growing sources of power in the future will be: negawatts, smart systems and clean power.

Negawatts This is a term coined by Amory Lovins to signify electricity that isn't needed to be produced due to energy efficiency. Mr. Lovins is one of the world's leading energy efficiency experts -- and coined the term when he saw a typo in a report -- "negawatt" instead of "megawatt." Every kilowatt hour (kWh) that I save through energy efficiency is a kWh that someone else somewhere else on the grid can use. It's the cheapest form of power generation. A negawatt strategy can apply to: 1) how electricity is produced; and 2) how it is consumed.

The way we produce and distribute electricity in North America is grossly wasteful. For every 100 units of energy input at a nuclear-powered or coal-or gas-fired plant, less than 20% is actually used for practical purposes. A staggering 66% of energy is vented as "waste" heat -the average power plant is only 33% efficient. By comparison, combined heat and power (CHP) -- or co-generation-- uses the waste heat to heat buildings and hot water, reducing the need to burn natural gas for heating.

CHP systems are up to 90% efficient, so if all electricity was generated from co-gen, our electricity system would be more than 250% more efficient. A further 10% of electricity that is actually produced is lost through transmission and distribution, so more than 75% of the electricity is wasted before it even gets to the wall socket for use.

Using existing proven, practical technologies we can dramatically reduce energy end use, e.g. more-efficient motors, pumps and energyefficient buildings. It is far, far cheaper to increase the efficiency of our industrial, commercial and residential energy use than it is to build new electricity plants and find new energy sources.

And the need for efficiency doesn't just apply to electricity but to all energy use. Here's a simple but stunning fact: If every car on North American roads got the same fuel efficiency as my Toyota Prius, there would be no need to import any oil into North America.

In 2008, the United States consumed 7.1 billion barrels of oil -- and more than half of it was imported -- requiring the United States to pay almost half a trillion dollars to other countries for oil imports. T. Boone Pickens has called it the "biggest transfer of wealth in history." And all simply because North American governments refuse to get really aggressive with mandatory fuel-efficiency standards for vehicles.

As the transportation sector accounts for 70% of all oil consumption, fuel efficiency is the high leverage activity.

So we're paying a high price for ridiculously low energy-efficiency standards.

Smart grid Our electric grid has not fundamentally changed in 100 years. Electricity is produced at large, centralized plants and delivered via transmission lines.

But the smart grid will allow for decentralized production (the co-generation described above). So, for instance, a manufacturing plant could generate its own electricity and sell any excess into the grid -- and use the heat from generation for its plant operations. Some industries, such as pulp and paper, already use co-gen but it will become more widely adopted by other industries.

The smart grid promises to create greater transparency into how electricity is consumed and give greater control over consumption to businesses and homeowners.

Over time, the smart grid will become like the Internet, where every device that draws power will have an Internet Protocol (IP) address, allowing each device to be remotely managed. For instance, smart buildings have sensors throughout that adjust lighting and heating levels in real time, reducing the unnecessary use of power.

Clean Power Wind and solar are the fastest-growing categories of power production. The installed base of wind has been growing at a 30% compounded annual growth rate (CAGR) for the past decade, while solar had experienced a 40% CAGR. In 2008 a staggering 42% of new electricity capacity was wind power.

The fastest-growing sources of power -- negawatts, smart grid, smart buildings and clean power -- promise to wean North America from foreign oil imports, reducing foreign payments and creating greater energy security.

Jim Harris is the author of Blindsided. He speaks at conferences and seminars around the world on topics of leadership, change and going green.

21st Century Filling Station – *Austin Business Journal* – 12/15/09

By Jacob Dirr

Operators of a planned natural gas fueling station near Austin-Bergstrom International Airport hope to spur cab and shuttle companies to switch from gasoline.

Clean Energy Fuels Corp. (Nasdaq: CLNE) of California is planning to construct a \$1 million, 17,000-square-foot compressed natural gas fueling station early next year at or very near the airport.

Once completed, it will offer 24-hour access with a credit card, said Ken Nicholson, Clean Energy Fuels general manager for Central Texas.

Nicholson said the company is engaging the Capital Metropolitan Transportation Authority, along with cab and shuttle companies traveling in and out of the airport, in a bid to convert them to natural gas.

The Parking Spot parking and shuttle company, based in Chicago, already has its own, small pump at ABIA.

The company signed a deal in April with Clean Energy Fuels to convert its Austin fleet to natural gas. That contract primed the pump for an expansion at ABIA, Nicholson said.

Bill Kelly, Parking Spot's Austin manager, said the new pump will also boost their operations in the event their private pump breaks down.

"I am kind of excited about this; actually, I am excited," he said. "We are seeing the infrastructure pick up on this side of Austin."

Clean Energy Fuels, whose board includes energy industry tycoon T. Boone Pickens, operates more than 20 pumps at airports across the country, and has found success in Dallas and Houston, where it is increasing infrastructure and watching more for-hire transportation companies switch to natural gas, Nicholson said.

Already, another parking and shuttle company, Cincinnati-based Airport Fast Park, is planning in January to replace its 12 biodiesel shuttles in Austin with new ones that run on natural gas, said Gina Van Winkle, the Austin manager.

Another natural gas company, Pinnacle CNG Systems LLC, operates a pump at the Austin Solid Waste Services Facility on Todd Lane, but that pump is 30 minutes away and in an inconvenient location, Van Winkle said.

Whether or not cabs follow suit remains to be seen. Ken Grant, a manager at Austin Cab Co., said his company used to own natural gas-powered cars, but it got rid of them due to a lack of infrastructure.

“Say I have a trip to Fort Hood, and for whatever reason I didn’t have a complete tank,” he said. “Now I have a logistical problem: Where are gas stations?”

Also, the gas tank intrudes into trunk space and can force drivers to forgo customers with a lot of baggage, he said.

Cabs could step up if the city incentivizes it, something Grant said he could see Austin doing. While City Council aides said the issue isn’t on their radar screens, it is not unprecedented.

In November, Dallas officials granted natural gas-powered cabs the right to cut in front of gasoline-powered cabs to pick up fares at the airport, the The Dallas Morning News reported.

Clean Energy Fuels owns and operates the third-largest landfill gas operation in the United States in Dallas.

Pickens founded its Clean Energy Fuels’ predecessor, Pickens Fuel Corp., in 1997. He has been a big proponent of using natural gas for transportation rather than gasoline, making that a goal a pillar of Pickens’ Plan — a broad strategy for reducing the United States’ dependence on foreign oil.

Others have jumped on the bandwagon. Texas Gas Service offers a variety of rebates to convert to natural gas, and earlier this year Austin-based CleanFuel Conversions forged a distribution agreement with Altech-Eco to bring Ford Focus cars retrofitted to run on gasoline and compressed natural gas to Texas consumers. Future plans also include offering natural gas retrofits for a widening variety of larger sedans and trucks for fleets and consumers.

The car can run on natural gas or gasoline, and averages 35 miles per gallon on the highway and 24 mpg in the city.

And about this time last year, Fox Service Co. began installing compressed natural gas refueling stations for residences and businesses. The filling stations, called FuelMaker Phill, cost about \$6,400 to \$8,400 with installation. Local and federal rebates can total up to \$3,000 per installation.

Gustavo Coronel: Oil Shales: Still in the Future; Shale Gas: Already in the Pipeline – *Petroleum World* – 12/15/09

PW has just published an article (“American Oil”, by Elio Ohep) on the oil shales of western United states, purported to contain immense reserves of oil in place, only comparable to those existing in Saudi Arabia. It is true that the oil shales of the United States contain much oil but it is also true that no economic extraction method has been developed so far. This makes it impossible to know how much oil will be recoverable from these oil shales. The U.S. Geological Survey did a recent evaluation of the oil shales of the Piceance basin, Western Colorado, and estimates there are about 1.5 trillion barrels of oil in place . When the shales are heated to 600/900 degrees fahrenheit the oil starts to seep out since the shales do not contain oil as such but a substance called Kerogen. In fact, there has to be some sort of a refining

process in place in order to produce the oil. This new estimate is about 50 percent larger than previous evaluations. Other basins of the United States, such as the Uinta basin in Utah and the Green River basin of Wyoming are also being re-evaluated. USGS Energy Resources Program Web site. Visit this link for more detailed information

Shale gas is something different.

While oil shales are very promising but still in the future, there is another source of domestic U.S. energy being tapped at this point in time. We are talking about shale gas.

What is shale gas? is natural gas contained in shales, a type of sedimentary rock with low porosities and permeabilities, the two petrophysical characteristics that allow for fluid production. For many years these unfavorable characteristics delayed the production of shale gas deposits. From 1980 onwards, thanks to better technology such as formation fracturing and horizontal drilling, the production of shale gas in the U.S. started to increase and has been booming in recent years.

Jesse Bogan reports in Forbes, July 2009, ("The father of shale gas") that "Gas plays have been developed at a fever pitch in recent years by independent exploration and production companies like Devon Energy, Goodrich Petroleum and XTO Energy. But it's costly.

First they drill down several thousand feet and bank the bit horizontally through the shale. Then they send a 2 million to 4 million gallon mixture of water, sand and chemicals down to break open the rock and release the gas".

Some analysts claim that shale gas could contribute up to half of the U.S. total gas production by 2020. Resources are very large and are distributed over several U.S. states, with some of the largest deposits concentrated in the area around Fort Worth, Texas. The main factor controlling the rate of development of these resources will be economic, since some analysts estimate that the price should be about 20 percent higher than at present to allow for intensive, continued development. A study made by the Baker Institute for Public Policy at Rice University suggests that future U.S. shale gas production could even have a geopolitical impact, influencing the prices of Russian natural gas being sold to Europe.

However, the more immediate impact of shale gas production seems to be domestic since it would seem to provide the U.S. with a welcome, clean energy source for its transition from imported fossil fuel consumption to the production of sufficient domestic, renewable sources of energy. Natural gas is already capable of partially replacing liquid fuels in the transportation sector (although not to the extent envisioned by T. Boone Pickens) and of replacing coal for electricity generation in order to help the environment.

President Obama's Energy plan is based on two main objectives: to diminish imported fossil fuel dependence, usually coming from politically hostile countries and developing cleaner, non-renewable sources of energy. To this end the U.S. would invest \$150 billion in the next ten years to catalyze private efforts to build a clean energy future and create five million new jobs. It is evident that the development of these new sources of cleaner energy will require time, not only the ten years of research that would be partly financed by the Federal Government, but at least another decade of commercial development, a transition that could be significantly filled by natural gas. There is no doubt that shale gas would have an important role to play, not only for the next 20 years but for many more years to come, given the importance of the deposits already identified.

Although oil shales represent a future, important resource, shale gas is already here and its production is booming, thanks to the vision of billionaire George Mitchell. Mitchell started his efforts at getting gas from shales in the early 1980's and spent millions and years trying to make it work. Now it works.

Gustavo Coronel is a 28 years oil industry veteran, a member of the first board of directors (1975-1979) of Petroleos de Venezuela (PDVSA), author of several books. At the present Coronel is Petroleumworld associate editor and advisor on the opinion and editorial content of the site. Petroleumworld does not necessarily share these views.

BLOG/ONLINE COVERAGE

U.S. Oil Companies Lose Out in Iraq Oil Auction – *DigitalJournal.com* – 12/14/09

By Martin Laine

European and Asian bidders were the big winners in this weekend's auction of Iraq's lucrative oil field auction while U.S. companies were left out in the cold.

According to a report in the Financial Times, European companies Royal Dutch Shell, Gazprom, and Lukoil, and Asian companies China's CNPC and Malaysia's Petronas were the big winners. This was the second auction of Iraq's oil reserves, and reportedly the largest in history. The reserves auctioned off total more than the reserves of Mexico, the U.S. and the U.K. combined.

In June, at the first such auction, BP was the first western oil group to be allowed access to the Iraqi fields since the industry was nationalized in 1972.

Speaking before the Congressional Natural Gas Caucus in October, oil magnate T. Boone Pickens said the cost in lives and money entitled U.S. companies to some of the Iraqi crude.

"They're opening them (oil fields) up to other companies all over the world. We're entitled to it," he said. "Heck, we even lost 5,000 of our people, 65,000 injured and a trillion, five hundred billion dollars. We leave there with the Chinese getting the oil."

American companies won bids on just two of the 10 fields up for auction, surprising many observers.

"Iraq finally opened its doors after six years of war, and instead of U.S. companies, you have Asians and Europeans leading the way," said Ruba Husari, editor of Iraq Oil Forum.

Analysts said concerns over security, particularly with the recent wave of coordinated bombings, may have kept American companies away.

Despite Sense of Entitlement, US Companies Lose Iraq Oil Auctions – *AntiWar.com* – 12/14/09

By Jason Ditz

In October, oil billionaire T. Boone Pickens expressed annoyance at the fact that US oil corporations were being asked to compete with foreign companies for oil contracts in Iraq.

"They're opening them up to other companies all over the world... we're entitled to it," Pickens insisted, warning that after six plus years of American occupation "we leave there with the Chinese getting the oil."

The Chinese may not be getting all the oil, but they're getting some. The spoils of war were something a lot of American oil companies apparently took for granted, as they lost big in auctions for a massive chunk of Iraq's oil reserves.

Analysts say security concerns may have kept American companies from bidding more, but it apparently didn't stop other companies, including Shell (Netherlands), Gazprom and Lukoil (Russia), CNPC (China) and Petronas (Malaysia) from snatching up proven reserves roughly on par with the entire nation of Mexico in the auction.

Since it was mostly Russian and Chinese companies which had oil contracts in Iraq before the American occupation canceled them out, it is only natural that those countries were keen to restore their presence on those fields when the opportunity presented itself. Oil magnates who took the “blood for oil” mantra literally will have to look elsewhere.

BROADCAST COVERAGE

1. Fox Business

DMA: N/A

Fox Business Network (---) National
12/14/2009 01:00 PM - 02:00 PM

[CC] 00:15:29 Is it a new trend in **energy**. That's what a lot of analysts and people I'm talking to today are saying, that Exxon-Mobil, though it is going to be a crude **oil** focus company is now looking to diversify into **natural gas**, making a bet that **natural gas** is going to take a more prominent role in **energy** policy. They're up four cents today. They're at basically ten-year lows. It's cheap. Valuations are cheaper and if you believe thionate **gas** has a future going forward, it's a smart play. There is two things here. Number one, there is massive w supply of **natural gas** from the United States of America. Yes. New york state, Pennsylvania, that shale deposit. But number two, isn't **natural gas** considered to be greener in an emissions sense than **oil** or coal? Greener? It is more of a domestic policy issue as well as **national** security issue because we have plenty of it. We have 100 years supply of it. So again, we start to reduce our **energy** dependence on crude **oil**. There is a lot of positive upside. The challenge is how to get this -- **Boone Pickens** has been pushing it. That technology has not found its way --It hasn't been accepted and adopted yet, but again, it may be just a matter of time. Real fast, I would imagine that if Exxon is buying into smaller companys that do **natural gas**, other smaller **natural gas** companies will be doing nicely. They will be having a nice day. 00:17:07

2. Opening Bell On Fox Business

DMA: N/A

Fox Business Network (---) National
12/14/2009 09:00 AM - 10:00 AM

[CC] 00:34:41 Maybe they're hanging out with **Boone Pickens**. Robert: maybe, a proponent of **natural gas** and Exxon felt they need add bigger footprint there. And a sign of stability. Exxon feels comfortable where they are. XTO, they're going to take shares and not cash on the barrel head for the deal and the price, Exxon doesn't think they can get XTO cheaper sooner on and a bet on recovery that there will be more demand for **natural gas**, we know unlike **oil**, **natural gas** is mostly used domestically here so they would be thinking the consumer is coming back in businesses soon. Alexis: to see **natural gas** at 5.35. **Boone** said, 7, 8 bucks in 2010. It might ab great play here. Let's take a look at our seven early movers, fox business contributor charles payne has that. XTO is one of your stocks and I think it's a 52-week high. Charles: I thought chesapeake, I thought that would be the one. This opens the flood gates. ExxonMobil wants 55% of revenue from **natural gas** and the rest from **oil**. That means they might have to do additional deals besides this one. We'll see a lot of excitement in the **oil** patch and **nat gas** patch. Let's start with the seven early movies. Upgrade today a buy at deutsche bank, saying that this company has had a dominant position of wireless chip gear and that's going to be adopted in smart phones and net books, definitely one to keep an eye on. Radioshack, radioshack is pretty interesting. 00:36:08

[CC] 00:38:04 Speaking by the way of ExxonMobil, XTO **Energy**, **Boone Pick** just sends out a note “We have an alternative resource in **natural gas** that's right here on our own soil with an abundant supply to last more than a hundred years” He is fighting again for a **natural gas** act and argues we spent 26 billion dollars in the month of November alone on importing **oil**. Now we know why Exxon Mobil made a big deal today. 00:38:43

3. Good Day New York: First Edition
WNYW-TV CH 5 (FOX) New York
12/15/2009 06:00 AM - 07:00 AM

DMA: 1
Spot Cost: \$897
Est. Audience: 88,191

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

00:35:25 Business: Wells Fargo, Bank of America and Citi have returned the TARP money according to Tim Geithner. V; Wells Fargo. V; Economic Club of New York. V; Treasury Secretary Ben Bernanke. AIG, Chrysler and GMAC are still holding TARP funds. Exxon Mobil is buying XTO **Energy**. V; Exxon Mobil. **T Boone Pickens** is putting his money on **natural gas**. Chris Cotter, Fox Business Network. 00:37:26

4. Fox5 Morning News At 6 AM
WTTG-TV CH 5 (FOX) Washington, DC
12/15/2009 06:00 AM - 07:00 AM

DMA: 9
Spot Cost: \$958
Est. Audience: 82,881

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

[CC] 00:24:50 Wear back now with today's business beat. Exxon Mobil placing a big bet on **natural gas** and Dubai gets a much-needed bail out. Let's go up to New York and Chris Cotter with the business network to break it all down. Let's talk about Exxon Mobil. It is paying \$41 billion for XTO **energy**. What should we read into that? You know what it tells me is that Exxon Mobil believes that **natural gas** is really going to be a big play in the future in terms of green and clean **energy** and certainly **T. Boone Pickens** as made his **bones** with **natural gas** as well. He believes there is a future for it. It is much cleaner than coal. It is much easier to get. I mean it is plentiful here in the states. It is not really in international play. You can't really ship it globally. Observation on wants to go ahead and drill it and use it here in the states. XTO also major player in **natural gas** and also probably signals that we'll see further consolidation in this space. So I wouldn't be surprised to see some of the other more **natural gas** plays. You don't know whether it is Chesapeake **energy** or some of these others that will be talked about as takeover targets but it certainly does bode well for **natural gas** which has trailed crude just in terms of price appreciation coming up through the recession. I can tell you right now, just from neighbors out in Colorado that they are drilling like crazy out there on the western slope over the last 10 years or so for **natural gas**. So it may be the future. 00:26:26