

Matt Oftedahl

From: Ullmer, Marco <UllmerM@kindermorgan.com>
Sent: Wednesday, October 31, 2012 3:38 PM
To: Mike Schiller
Cc: Jones, Kevin; Alastair Smith; Curtis Shuck
Subject: RE: Potential Coal Opportunity

Kevin will be out that week, but I am happy to sit down to discuss. I have the coal team out here that week with meetings Tuesday-Thursday. Are you guys available any time on Friday the 16th?

Marco Ullmer | KINDER  MORGAN TERMINALS

1610 C Street, Suite 205, Vancouver, WA, 98663 | Office: 360-693-5300 | Cell: 503-701-7348 | Fax: 360-906-0237

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From: Mike Schiller [<mailto:MSchiller@Portvanusa.com>]
Sent: Wednesday, October 31, 2012 7:32 AM
To: Ullmer, Marco
Cc: Jones, Kevin; Alastair Smith; Curtis Shuck
Subject: RE: Potential Coal Opportunity

Hi Marco:

Many thanks for the update. I think the topic is worth a conversation.

Alastair is next in the office the week of Nov 12th.

Wednesday and Thursday of that week is fairly open.

What day/time would work for you guys?

Regards,
Mike

Mike Schiller

General Manager - Operations

3103 NW Lower River Road, Vancouver, WA 98660

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From: Ullmer, Marco [<mailto:UllmerM@kindermorgan.com>]
Sent: Wednesday, October 31, 2012 7:18 AM
To: Mike Schiller
Cc: Jones, Kevin
Subject: RE: Potential Coal Opportunity

Mike,

We wanted to get your interest confirmed first before we go to the BN. We would also want to review your rail concerns and go together to talk to them - and maybe with our customer too. Planning the facility to get the trains cycled quickly would be critical.

Kevin and I are happy to sit down with you guys to discuss this further at your convenience.

Regards,

Marco Ullmer | KINDER MORGAN TERMINALS

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From: Mike Schiller [<mailto:MSchiller@Portvanusa.com>]
Sent: Monday, October 29, 2012 3:53 PM
To: Jones, Kevin
Cc: Alastair Smith; Ullmer, Marco
Subject: Potential Coal Opportunity

Hi Kevin:

Alastair mentioned that KM was exploring the potential of directly loading coal from railcar to vessel.

We discussed this briefly today. There were questions about BNSF's position on this.

I'm guessing you have had some conversations with BN. What is their position on this cargo?

Regards,
Mike

Mike Schiller

General Manager - Operations

3103 NW Lower River Road, Vancouver, WA 98660

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