

Archived: Thursday, May 31, 2012 3:40:23 PM
From: [Bill Blackburn](#)
Sent: Saturday, October 15, 2011 4:06:00 PM
To: [Mark McAdams](#)
Subject: RE: Illinois Basin Coal Supply Study 2011-2021
Response requested: No
Importance: Normal

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Thanks

Sent from my Windows Phone

From: Mark McAdams
Sent: Saturday, October 15, 2011 3:25 PM
To: Bill Blackburn
Subject: RE: Illinois Basin Coal Supply Study 2011-2021

I don't know if John solicited them or not; however, I would be surprised if he sold a copy to ACES that would allow them to distribute to other parties. This would cut him out of a great deal of potential sales and would more or less make proprietary work a "public" document.

Just my thoughts. I will contact and check this with ACES and get back to you.

Mark

From: Bill Blackburn
Sent: Saturday, October 15, 2011 1:06 PM
To: Mark McAdams
Subject: RE: Illinois Basin Coal Supply Study 2011-2021

Do you know if ACES is aware of this study and might be purchasing it?

From: Mark McAdams
Sent: Friday, October 14, 2011 8:00 AM
To: Bill Blackburn
Subject: FW: Illinois Basin Coal Supply Study 2011-2021

You may recall John Hanou was formally with Hill & Associates. John was one of the principles as they sold the business to Wood-Mackenzie. He stayed for the prescribed time under the sale and thereafter, "retired".

Given the sale conditions resting period, he came out of retirement to initiate his own business. John was the lead writer and researcher of Hill / Wood/Mac's Illinois Basin Study, performed and published every two years.

He has now published his own version of the study. While it is expensive, it is (I would be relatively sure) similar to past renditions – which, was comprehensive and the best overall view of the ILB marketplace available.

I forward this for your consideration and review. Please let me know if you would like to pursue a copy on behalf of Big Rivers.

Thanks,

Mark

From: John Hanou [<mailto:jthanou@hanouenergy.com>]
Sent: Thursday, October 13, 2011 6:07 PM
Cc: Hanou Energy
Subject: Illinois Basin Coal Supply Study 2011-2021

Friends and Colleagues,

Hanou Energy's new ***Illinois Basin Coal Supply Study 2011-2021*** is near completion and is ready for sale. This strategic study is the most comprehensive analysis of the Basin available.

I have attached two MS Word documents for your review. One is promotional material and the other is the *Introduction* from the report. Both explain what is contained in the report.

The study can be purchased for \$12,000, including the accompanying database and ***2011 Illinois Basin Coal Industry Map***.

If you only wish to have the database or, if you purchase the study and wish to have quarterly updates, please inquire.

I look forward to hearing from you.

Yours truly,

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