

To whom it may concern:

I have been working in the field of energy in California for the past 27 years. I currently work for [REDACTED] California. We design and manufacture turboexpanders used in refrigeration for gas processing, NGL production, air liquefaction, geothermal power generation, waste heat power generation, and ethylene processing. I have been working in the areas of machine design, aerodynamics, testing, and computer simulation.

I worked with Allan Grosvenor when he was providing training and modeling support for Numeca. I relied heavily on his expertise, expediency, and education. His efforts directly helped to create analysis models which allowed our company to accurately model the physics of turbines and compressors, which gave us a strong competitive advantage. In addition, Allan has excellent communication skills, which helped the success of the projects we collaborated on. I have also maintained contact with Allan over the years, and have seen his continued success and growth as an engineer and entrepreneur. Although I am not familiar with all of the details of this proposal to CalSEED, I am confident that Allan will be fruitful in any endeavor that he works on.

In general terms, having worked in the energy industry, I have had the opportunity to visit and work with many plants, ranging from Geothermal power to to simple gas processing, to ethylene production. I have worked with many manufacturers, from dirty industries like casting to clean industries such as CNC milling and electronics development. I have seen a very wide variety in operating effectiveness. In some cases, energy management is optimized in great detail. However, most of these companies focus their efforts on their primary production targets, improving profits, and keeping equipment running, and are not optimizing their energy usage. Often this is because there is no on-site expert in the field of energy and operational efficiency. A tool/service that gathers data, conducts sophisticated analysis, and gives direction for improved operation, would be of great value to many of these operations. Ultimately, this will make the businesses more competitive, reduce California's energy usage, and provide continued job opportunities in California. This would be a benefit to the state of California.

If the GURU project proceeds, I will look forward to working with msb.ai to evaluate and test the GURU service. Our company uses a significant amount of electrical energy to test our turbines and compressors at the facility here in Santa Maria. As with most production plants, energy efficiency is important, but by necessity is prioritized behind schedule and available manpower. Detailed analysis of operating data would potentially allow the operation to achieve the production goals while also reducing energy consumption significantly. Previous efforts to reduce energy consumption have been frustrated by the difficulty in understanding the data and the complex interaction of factors. This is an area that would seem to be a natural fit for a GURU agent.

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