



DIS Case Number: 16-1245-EL-CRS

## Section A: Application Information

### A-1. Provider type:

☐

Power Broker

☐

Aggregator

☐

Retail Generation  
Provider

☒

Power  
Marketer

### A-2. Applicant's legal name and contact information.

**Legal Name:** Holcim (US) Inc

**Phone:** 7345294354

**Extension (if  
applicable):**

**Website (if any):** www.holcim.com

**Country:** United States

**Street:** 6211 Ann Arbor Road

**City:** Dundee

**Province/State:** MI

**Postal Code:** 48131

### A-3. Names and contact information under which the applicant will do business in Ohio

Provide the names and contact information the business entity will use for business in Ohio. This does not have to be an Ohio address and may be the same contact information given in A-2.

Name	Type	Address	Active?	Proof
Holcim (US) Inc.	Official Name	6211 Ann Arbor Rd. Dundee, MI 48131	Yes	File

### A-4. Names under which the applicant does business in North America

Provide all business names the applicant uses in North America, including the names provided in A-2 and A-3.

Name	Type	Address	Active?	Proof
Holcim (US) Inc.	Official Name	6211 Ann Arbor Rd. Dundee, MI 48131	Yes	File

### A-5. Contact person for regulatory matters



## Public Utilities Commission

Christian Dueweke  
6211 Ann Arbor Rd.  
Dundee, MI 48131  
US  
christian.dueweke@holcim.com  
7347702020

### A-6. Contact person for PUCO Staff use in investigating consumer complaints

Stacy Stripes  
6211 Ann Arbor Rd  
Dundee, MI 48131  
US  
stacy.stripes@lafargeholcim.com  
7345294893

### A-7. Applicant's address and toll-free number for customer service and complaints

<b>Phone:</b> 8008319507	<b>Extension (if applicable):</b>	<b>Country:</b> United States
<b>Fax:</b> 8447479532	<b>Extension (if applicable):</b>	<b>Street:</b> 6211 Ann Arbor Road
<b>Email:</b> stacy.stripes@holcim.com		<b>City:</b> Dundee
		<b>Province/State:</b> MI
		<b>Postal Code:</b> 48131

### A-8. Applicant's federal employer identification number

38-2943735

### A-9. Applicant's form of ownership

**Form of ownership:** Corporation

### A-10. Identify current or proposed service areas

Identify each service area in which the applicant is currently providing service or intends to provide service and identify each customer class that the applicant is currently serving or intends to serve.

#### Service area selection

American Electric Power (AEP)



**Class of customer selection**

Industrial

**A-11. Start date**

Indicate the approximate start date the applicant began/will begin offering services: 09-01-2016

**A-12. Principal officers, directors, and partners**

Please provide all contacts that should be listed as an officer, director or partner.

Name	Email	Title	Address
Therese Houlahan	therese.houlahan@holcim.com	VP Treasurer - North America	6211 Ann Arbor Rd. Dundee, MI 48131 US
Atl Martinez	atl.martinez@holcim.com	VP North American Procurement	6211 Ann Arbor Road Dundee, MI 48131 US
Ian Johnston	ian.johnston@holcim.com	Senior Vice President and Chief Financial Officer	8700 West Bryn Mawr Avenue Chicago, IL 60631 US
Toufic Tabbara	toufic.tabbara@holcim.com	President and Chief Executive Officer	8700 West Bryn Mawr Avenue Chicago, IL 60631 US

**A-13. Company history**

In the United States, Holcim includes close to 350 sites and employs 7,000 people. Our customers rely on us to help them design and build better communities with innovative solutions that deliver structural integrity and eco-efficiency. We are an active participant in local environmental, educational and sustainable construction initiatives, including relationships with the Wildlife Habitat Council and Habitat for Humanity.

Holcim US is the leading building materials provider in the country, partnering with engineers, architects and customers to develop durable, low-carbon approaches to construction projects. The company operates in 43 states and offers a range of innovative cement, concrete, aggregates and asphalt products and services through some of the country's most trusted brands including Lafarge, Holcim, Aggregate Industries and Lattimore Materials.

Holcim US established membership in PJM and FERC MBR (market based rate) in 2011 for the purpose of supplying its plants in PJM with power purchased from the PJM grid. It is the



intention of Holcim US to use these tools to supply electricity to its Lafarge North America affiliated plants located within the PJM footprint, and for this license application, to its affiliated Lafarge Corporation plant located in Paulding, Ohio.

#### **A-14. Secretary of State**

Secretary of State Link:

## **Section B: Applicant Managerial Capability and Experience**

### **B-1. Jurisdiction of operations**

List all jurisdictions in which the applicant or any affiliated interest of the applicant is certified, licensed, registered or otherwise authorized to provide retail natural gas service or retail/wholesale electric service as of the date of filing the application..

Jurisdiction of Operation: Holcim (US) Inc. in Ohio provides power solely and exclusively to its cement plant located in Paulding, Ohio.

### **B-2. Experience and plans**

Describe the applicant's experience in providing the service(s) for which it is applying (e.g., number and type of customers served, utility service areas, amount of load, etc.). Include the plan for contracting with customers, providing contracted services, providing billing statements and responding to customer inquiries and complaints in accordance with Commission rules adopted pursuant to Sections 4928.10 and/or 4929.22 of the Ohio Revised Code.

Application Experience and Plan Description: Holcim (US) Inc. established membership in PJM in 2011, and FERC MBR (market-based rate) authority in the same year for the purpose of supplying its plants in PJM with power purchased from the PJM grid. It is the intention of Holcim (US) Inc to use these tools to supply electricity to its North America affiliated plants located within the PJM footprint, and for this license renewal application to its plant located in Paulding, Ohio.

### **B-3. Disclosure of liabilities and investigations**

For the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant, describe all existing, pending or past rulings, judgments, findings, contingent liabilities, revocation of authority, regulatory investigations, judicial actions, or other formal or informal notices of violations, or any other matter related to competitive services in Ohio or equivalent services in another jurisdiction..



Liability and Investigations Disclosures: Holcim (US) Inc has nothing to report that would adversely impact the financial or operations status or ability to provide the services it is seeking to renew.

**B-4. Disclosure of consumer protection violations**

Has the applicant, affiliate, predecessor of the applicant, or any principal officer of the applicant been convicted or held liable for fraud or for violation of any consumer protection or antitrust laws within the past five years?

**No**

**B-5. Disclosure of certification, denial, curtailment, suspension or revocation**

Has the applicant, affiliate, or a predecessor of the applicant had any certification, license, or application to provide retail natural gas or retail/wholesale electric service denied, curtailed, suspended, revoked, or cancelled or been terminated or suspended from any of Ohio's Natural Gas or Electric Utility's Choice programs within the past two years?

**No**

**B-6. Environmental disclosures**

Provide a detailed description of how the applicant intends to determine its generation resource mix and environmental characteristics, including air emissions and radioactive waste. Include the annual projection methodology and the proposed approach to compiling the quarterly actual environmental disclosure data. See 4901:1-21-09 of the Ohio Administrative Code for additional details of this requirement.

**PJM disclosure option chosen**

## **Section C: Applicant Financial Capability and Experience**

**C-1. Financial reporting**



Provide a current link to the most recent Form 10-K filed with the Securities and Exchange Commission (SEC) or upload the form. If the applicant does not have a Form 10-K, submit the parent company's Form 10-K. If neither the applicant nor its parent is required to file Form 10-K, state that the applicant is not required to make such filings with the SEC and provide an explanation as to why it is not required.

Does not apply

## C-2. Financial statements

Provide copies of the applicant's two most recent years of audited financial statements, including a balance sheet, income statement, and cash flow statement. If audited financial statements are not available, provide officer certified financial statements. If the applicant has not been in business long enough to satisfy this requirement, provide audited or officer certified financial statements covering the life of the business. If the applicant does not have a balance sheet, income statement, and cash flow statement, the applicant may provide a copy of its two most recent years of tax returns with **social security numbers and bank account numbers redacted**.

If the applicant is unable to meet the requirement for two years of financial statements, the Staff reviewer may request additional financial information.

Preferred to file this information confidentially

## C-3. Forecasted financial statements

Provide two years of forecasted income statements **based solely on the applicant's anticipated business activities in the state of Ohio**.

Include the following information with the forecast: a list of assumptions used to generate the forecast; a statement indicating that the forecast is based solely on Ohio business activities only; and the name, address, email address, and telephone number of the preparer of the forecast.

The forecast may be in one of two acceptable formats: 1) an annual format that includes the current year and the two years succeeding the current year; or 2) a monthly format showing 24 consecutive months following the month of filing this application broken down into two 12-month periods with totals for revenues, expenses, and projected net incomes for both periods. Please show revenues, expenses, and net income (revenues minus total expenses) that is expected to be earned and incurred in **business activities only in the state of Ohio** for those periods.



If the applicant is filing for both an electric certificate and a natural gas certificate, please provide a separate and distinct forecast for revenues and expenses representing Ohio electric business activities in the application for the electric certificate and another forecast representing Ohio natural gas business activities in the application for the natural gas certificate.

Preferred to file confidentially

#### C-4. Credit rating

Provide a credit opinion disclosing the applicant's credit rating as reported by at least one of the following ratings agencies: Moody's Investors Service, Standard & Poor's Financial Services, Fitch Ratings or the National Association of Insurance Commissioners. If the applicant does not have its own credit ratings, substitute the credit ratings of a parent or an affiliate organization and submit a statement signed by a principal officer of the applicant's parent or affiliate organization that guarantees the obligations of the applicant. If an applicant or its parent does not have such a credit rating, enter 'Not Rated'.

This does not apply

#### C-5. Credit report

Provide a copy of the applicant's credit report from Experian, Equifax, TransUnion, Dun and Bradstreet or a similar credit reporting organization. If the applicant is a newly formed entity with no credit report, then provide a personal credit report for the principal owner of the entity seeking certification. At a minimum, the credit report must show summary information and an overall credit score. **Bank/credit account numbers and highly sensitive identification information must be redacted.** If the applicant provides an acceptable credit rating(s) in response to C-4, then the applicant may select 'This does not apply' and provide a response in the box below stating that a credit rating(s) was provided in response to C-4.

Preferred to file this information confidentially

#### C-6. Bankruptcy information

Within the previous 24 months, have any of the following filed for reorganization, protection from creditors or any other form of bankruptcy?

- Applicant
- Parent company of the applicant



## Public Utilities Commission

- Affiliate company that guarantees the financial obligations of the applicant
- Any owner or officer of the applicant

No

### **C-7. Merger information**

Is the applicant currently involved in any dissolution, merger or acquisition activity, or otherwise participated in such activities within the previous 24 months?

No

### **C-8. Corporate structure**

Provide a graphical depiction of the applicant's corporate structure. Do not provide an internal organizational chart. The graphical depiction should include all parent holding companies, subsidiaries and affiliates as well as a list of all affiliate and subsidiary companies that supply retail or wholesale electricity or natural gas to customers in North America. If the applicant is a stand-alone entity, then no graphical depiction is required, and the applicant may respond by stating that it is a stand-alone entity with no affiliate or subsidiary companies.

File(s) attached

### **C-9. Financial arrangements**

Provide copies of the applicant's financial arrangements to satisfy collateral requirements to conduct retail electric/natural gas business activities (e.g., parental guarantees, letters of credit, contractual arrangements, etc., as described below).

Renewal applicants may provide a current statement from an Ohio local distribution utility (LDU) that shows that the applicant meets the LDU's collateral requirements. The statement or letter must be on the utility's letterhead and dated within a 30-day period of the date the applicant files its renewal application.

First-time applicants or applicants whose certificate has expired must meet the requirements of C-9 in one of the following ways:

1. The applicant itself states that it is investment grade rated by Moody's Investors Service, Standard & Poor's Financial Services, or Fitch Ratings and provides evidence of rating from the rating agencies. If you provided a credit rating in C-4, reference the credit rating in the statement.
2. The applicant's parent company is investment grade rated (by Moody's, Standard & Poor's, or Fitch) and guarantees the financial obligations of the applicant to the





LDU(s). Provide a copy of the most recent credit opinion from Moody's, Standard & Poor's or Fitch.

3. The applicant's parent company is not investment grade rated by Moody's, Standard & Poor's or Fitch but has substantial financial wherewithal **in the opinion of the Staff reviewer** to guarantee the financial obligations of the applicant to the LDU(s). The parent company's financials and a copy of the parental guarantee must be included in the application if the applicant is relying on this option.
4. The applicant can provide evidence of posting a letter of credit with the LDU(s) listed as the beneficiary, in an amount sufficient to satisfy the collateral requirements of the LDU(s).

Preferred to file confidentially

## Section D: Applicant Technical Capacity

### D-1. Operations

Power Marketers/Generators: Describe the operational nature of the applicant's business, specifying whether operations will include the generation of power for retail sales, the scheduling of retail power for transmission and delivery, the provision of retail ancillary services, as well as other services used to arrange for the purchase and delivery of electricity to retail customers.

Operations Description: Holcim (US) Inc.'s core business is manufacturing cement. Because the process consumes large amounts of electricity (2 billion kWh/year), Holcim (US) Inc. has secured access to the wholesale power market in order to self-supply its plants to lower its costs and maintain competitiveness in the marketplace for its product.

Holcim (US) Inc. uses Insight Energy for power scheduling in PJM, and other activities related to wholesale market operations.

### D-2. Operations Expertise & Key Technical Personnel

Given the operational nature of the applicant's business, provide evidence of the applicant's experience and technical expertise in performing such operations. Include the names, titles, e-mail addresses, and background of key personnel involved in the operations of the applicant's business.



File(s) attached

**D-3. FERC Power Marketer and License Number**

Provide a statement disclosing the applicants FERC Power Marketer License Number (Power Marketers Only).

FERC Docket# ER11-3053-000 and ER11-3053-001 (2011)



Public Utilities  
Commission

# Application Attachments

Exhibit A-14  
Secretary of State

Holcim (US) Inc. is registered as a business entity number 767345 with the State of Ohio. This listing can be verified at <https://businesssearch.ohiosos.gov/>.

SEARCH RESULTS								
Showing 1 to 1 of 1 entries								
Entity#	Name	Type	Filing Date	Exp. Date	Status	Location	County	View Report
767345	HOLCIM (US) INC	FOREIGN CORPORATION	02/22/1990		Active			<div>SHOW DETAILS</div>
						<div>First</div>	<div>Previous</div>	<div>1</div>
							<div>Next</div>	<div>Last</div>

**Exhibit D-2**  
**Operations Expertise & Key Personnel**

Holcim (US) Inc. has been actively participating in the wholesale market since 2012. Insight Energy has been active in wholesale market operations since 2007. Insight will be handling all PJM related communications on behalf of Holcim (US) Inc. All billing matters will be handled directly by the key personnel contacts listed below.

**Insight Energy Contacts:**

Tom Sapp  
Director- Energy Procurement  
Insight Energy  
PH: 502- 619-2926  
Email: tsapp@insightsourcing.com

Gary Francis  
Lead Energy Specialist  
Insight Energy  
PH: 502-333-4197  
Email: gfrancis@insightsourcing.com

**Holcim Key Personnel:**

Christian Dueweke  
Commodity Manager  
Holcim (US) Inc.  
PH: 734-770-2020  
Email: christian.dueweke@holcim.com

Stacy Stripes  
Sr. Procurement Contract Specialist  
Holcim (US) Inc.  
PH: 734-529-4893  
Email: stacy.stripe@holcim.com

**Application of Holcim (US) Inc. to the Ohio Public Utilities Commission**

**Exhibit C-8**  
**Corporate Structure**

Holcim Ltd (Switzerland) owns 100% of Holcim Participations (US) Inc. which owns 100% of Holcim (US) Inc.

# **Competitive Retail Electric Service Affidavit**

County of Monroe :


State of Michigan :

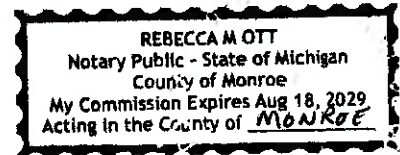
Christian Dueweke, Affiant, being duly sworn/affirmed, hereby states that:

1. The information provided within the certification or certification renewal application and supporting information is complete, true, and accurate to the best knowledge of affiant, and that it will amend its application while it is pending if any substantial changes occur regarding the information provided.
2. The applicant will timely file an annual report of its intrastate gross receipts, gross earnings, and sales of kilowatt-hours of electricity pursuant to Sections 4905.10(A), 4911.18(A), and 4928.06(F), Ohio Revised Code.
3. The applicant will timely pay any assessment made pursuant to Sections 4905.10, 4911.18, and 4928.06(F), Ohio Revised Code.
4. The applicant will comply with all applicable rules and orders adopted by the Public Utilities Commission of Ohio pursuant to Title 49, Ohio Revised Code.
5. The applicant will cooperate fully with the Public Utilities Commission of Ohio, and its Staff on any utility matter including the investigation of any consumer complaint regarding any service offered or provided by the applicant.
6. The applicant will fully comply with Section 4928.09, Ohio Revised Code regarding consent to the jurisdiction of Ohio Courts and the service of process.
7. The applicant will comply with all state and/or federal rules and regulations concerning consumer protection, the environment, and advertising/promotions.
8. The applicant will use its best efforts to verify that any entity with whom it has a contractual relationship to purchase power is in compliance with all applicable licensing requirements of the Federal Energy Regulatory Commission and the Public Utilities Commission of Ohio.
9. The applicant will cooperate fully with the Public Utilities Commission of Ohio, the electric distribution companies, the regional transmission entities, and other electric suppliers in the event of an emergency condition that may jeopardize the safety and reliability of the electric service in accordance with the emergency plans and other procedures as may be determined appropriate by the Commission.
10. If applicable to the service(s) the applicant will provide, it will adhere to the reliability standards of (1) the North American Electric Reliability Council (NERC), (2) the appropriate regional reliability council(s), and (3) the Public Utilities Commission of Ohio.
11. The Applicant will inform the Public Utilities Commission of Ohio of any material change to the information supplied in the application within 30 days of such material change, including any change in contact person for regulatory purposes or contact person for Staff use in investigating consumer complaints.

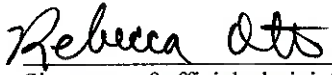
12. The facts set forth above are true and accurate to the best of his/her knowledge, information, and belief and that he/she expects said applicant to be able to prove the same at any hearing hereof.

13. Affiant further sayeth naught.

 - Regional Category Director  
Signature of Affiant & Title



Sworn and subscribed before me this 17<sup>th</sup> day of May, 2023  
Month Year

  
Signature of official administering oath

Rebecca Ott Admin.  
Print Name and Title

My commission expires on 8-18-2029



**This foregoing document was electronically filed with the Public Utilities  
Commission of Ohio Docketing Information System on**

**5/23/2023 1:25:45 PM**

**in**

**Case No(s). 16-1245-EL-CRS**

Summary: In the Matter of the Application of Holcim (US) Inc