Kwik Trip History

- May 1965, first store opened in Eau Claire
- Currently over 400 locations
Kwik Trip History

- Privately owned by the Zietlow Family
  - Currently into 3rd generation management
- Employ over 10,000 co-workers
  - 1,400 co-workers at the Support Center
- Will do over $4.5 billion in sales
- Vertically Integrated
  - Handle or produce over 80% of the product sold in our stores
Natural Gas
Natural Gas

- Natural Gas has been a part of our society for a long period of time
  - Home Heating
  - Cooking
  - Industrial Applications

- Now emerging as a vehicle fuel
Natural Gas

- Abundant & Domestic

- Environmentally Friendly
  - Inherently clean fuel
  - Up to a 90% reduction of emissions

- Economics
  - Over 50% reduction in fuel cost

- Natural gas is very safe
  - Lighter than air
  - Dissipates when released
  - High ignition temperatures over 1200F
In the past five years, shale reservoirs have revealed natural gas deposits that doubled previous estimated U.S. gas reserves

100 + year supply
Natural Gas as a Vehicle Fuel

- **LNG**
  - Liquid Natural Gas
  - Cryogenic @ -260 degrees Fahrenheit
  - Energy content is 600:1 of Natural Gas at atmospheric pressure.

- **CNG**
  - Compressed Natural Gas
  - Stored at 3600 psi
  - Energy content is 290:1 of Natural gas at atmospheric pressure.
Liquid Natural Gas

- **LNG Advantages**
  - Fewer tanks / less space requirements
  - Greater fuel density
  - Lower weight storage

- **LNG Disadvantages**
  - The complexity of tanks
  - Pressure and temperature management of fuel to engine is more complex
  - High maintenance cost of cryogenic parts
  - Use the fuel or lose it
  - Reliability is challenging
  - The life cycle fuel cost over CNG may be higher
Compressed Natural Gas

- **CNG Advantages**
  - Unlimited hold times with no fuel loss
  - More mature technology
  - Gas / vapor instead of cryogenic
  - Simple fuel tanks and pressure management
  - System design can be customized for application

- **CNG Disadvantages**
  - Size of tanks
  - Possible weight disadvantages
  - Cost of Compression
    - Energy and maintenance of compression station
Natural Gas Industry Today

- Infrastructure continues to Grow
  - 1134 in US, 29 in Wisconsin, 5 in Minnesota
    - More planned and being built
- Pilot/Flying J, TA, & Loves all have committed to Natural Gas Nation wide
- More vehicles are becoming available
  - Conversion Kits and OEM products
Local CNG Fleets

- Fastenal
- Hribar Logistics
- City of Oshkosh
- Veriha Trucking
Other Regional Fleets Operating NGVs

- Dart Transit
- Blackhawk Transport
- Millis Transfer
- Paper Transport
- Menards
- Reinhart
Kwik Trip Natural Gas Program
Retail CNG Fueling Experience
KT CNG / LNG Infrastructure

2012
- La Crosse, WI (2)
- Sturtevant, WI
- Oshkosh, WI
- MN City, MN
- Rochester, MN
- Owatonna, MN
- Sheboygan, WI
- Pewaukee, WI

2013
- Eagan, MN
- Appleton, WI
- Mauston, WI
- Baldwin, WI
- Albert Lea, MN
- Janesville, WI
- Cedar Falls, IA
- Dubuque, IA
- Mankato, MN
- East Troy, WI
- Oshkosh, WI
**Summary Through Sept. 30, 2012**

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Original 10 Units – 6 Tractors/3 Straight Trucks and 1 Yard Mule 6 LNG / 4 CNG</td>
<td></td>
</tr>
<tr>
<td>Total Miles</td>
<td>518,598</td>
</tr>
<tr>
<td>Fuel Savings</td>
<td>$101,495</td>
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<tr>
<td>Maintenance</td>
<td>($ 257)</td>
</tr>
<tr>
<td>Diesel Displaced</td>
<td>78,212 Gallons</td>
</tr>
<tr>
<td>Current ROI Projection</td>
<td></td>
</tr>
<tr>
<td>Simple Capitalization Recovery</td>
<td>1.43 years</td>
</tr>
<tr>
<td>Life Cycle Advantage</td>
<td>$1,196,250</td>
</tr>
<tr>
<td>Additional Equipment Purchased or Ordering</td>
<td>34 Tractors</td>
</tr>
<tr>
<td></td>
<td>2 Yard Spotters</td>
</tr>
</tbody>
</table>

* Lifecycle Calculations based on: 500,000 mile lifecycle on the Tractors and Straight Trucks and; 10 year lifecycle on the yard mule.*
Leverage Kwik Trip Fleet experience

Offer same Natural Gas Service and Support to public that we offer to our fleet

Goal to make the transition to Natural Gas easy for the general public
Thank you!

- For More Information Contact our Alternative Fuels Office
  - 1-855-710-3800
  - KTBeyondGreen@kwiktrip.com

Joel Hirschboeck
Superintendent of Alternative Fuels
Kwik Trip, Inc.