



POWERED BY NATURAL GAS

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KWIK TRIP COMMERCIAL FUELS

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Minnesota:

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Wausau

Waukesha

Janesville

Sheboygan

Appleton

Verona

Menomonie

New Berlin

Plover

Oak Creek

De Pere

Lake Mills

Eau Claire

Fond Du Lac

Superior

Iowa:

Cedar Falls

Waterloo

Davenport

April 2012 – Initially we vehicles started with 14 NGVs – 4 Automotive and 10 HD: 3 Straight Trucks; 6 Tractors and; 1 Yard Spotter.

395 - TOTALS - ALL VEHICLE CLASSES

Conventional Fuel	291	73.67%
Natural Gas	104	26.33%

238 - TOTALS - VEHICLES CLASS 1-5

Conventional Fuel	206	86.55%
Natural Gas	32	13.45%

157 - TOTALS - CT VEHICLES CLASS 6-8

Conventional Fuel	85	54.14%
Natural Gas	72	45.86%



157 - PROJECTED UNITS - CT HD – by the end of Calendar 2014

Conventional Fuel	77	49.04%
Natural Gas	80	50.96%

172 - PROJECTED UNITS - CT HD – through Fiscal 2015

Conventional Fuel	65	37.79%
Natural Gas	107	62.21%

Life To Date Performance Summary

On Highway Vehicles

CNG Miles	6,233,682	Cost Per Mile Saving (Same work EPA10 Diesel)	0.224	LTD	\$ 1,398,527
LNG Miles	<u>2,461,637</u>	Cost Per Mile Saving (Same work EPA10 Diesel)	0.071	<u>LTD</u>	<u>\$ 176,746</u>
Total Miles	8,695,319				\$ 1,575,273

DEF Savings				<u>LTD</u>	<u>\$ 83,875</u>
				LTD Cost Savings Fuel/DEF	\$ 1,659,148

Diesel Displaced 1,020,066 Gallons

Off Highway Vehicles

LTD Hours	20,735	Cost Savings/Hour	1.98	LTD	\$ 41,262
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Diesel Displaced 32,989 Gallons

Total Heavy Duty Operating Fluids Cost Reduction	\$ 1,700,410
Total Heavy Duty Diesel Gallons Displaced	1,053,055 Gallons

Convenience Transportation's projected NGV mileage for 2015 is 11.5 million miles.
 Our yard spotters will add approximately 28,000 hours of NGV operation.
All equipment currently on order is CNG.



Things we wish we would have known!

Range Anxiety is Real:

- Educating drivers on the temperature and fuel density relationship.
- Growth of our infrastructure has been key in easing this anxiety.

Winterization:

- We got lucky ... Our 1st winter was mild and allowed us to understand the challenges and prepare for the winter of 2013-2014.

The importance of driver training:

- Training needs to be consistent
- Expectation needs to be communicated
- Performance needs to be monitored
- NO DIFFERENT THAN DIESEL AND AUTOMATED TRANSMISSION

The persistence of misinformation and misunderstanding:

- At the dealer level
- Common Misconceptions
- Past CNG experiences

Supply Chain Immaturity





Kwik Trip 761

506 Cass Street
La Crosse, WI 54601

Alternative Fuels Station 870

(CNG/LNG/LPG)
2002 Kwik Trip Way
La Crosse, WI 54603

Kwik Trip 686

943 SE Frontage Road
Sturtevant, WI 53177

Kwik Trip 457

2400 S Washburn Street
Oshkosh, WI 54904

Kwik Trip 659

1990 Scott Road NW
Rochester, MN 55901

Kwik Trip 696

940 Baldwin Plaza Drive
Baldwin, WI 54002

Kwik Trip 623

7020 HWY 61 W
Minnesota City, MN 55959

Kwik Trip 204

4705 Rib Mountain Drive
Wausau, WI 54401

Kwik Trip 403

2270 46th ST NW
Owatonna, MN 55060

Kwik Trip 242

980 South Hickory Street
Fond du Lac, WI 54935

Kwik Trip 396

W229 N2086 Redford Blvd
Waukesha, WI 53186

Kwik Trip 326

3123 South HWY 51
Janesville, WI 53546

Kwik Trip 334

1271 River Drive North
Mankato, MN 56001

Kwik Trip 679

4220 County Road J
Sheboygan, WI 53083

Kwik Trip 887

4735 Converters Drive
Appleton, WI 54913

Kwik Trip 456

2145 County Road PB
Verona, WI 53593

Kwik Trip 490

7500 Nordic Drive
Cedar Falls, IA 50613

Kwik Trip 674

6107 3M Drive
Menomonie, WI 54751

Kwik Trip 215

100 West 65th Street
Davenport, IA 52806

Kwik Trip 306

105 West Tyrannena Park Rd
Lake Mills, WI 53551

Kwik Trip 681

4400 O'Day Ave NE
St. Michael, MN 55376

Kwik Trip 871

5821 Green Valley Road
Oshkosh, WI 54901

Kwik Trip 499

15700 West Small Road
New Berlin, WI 53151

Kwik Trip 202

5339 Harding Avenue
Plover, WI 54467

Kwik Trip 422

9535 S 13th Street
Oak Creek, WI 53154

Kwik Trip 662

3145 Dodd Road
Eagan, MN 55121

Kwik Trip 416

2618 Monroe Road
De Pere, WI 54115

Kwik Trip 732

324 Fletcher
Waterloo, IA 50701

Kwik Trip 210

1506 Black Avenue
Eau Claire, WI 54703

Kwik Trip 222

3027 East 2nd Street
Superior, WI 54880

Coming Soon...

Kwik Trip 250 (November 20th)

Austin, MN 55912

Kwik Trip 673 (December 2014)

Windsor, WI 53598