New Jersey Clean Energy Council
Single-Source Provider for all Your Natural Gas Needs

Integrys Energy Group
Over 80 CNG Stations Built, Upgraded, or Operated

Delivering over 45 million gasoline equivalent gallons annually
Investing in CNG trucks is the smart financial business decision. With up to 40% fuel savings, and increased CNG rig costs offer a < 3 year Simple Payback

Fleet owners are finding natural gas a compelling alternative to diesel fuel.

20% of all city buses are already fueled by NG. 11% of all Municipal and private Waste Haulers are fueled by NG and the % is growing. More than 50% of all new Waste Hauler Vehicles are ordered as factory CNG trucks.
Natural Gas will reduce up to 30% of the GHG and reduce up to 85% of the particulate matter (pm) of diesel engines reducing Carbon Emissions.

America currently has 100 to 125 years of domestic natural gas (NG) production, allowing our country to reduce its overdependence on foreign oil.

Increasing domestic natural gas will help stabilize US financial markets.
✅ Diesel prices trending upward
  - *Fuel is the second largest fleet expense*
  - *Volatility makes planning difficult*

✅ Risk of supply interruptions or shortages
  - *Natural disasters*
  - *Political turmoil in Producing Regions*

✅ Ongoing domestic economic impact
  - *Natural Gas (CNG) offers tremendous savings*
  - *Plentiful U.S. Production > 80 years*
  - *Increased CNG usage offers U.S. economic stability*
  - *Reduced dependency on Foreign Oil*
Natural Gas less volatile!

Diesel (Oct 2012)
Retail Price: $4.00/gallon

<table>
<thead>
<tr>
<th>Component</th>
<th>Natural Gas (Oct 2012)</th>
<th>Diesel (Oct 2012)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Crude Oil</td>
<td>67%</td>
<td>-</td>
</tr>
<tr>
<td>Refining</td>
<td>11%</td>
<td>-</td>
</tr>
<tr>
<td>Distribution and Marketing</td>
<td>10%</td>
<td>-</td>
</tr>
<tr>
<td>Taxes</td>
<td>12%</td>
<td>-</td>
</tr>
<tr>
<td>Taxes</td>
<td>10%</td>
<td>-</td>
</tr>
<tr>
<td>Capital Recovery and Margin</td>
<td>40%</td>
<td>-</td>
</tr>
<tr>
<td>Drying and Compression</td>
<td>30%</td>
<td>-</td>
</tr>
<tr>
<td>Natural Gas</td>
<td>20%</td>
<td>-</td>
</tr>
</tbody>
</table>

Retail Price: $2.50/gallon
**How a CNG Fueling Station Works**

**Gas Meter**
Your local gas utility will supply a meter for the CNG station to measure the amount of gas you use. It is important to work closely with the utility to determine the pressures and flow rates that are available at your site, and if any service upgrades will be needed.

**Gas Dryer**
In the dryer, gas flows through filters and a desiccant bed to remove moisture and contaminants. Only clean, dry gas flows to the compressors.

**CNG Compressors**
The compressors are the workhorses of every CNG station and they must withstand the rigors of heavy-duty daily use over many years. To meet this demand, Trillium installs reliable Ariel compressors, as they have an unmatched record of service, long life, and superior factory support. Compressors are housed in sound-attenuated enclosures that minimize noise. *Our Proprietary Hydraulic Intensifier also allows continuous filling.*

**High Pressure Storage**
From the compressors, Trillium's advanced control system will manage the flow of gas and determine whether to send it to storage or to bypass storage sending the gas directly to the dispensers.

**CNG Fuel Dispenser**
Fuel can be dispensed through a Fast-Fill or Time-Fill system. Fast fill systems provide fill times that are similar to gasoline and diesel fuel dispensing, and often include fuel management and credit card payment systems. Time-fill systems refuel vehicles overnight while they are not in service.
Typical compressor skid, dryer and storage footprint is 30' by 50'.
Dillon Taps Trillium for Tampa
*CNG Station to Support 50 Paccar Trucks for Mosaic*

Dillon Transport is working with Trillium CNG toward a new fueling station in Tampa to support 50 new Paccar trucks with the new ISX12 G engine from Cummins Westport.

*In Florida, Dillon is going with CNG.* The Florida station is to be a joint effort between Dillon Transport and Trillium CNG, Dillon says, supplying compressed natural gas with fast fill equipment. It will support both Dillon vehicles and CNG vehicles operated by other area fleets.

Dillon expects to field 50 new Peterbilt or Kenworth tractors with the 12-liter ISX12 G in Florida. “Each will be double-shifted and will be doing 800 miles per day,” says marketing director Phil Crofts. The trucks will have enough CNG storage for 380-mile range.
**Beverage Market**

- Golden Eagle Distributors, largest Anheuser Busch distributor in Arizona
- CNG Station commissioned in September 2012 by TrilliumCNG
- Public access station
- 23 tractors and straight trucks
- Ryder Leased CNG trucks with local service
- Frito Lay tractors complete contract volume
GOLDEN EAGLE TRUCK
Table illustrates market averages. CNG vehicle up-fit cost, fuel consumption and differential fuel price relative to gasoline or diesel will vary.
CNG Transition Planning

- 6 to 8 month timeline for station development
- Company support and commitment to change with sustainable long term savings benefit
- Coordinate timing of vehicle delivery and station installation
- Driver education, training, acceptance and buy-in
- Establish strong working relationship between service company and your fleet team
- Secure utility rates and commodity contracts to maximize savings
- Leverage incentives for station development and vehicle purchases
Thank you for your time today!

For Questions or Additional Information, Please Contact

Joe Rende
Business Development
Northeast Region

331 Rutherford Avenue
Massapequa, New York 11758
917-846-1077 cell
jrende@trilliumcng.com
www.TrilliumCNG.com