



Welcome...

HISTORY

▶ Started in May, 1965 in Eau Claire, WI

- 1983 – 50 Stores
- 1986 – 100 Stores
- 1990 – 200 Stores
- 2011 – 400+ Stores



First Kwik Trip Store • Eau Claire, WI

▶ Since 2002 the company has expanded into hot and cold food products as our main focus

HISTORY

- Trade Names: Kwik Trip, Kwik Star and Tobacco Outlet Plus stores and Hearty Platter Restaurants & Cafes
- Privately Owned: Don and LaVonne Zietlow, their children Scott, Vicky and Steve and grandchildren
- Current Employment: 10,000+ co-workers



OUR MISSION

“To serve our customers and community more effectively than anyone else by treating our customers, co-workers and suppliers as we, personally, would like to be treated and to make a difference in someone’s life.”



- ▶ Priorities:
 - People
 - Food
 - Vertical Integration

OUR CO-WORKERS

▶ PROFIT SHARING

- 40% of pre-tax profits are shared with all co-workers

▶ CONVENIENCE STORE INVESTMENTS (CSI)

- When real estate loans are paid off, rent payments go to CSI for distribution to co-workers who have worked 5 or more years

TOP RATED EMPLOYER



- ▶ Rated #1 Workplace in Southeast Wisconsin by Milwaukee Journal Sentinel, May 2011



- ▶ Rated #3 Workplace (for large employers) in Minnesota by Minneapolis Star Tribune, June 2011

CARING FOR THE ENVIRONMENT

- ▶ Sustainability Initiatives
- ▶ LEED Stores
- ▶ Lighting
- ▶ Water
- ▶ Motors
- ▶ Renewable Energy
- ▶ Recycle, Reuse, Repurpose, Restore



VERTICAL INTEGRATION

- ▶ Produce or handle 80% of items sold in stores
 - Dairy
 - Warehouse
 - Beverage Plant
 - Bakery
 - Kitchens
 - Ice Plant
 - Food Safety Lab
 - Transportation
 - LP Plant
 - Ice Cream

Kwik Trip Natural Gas Program



Kwik Trip Natural Gas Program

- ▶ Finding an answer to the following question:
 - What will Kwik Trip be selling for fuel in the future?
- ▶ Answer to the question
 - Natural Gas is the only one as of today that can stand on its own.
 - Kwik Trip needed to continue to research all forms of alternative fuels

Kwik Trip Natural Gas Program

- ▶ Kwik Trip needed to be able to support alternative fuels and commit time to researching all of the following Alternative Fuels:
 - CNG (compressed natural gas)
 - LNG (liquid natural gas)
 - Propane
 - Biodiesel (B5, B20)
 - E-85
 - Various EV charging systems

Alternative Fuels Fueling Station

- ▶ All of the items on the previous slide are now combined on one retail site
 - ▶ First of its kind in the United States “Alternative Fuels Fueling Station”
 - ▶ Opened to the public April 10th, 2012
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Alternative Fuels Fueling Station



Alternative Fuels Fueling Station



Alternative Fuels Fueling Station



CNG / LNG INFRASTRUCTURE

- ▶ Kwik Trip has committed to developing a functional Natural Gas infrastructure in WI, MN and IA.
 - ▶ 10 Stations open by Fall of 2012
 - ▶ 8 Additional Stations by Spring of 2013
 - ▶ All Stations having CNG
 - ▶ Three Stations having LNG
 - ▶ This is just the start!
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Natural Gas Fleet Solution

- ▶ Services and Support that will be offered:
 - NG Vehicle Maintenance (Class 1-8)
 - Light Duty Vehicle Conversions
 - Emergency Roadside Service and Refueling
 - Assistance in finding NG vehicle
 - Fleet Consultation
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Natural Gas Fleet Solution

- ▶ 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
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CNG EQUIPMENT

- ▶ Equipment Testing:
- ▶ ANGI out of Milton, WI
 - NG300
- ▶ Galileo out of Argentina
 - Microbox
 - Nanobox

ANGI NGSC300 SERIES COMPRESSORS



CNG



LNG Equipment

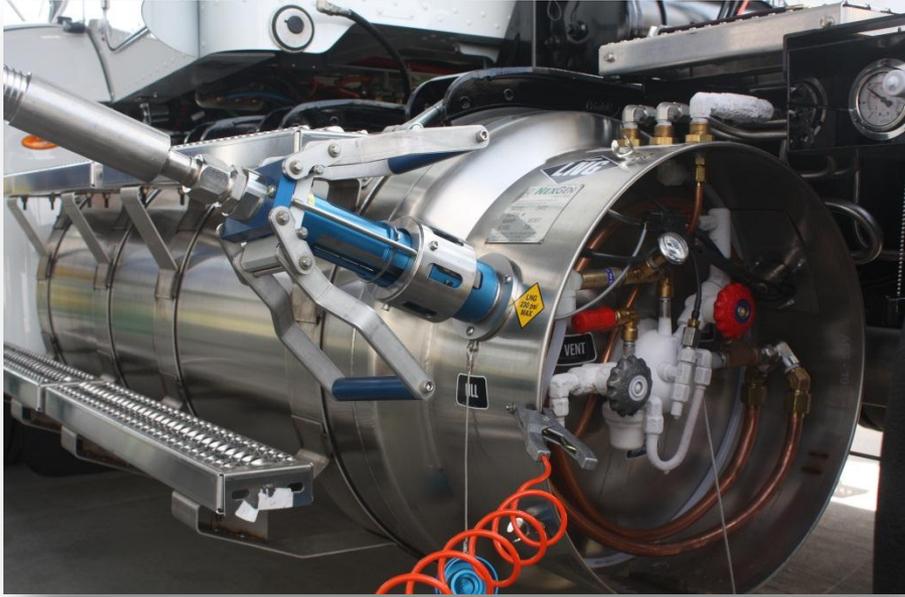
- ▶ System designed by General Physics
- ▶ Chart Equipment



Innovation. Experience. Performance.™



LNG



Thank you!

- ▶ Information Courtesy of:
 - CNGnow.com
 - Ngvamerica.org
 - Clean Cities of WI
 - Kwik Trip/Kwik Star

Kwik Trip Alternative Fuels

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