Petroleum Distillate Supply Presentation

OIL
Safeway
™
A FUEL DISTRIBUTION COMPANY

Safeway Oil's Perseverance

- Safeway Oil is committed to meeting the growing demand for petroleum products in an economically, environmentally and socially responsible manner.
- Safeway Oil can continuously achieve superior financial and operating results while simultaneously adhering to high ethical standards.
- Safeway Oil's multi-tiered approach to capacity building focuses on creating local jobs; educating and training local employees, contractors, and suppliers; transferring knowledge and skills; purchasing local goods and services; and making strategic community investments.

Safeway Oil

A Fuel Distribution Company

- 20+ years experience in the Oil and Gas Industries in Metro Detroit
- Own and operate 54 locations including 40 Shell sites
- Currently affiliated with 3 brands
- Acquired real estate and developed 19+ locations in the past five years
- Average 70+ million gallons annually in Wholesale
- Utilize in house and contractor transportation
- Currently Serving 44 Shell Retailers and 10 Marathon

Community Relations

- Strong relationship with local governments in various cities in the Metro Detroit Area
- Highly involved with local Chambers of Commerce
- Well respected among local Charities and ethnic groups
- Advised numerous retailers on acquisitions and branding, including past employees
- We make community investments to support programs in our key focus areas of health, education and environment.
- We are committed to promoting respect for human rights and to serving as a positive influence in the communities where we operate.

Safeway Oil

Proud to Market Shell & Marathon Products

- Proven history with growth and performance
- Distinguished Image, Ethics and Integrity
- Strong Financial Portfolio
- Comprehensive and sound business plan
- Solid and in-depth growth strategy

Commitment Of Safeway Oil

- Our employees are our No. 1 asset. We are committed to providing a challenging, enjoyable and rewarding work environment, which fosters creative thinking, teamwork, open communication, respect and opportunity for individual professional growth and development.
- We are committed to providing environmentally clean products, while striving to improve and enhance the environmental quality of our operations within our local communities.

Diversity

- Significant investments in Detroit
- Great emphasis on diversity in hiring
- Operate in 5 counties and 12 cities
- Safeway Oil participates in diversity programs at local universities and offers diversity training courses to all employees and managers
- Strong emphasis on customer needs and relations

Contractors

- **Transportation**: In House Transportation. M&L Transportation (3rd Party Transportation)
- **Maintenance**: Oscar W. Larson Co.

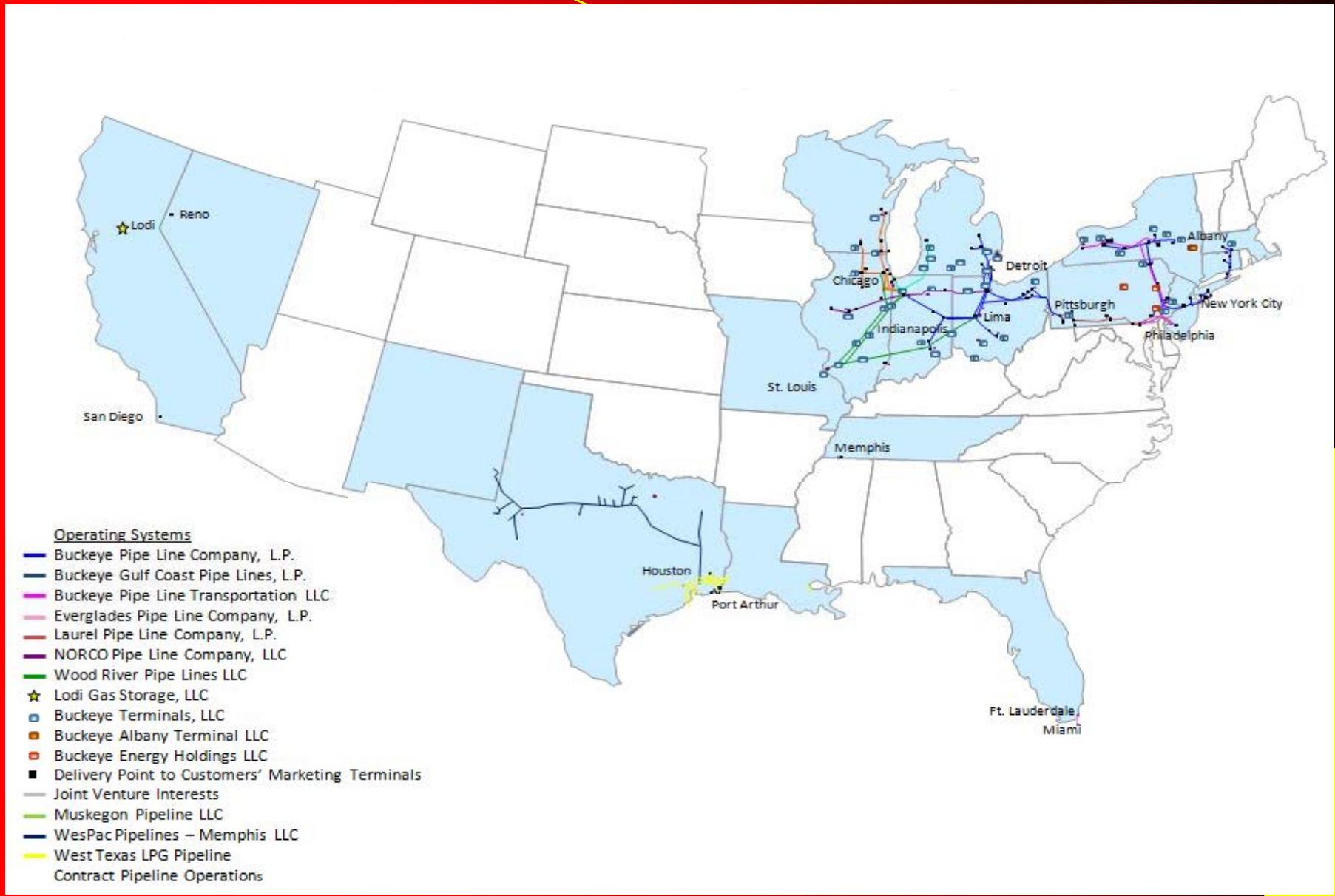
  AIM: **Polecat** Installed to monitor Inventory at sites
- **EPOS**: Shell Oil & Marathon Petroleum
- **Image**: Oscar W. Larson Co.
- Comprehensive on line access in development
- 24 hour customer care

Transportation

- As a full-service fuel carrier, we know what it takes to move any product safely and smoothly. It takes process, training, incredible drivers, and the approval of the organizations that hold the entire industry accountable. That's how we stay ahead of the industry, and how we make sure you rest easy with Safeway Oil moving your Fuel.
- In addition to Safeway Oil having it's own fleet of tanker trucks; we also have competitive pricing structure from 3PL companies. This allows us to provide our customers with prompt deliveries, no matter what time fuel is needed and where.

Wolverine Pipeline Distribution System

Buckeye Pipeline Distribution System



- In light of Meijer's expansion progress, Safeway Oil has the capability of lifting distillate petroleum products from almost any terminal in the state of Michigan and out of state if needed.
- By having the capability of purchasing distillate petroleum products on FOB Refinery terms, Safeway Oil can provide Meijer with competitive pricing structure that will continue Meijer's presence on the leading edge of the industry.
- Pipelines such as the Spartan System, Mainline System and Extension System will allow Safeway oil to deliver Distillate Petroleum Products to but not limited to Genesee, Washtenaw and Livingston counties.

Safeway Oil
Strategy

- Promote Positive atmosphere among all retailers & employees of Safeway Oil
- Strategic Development of NTI locations
- Conscious effort to minimize overhead spending to ensure competitive edge
- Competitive pricing strategy
- Growth Projections: 7% per year

SETTING A NEW STANTARD