

LNG Midstream

Logistics and marketing approaches
in support of Twin Ports Siting

Hartland/TexPar



Hartland:
Mid-Continent wholesale marketing and logistics for refined petroleum products with advanced oil & gas risk management platforms

TexPar:
North American marketer of crude and heavy residual petroleum products sustained by a comprehensive rail, highway and waterway logistics backbone

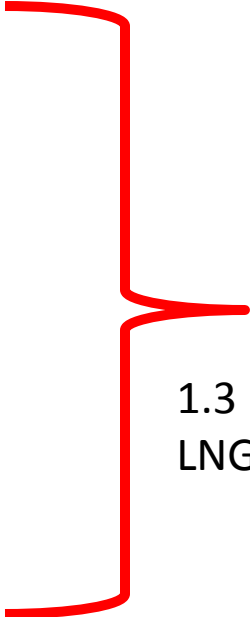


What we do in the LNG business

- Aggregate LNG demand in the Agricultural, Industrial, E&P, and On/Off Road sectors
- Physical deliveries of LNG
- Respond to LNG issues in “the oil-patch”
- Secure and expand sources of LNG
- Broaden LNG shipping options
- Develop point of use solutions

Forecasted: 2016 Non-marine Midwest diesel substitution

• 24 Frac fleets	500,000 Gal
• 120 Oil drill rigs	360,000 Gal
• 1,800 Heavy trucks	240,000 Gal
• 360 Farm Fertilizer trucks	130,000 Gal
• 72 Mine haul trucks	72,000 Gal
• 18 Locomotives	12,000 Gal



1.3 Million
LNG g/D

How can we help?

Conversation Starters:

- Would it help if planners had reliable alternate supplies & markets?
 - Accelerate market or liquefier startup timetables
 - Greater certainty of supply within community
- Is there a benefit in marketing excess production or off-spec product?
 - Strategy for reducing cost of storage
 - Higher efficiency in liquefaction
- Other aspects of managing a use it or lose it product
 - Plan for managing motor grade spectrum of LNG
 - Lock in an alternate market safety valve
 - Critical in a seasonal demand market
 - Secure secondary “emergency” sources
 - Transport
 - Rail
 - Know your options for market length
 - Balance of storage cost vs. secondary market
 - Work with partners with “last mile” experience



Thank you



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Visit our websites at:

www.hartlandfuels.com and www.texpar.com

