

**NEWS RELEASE**

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**PILOT ACTIVATES FIRST ETHANOL 85 PUMP IN EAST TENNESSEE  
AT WALKER SPRINGS ROAD STORE**

*E85 Contains 85 Percent Ethanol, Burns Cleaner*

**KNOXVILLE, TENN.** – Pilot Corporation today activated the first fuel pump in East Tennessee that sells the environmentally friendly fuel Ethanol 85 (E85).

E85 contains 85 percent ethanol, a renewable fuel made from corn or other crops, so it burns cleaner. Ethanol, or ethyl alcohol, helps reduce air pollution, is biodegradable and does not pollute groundwater.

The E85 pump was unveiled during a media event at the Pilot convenience store located at 205 Walker Springs Rd. at the Walker Springs Road Exit 379, just off of I-40/I-75 in Knoxville. The fueling location is designated by the state as a Tennessee Green Island Biofuel Partner.

Flex-fuel vehicles (FFVs) from Pilot, Tennessee Department of Transportation, area Ford and GM dealerships, and the Tennessee Department of Environment and Conservation, among others that can use E85, lined up at the pump for the first fueling. The E85 pump can fuel two vehicles simultaneously.

“Pilot is proud to take this first step in bringing E85 fuel to Knoxville and East Tennessee,” said Jimmy Haslam, CEO of Pilot Corporation. “As it is feasible, we will continue to install E85 pumps at other locations in Knoxville and elsewhere. E85 is an important breakthrough alternative fuel source. It’s American made and can help U.S. farmers since ethyl alcohol comes from crops. As production increases, E85 will help ensure that our country has the proper supply of energy in light of continually increasing world-wide demand for gasoline.”

Haslam said that Pilot is grateful to Tenn. Gov. Phil Bredesen and the State of Tennessee for providing funding for alternative fuel resources such as E85. He said that this kind of support will allow fuel distributors like Pilot Corporation to continue to install E85 pumps.

Pilot began selling ethanol when A.E. Staley Manufacturing Company built its fuel alcohol plant in Loudon back in the 1980s.

All major auto manufacturers selling cars in the U.S. approve fuels enriched with up to 10 percent ethanol. Many manufacturers even recommend ethanol for use because of its clean-burning benefits.

“Ethanol is actually good for your car,” said Alan Wright, vice president of supply and distribution for Pilot. “Millions of miles and years of testing prove that ethanol-enriched fuel enhances performance of today’s engines by burning cooler and cleaner.”

Wright said that Pilot plans to sell E85 at a lower price than other fuel the company sells. He added that the supply of ethanol has grown significantly over the last 12 months, so Pilot hopes the price of ethanol will remain below that of gasoline.

He said that E85 can only be used in FFVs, of which there are more than 6 million on the road today. E85 pump handles are yellow, and gas tank caps for FFV’s have printed on them that they can accept flexible fuel. Pilot also will have highly visible signage explaining usage of E85 fuel.

“Attempting to use E85 in automobiles that aren’t designated flexible fuel capable may harm the engine’s seals and gaskets,” Wright warned.

U.S. automakers have been making E85 cars since 1992. Doing so earns them special credits toward government fuel-efficiency standards.

Pure ethanol contains 35 percent oxygen and is known as an “oxygenate” when added to fuel. Oxygenates are added to motor vehicle fuels to make them burn more cleanly, thereby reducing toxic tailpipe pollution, particularly carbon monoxide. Oxygenates also extend the fuel supply.

Jonathan Overly, a University of Tennessee researcher and executive director of the East Tennessee Clean Fuels Coalition, said that 46 percent of all gasoline sold in the U.S. is blended with some percentage of ethanol and talked about several advantages to using ethanol-enriched fuel:

“Ethanol has been used in automobiles since Henry Ford designed his 1908 Model T to operate on pure ethanol,” Overly said. “It is a 100 percent renewable fuel, distilled from high-starch crops, primarily corn in the U.S. By the end of this year, nearly 140 plants will be producing approximately 7 billion gallons of ethanol.”

Overly said that E10 has an approximate octane rating of 91. E85’s octane rating is approximately 105.

“This means that ethanol-enriched fuel does not leave gummy deposits in fuel systems and helps to keep engines cleaner for optimal performance,” he said.

Ethanol-enriched fuel meets all applicable vapor pressure standards to alleviate driving or starting problems in hot and cold weather. It also can reduce pre-ignition problems such as knocking and pinging.

Overly said that as a renewable fuel, ethanol is better for the environment than conventional gasoline. Fuel enriched with a 10 percent ethanol blend reduces harmful tailpipe emissions by as much as 30 percent, and the emission reductions are even greater with E85. In 2005, ethanol used in the U.S. reduced carbon dioxide equivalent greenhouse gas emissions by nearly 8 million tons.

Headquartered in Knoxville, Pilot is the largest operator of travel centers in the U.S. with 287 locations in 40 states and 18 licensed locations throughout Kansas, Montana, South Dakota and Nebraska. In 2006, Pilot entered the international market opening a travel center in Tilbury, Ontario, Canada.

The company operates 46 locations in East Tennessee. In Knoxville alone, Pilot operates 32 locations convenient to neighborhoods and interstate travelers.

For more information about Pilot Travel Centers, visit [www.pilottravelcenters.com](http://www.pilottravelcenters.com).

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**WRIGHT AND OVERLY TALKING POINTS FOR E85 MEDIA EVENT**  
**Wednesday, June 6, 2007**

**10 A.M. – ALAN WRIGHT STEPS UP TO PODIUM**

**ALAN WRIGHT:**

Pilot is here today at 205 Walker Springs Road to announce that we are the first retail distributor in East Tennessee to begin selling Ethanol 85 – the environmentally friendly fuel. All of us at Pilot thank you for being here to witness this milestone event for the region.

I'm Alan Wright, vice president of supply and distribution for Pilot. Briefly, Ethanol 85, or E85, contains 85 percent ethanol, a renewable fuel made primarily from corn or other crops. The remainder is 15 percent UL gasoline. E85 burns cleaner. Ethanol, or ethyl alcohol, helps reduce air pollution, is biodegradable and does not pollute groundwater. It's just plain good for the environment.

Onstage with me is Jonathan Overly, executive director of the East Tennessee Clean Fuels Coalition and researcher at the University of Tennessee. Jonathan came to Pilot asking us to be the first fuel distributor in East Tennessee to offer E85 and recommended this location as the ideal place. Jonathan will be speaking to you shortly.

At this time, I want to recognize some folks with us this morning (ask them to raise hand when name is called):

David Dobbins, Pilot's director of supply and distribution  
Dan Fleming, our director of convenience store operations  
Mark Arwood, Pilot's regional manager for this location  
Robin May, this store's general manager

We also are grateful to have with us today:

Alan Jones, manager of Tennessee Department of Transportation's Environmental Policy Office  
Robert White, director of operations for Ethanol Promotion and Information Council in Omaha  
Reed Detring, Superintendent, Big South Fork National River and Recreation Area

Pilot is grateful to Gov. Phil Bredesen and the State of Tennessee for providing funding for alternative fuel resources such as E85. This kind of support will allow fuel distributors like Pilot Corporation to continue to install E85 pumps.

This Walker Springs Road Pilot is designated by the state as a Tennessee Green Island Biofuel Partner.

As you may know, Pilot began selling Ethanol 10, or E10 back in the 1980s when A.E. Staley Manufacturing Company built its fuel alcohol plant just down the road in Loudon.

Installing E85 at Pilot is another significant step for our company to help make our country less dependent on foreign oil. E85 is an important breakthrough alternative fuel source. It's American made and because ethyl alcohol comes from crops, it helps U.S. farmers.

Pilot hopes and intends to sell E85 at a lower price than other fuels we sell. On behalf of Pilot, we are proud to take this first step in East Tennessee by offering E85 to our customers who drive flex-fuel vehicles.

With that said, please welcome Jonathan Overly to the podium.

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## JONATHAN SPEAKS

### “What is today about?”

1. First of all it is a celebration! The grand opening of East Tennessee’s first E85 station with Pilot’s leadership and action.
2. What else is today about? It’s about bringing American fuels like E85 to market in East Tennessee, so that we can do our part—as East Tennesseans—for our country to help diversify the fuels we use away from petroleum and toward cleaner-burning, renewable, American fuels.
3. It’s about creating jobs in the U.S. like American farmers growing food and nonfood crops for making American fuels and biofuel producers using local resources to make fuels for their communities, including crops, crop residues and waste streams.
4. It’s about air quality, both local and international. Ethanol from corn and cellulosic materials helps reduce the CO2 footprint of light-duty vehicles, and needs to be part of the diet of American vehicles.
5. Thank you State of Tennessee and specifically TDOT and Commissioner Nicely for setting aside federal and state funds to help bring E85 and B20 stations to green corridors across the state.
6. Thank you TDOT for walking the talk with biofuels by using biodiesel in what will soon be almost all of your diesel vehicles state-wide.
7. Thank you community partners like ORNL for being the first fleets in the area to get this fuel in your own refueling tanks. *[Thanks to Dr. Mark Downing and Dr. Reinhold Mann from ORNL for joining us today as well.]*
8. Thank you local Ford and GM dealers for helping us show that vehicles are on the market right now that can burn this fuel. *[SIDENOTE: In rough numbers, there are on the order of 4,000-5,000 flex-fuel vehicles in Knoxville today, so there is no lack of vehicles that can use this fuel now, here!]*
- 9. Certainly last but not least, thank you Pilot Corporation for leading the way by opening East Tennessee’s first E85 station!**

## ALAN WRIGHT:

Thank you Jonathan. And now, let’s unveil Pilot’s – *and the first* – E85 fuel pump in East Tennessee, here at 205 Walker Springs Road in Knoxville! We have several flex-fuel autos lined up here for fueling – starting with one of Pilot’s own company fleet vehicles.

Thank you for coming. We will be available for interviews.

## PROGRAM ENDS

## E85 FUELING BEGINS

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