



As we are entering into the Holiday Season, Pilot Flying J would like to take this opportunity to thank you for your business and for how your companies and drivers keep North America moving during this time of the year.

In addition, as the winter season is less than a week away, we wanted to remind you of the improvements we have made in our over 4,000 DEF pumps to make them "winter ready" for your drivers.

- External insulated jackets
- Nozzle doors replaced with durable door flaps
- Internal insulation in each DEF pump cabinet
- Heat deflectors installed to concentrate heat on the nozzle point
- All pumps were inspected for leaks and heat trace alarms

We also wanted to take this opportunity to remind you of our winter weather blending policies for diesel fuel:

Travel Center/Plaza Locations with no biodiesel -B5 bio diesel:

Pilot Flying J will begin blending a single treatment of cold flow improvers when the outside temperature reaches +15F to +5F. Should the outside temperature reach +5F to -5F; we will begin double treatments of cold flow improvers. Once the outside temperature dips below -5F; the fuel will be treated with double treatments of cold flow improver **and** 20% of No 1 fuel. Should No 1 fuel not be available in the market area, triple treatment of cold flow improver will be used. All stores except the cold weather stores listed below will fall into this category as needed. Cold weather stores will begin treatment when the outside temperature reaches +15F and will remain in place until March 1, 2016, regardless of the outside air temperature.

COLD WEATHER STORES:

Fremont, IN #29

Highland, IN #31

South Bend, IN #35

Valparaiso, IN #36

Plymouth, IN #198

Gary, IN #271, #719

Burns Harbor, IN #445

Lowell, IN #448

Lake Station, IN #546, #650, #1020

Hebron, IN #653

Bow, NH #896

Austinburg, OH #002, #694

Avon, OH #004

Perrysburg, OH #012

Toledo, OH #015

Napoleon, OH #303

Lake Township, OH #700

Erie, PA #311

All Locations in the following States:

Colorado

Massachusetts

Michigan

Minnesota

Nebraska

New York

North Dakota

South Dakota

Wisconsin

Wyoming

Travel Center/Plaza Locations in Iowa and Illinois:

Once treatment at any Illinois or Iowa location begins, double treatment rates will continue the entire winter season (through March 1st) regardless of the outside air temperature while biodiesel is being blended. ET Products, Afton Chemical and Old World will be Pilot Flying J's primary winter diesel additive providers for the 2015-2016 season.

Should you have any questions about our blending policy for this year, please contact us at 800/562-6210, extension 2699.



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