



BAYSTATE  
**bio****fuels**  
fueling a change to green energy

# Baystate Biofuels



Oil plays an increasingly critical role in global commerce – and it is harder to find and harvest than at any other time in modern human history. Baystate Biofuels can help. We are a renewable energy company working to combat global warming and the effect of shrinking oil reserves. We produce and distribute alternative fuels and promote green energy production.

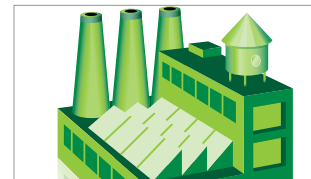
We are leading the way in providing a less expensive, American-made option to petroleum diesel for the home-heating oil, aviation fuel, and on-road diesel fuel markets. Our economically sound, bio-derived alternatives to petroleum products reduce environmental impacts from combustion and provide opportunities for the communities in which we operate.

We are a sustainable ASTM-grade biodiesel production and distribution company with a footprint in USA, China and Ghana.

## *Our Vision*

*We will innovate and lead the search for the next generation of fuels that provide low-cost energy and minimize pollution and our environmental footprint. Our products will be greener, more affordable, and better for America.*

we are  
proud  
to be the **greenest,** most  
sustainable  
wet fuel distributor in the United States



Baystate Biofuels used existing infrastructure to cut down on waste and minimize our impact on the environment. Not one tree, animal, or river was disturbed by our construction. We are also bringing well-paying jobs to an area reeling from losing 16,000 jobs.



Using biodiesel as opposed to petroleum products reduces green house gas emission by as much as 78.5%.



Solar-powered photovoltaic cells provide green electricity for our distribution terminal.



Excess steam from a nearby construction waste-to-energy plant keeps the biodiesel in our storage tanks hot.

# Key Benefits

Baystate Biofuels is becoming known as a provider of high-quality alternative fuel. From local delivery services to large oil companies, we enable users and sellers of all sizes to experience the advantages of biodiesel. Our fuel helps our customers by providing these key benefits.



## Greener energy Less environmental impact

Biodiesel is a clean renewable resource delivering significant reduction of virtually all regulated emissions. For every unit of energy needed to produce a gallon of biodiesel, 3.24 units of energy are gained. Biodiesel is also safer to transport and handle.



## More energy autonomy Less reliance on foreign producers

Biodiesel can be manufactured using existing industrial production capacity quickly addressing our energy security needs. Since biodiesel can be used in conventional diesel engines, the renewable fuel can be used instead of petroleum products; reducing our dependence on imported oil while supporting American industry.

*With biodiesel that meets the D-6751 specification, there have been over 45 million miles of successful, problem-free, real-world operation with B20 blends in a wide variety of engines, climates, and applications.*

**National Biodiesel Board**



## Greater economic opportunity Lower prices

Increased use of renewable biofuels results in economic benefits to all participants – from the farmers growing the crops through the consumers using it to fuel their cars and heat their homes. Companies using and offering biodiesel position themselves as forward thinking and green.



## Better or comparable performance No quality concerns

Biodiesel is more lubricating than diesel fuel, which increases the life of your engine. Engines running on biodiesel normally have similar fuel mileage, auto ignition, fuel consumption, power output, and engine torque to traditional diesel. Also, the National Biodiesel Accreditation Commission (NBAC) issues a 'Certified Biodiesel Marketer' seal of approval assuring customers and engine manufacturers that the fuel meets ASTM standards.

### ***Biodiesel? – it's in there***

*ASTM D-6751 includes up to 5% biodiesel. When you buy standard diesel, it could contain biodiesel – so chances are you've already used biodiesel, you just didn't know it. Low percentage biodiesel blends make a big difference to the environment.*

### ***Be proactive***

*When you purchase and use our biodiesel, you create a marketing opportunity for your company. Don't keep it a secret – make it work for you.*

# Accessible pricing supports market success.

Our vertically integrated, multi-pronged strategy toward biodiesel production and distribution results in a green, economically feasible solution. With the creation of affordable feedstock production in Ghana and distribution of our product to China, we establish our American presence abroad and are uniquely positioned to pass along savings to our customers.

While biodiesel prices are slightly higher than petroleum diesel prices, they come with substantial rebates paid for by oil companies meeting compliance with the Federal Renewable Fuel Standards. Biodiesel at the terminal is often less expensive than petroleum diesel, and our biodiesel will always be less expensive at the retail pump.

## Renewable Identification Numbers - RINs

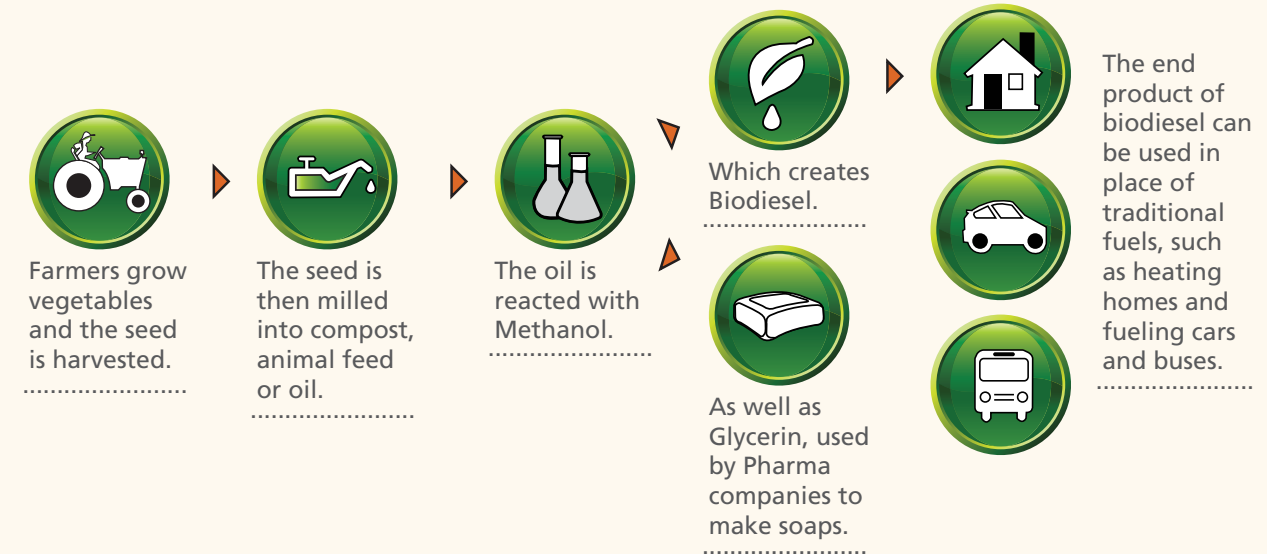
*The Renewable Fuels Standard requires renewable fuel use by oil producers and importers under section 202. It has since been updated by the Energy Independence and Security Act of 2007 (H.R. 6), which increased the mandates and pushed renewable fuel requirements higher. In short, oil producers or importers either have to purchase renewable fuels or RINs as a substitute for the fuel. With every gallon of our biodiesel purchased and blended to B20 or less, 1.5 RINs are generated, which can be sold to the oil companies by EPA registered businesses. This ensures a green future for America and an effectively lower biodiesel price at the pump.*

*Ex: 9,000 gallon = 13,500 RINs, Each RIN is currently worth \$0.12, so \$2,430/ 9,000 gallon trailer load*

# Evolve your corporate image.

Partnering with Baystate Biofuels underscores your company's environmental focus. Together we can help this country become greener and less reliant on foreign oil.

Each company that we work with has different biodiesel requirements - and we are committed to working with each customer to create viable solutions. Our easy access to rail and trucking routes facilitate our terminal and blending operations and allow our customers to meet state mandates.





# Trust our expertise.

Our leadership has extensive and deep experience in biofuels and biodiesel production. We have the project experience to help you handle all of your biodiesel requirements. We’re here to act as your turnkey biodiesel project manager, supplier, blender, RIN trader, and compliance officer. We maintain expertise in all of these services so that you don’t have to put 10% of your resources towards 2% of your product.

# Biodiesel fueling tomorrow – and today.

From farming and construction to transportation and home heating, organizations of all sizes are realizing the benefits of biodiesel as a viable, environmentally sustainable alternative to petroleum diesel. **Entities using biodiesel include:**

Government:	Schools and Universities:	Corporations:	Transportation:
City of Flagstaff, AZ	Auburn University	FedEx	Amtrak Rail Runner, NM
City of Philadelphia, PA	James Madison University	Green Mountain Coffee Roasters	Cedar Rapids Transit
City of Santa Monica, CA	Jefferson County Public School District, Louisville, KY	IKEA 3D Showroom	Chittenden County Transportation Authority, VT
City of St. Louis, MO	Lakewood, Aurora, Arvada and Littleton Public Schools, CO	L.L. Bean	Continental Airlines
Las Vegas Water District	Medford, New Jersey School District	New Belgium Brewery	Denver Public Works and Fleet Depts.
NASA	University of Colorado	Odell Brewing Company	Lambert International Airport, St. Louis, MO
Nevada State Energy Office	University of Connecticut	Peace Coffee Company	Missouri Department of Transportation
New York State Parks Department	University of Minnesota	Philadelphia Eagles	New Jersey Dept. of Transportation
U.S. Department of Agriculture	University of Nevada – Reno	Poland Springs	Orange County Transportation, CA
U.S. Department of Defense	University of South Florida	Sysco Corp	Orlando Public Transit, FL
U.S. Forest Service	University of Vermont	United Parcel Service	Peter Pan Bus
U.S. Postal Service	University of Virginia	Wachusett Mountain Ski Resort	Virgin Atlantic
Yellowstone National Park		Waste Management	

Sources: [www.biodiesel.org](http://www.biodiesel.org), [Beverage World](http://Beverage World), [www.autobloggergreen.com](http://www.autobloggergreen.com), [www.biodieselmagazine.com](http://www.biodieselmagazine.com), [www.Denvergov.org](http://www.Denvergov.org), [www.ci.burlington.vt.us](http://www.ci.burlington.vt.us), [www.nbc.com](http://www.nbc.com), [www.crimsonrenewable.com](http://www.crimsonrenewable.com), [www.theenergy.coop](http://www.theenergy.coop), [www.biodieselinvesting.com](http://www.biodieselinvesting.com), [www.energy.gov](http://www.energy.gov), [www.peterpanbus.com](http://www.peterpanbus.com), [www.amtraktrains.com](http://www.amtraktrains.com), university websites.

# Biodiesel Performance.

Wondering if you’ll see the same energy return from B20? Check below, a B20 blend has a 1.7% energy difference. Road tests showed that this difference isn’t even statistically detectible.

Average Density and Heating Value of Biodiesel and Diesel Fuel	Net Heating Value Avg., Btu/gal.	% Difference vs. No. 2 Diesel Avg.
No. 2 Diesel	129,500	
Biodiesel (B100)	118,296	8.65 %
B20 Blend (B20)	127,259*	1.73 %*
B2 Blend (B2)	129,276*	0.17 %*

Source: [www.mass.gov](http://www.mass.gov)



Biodiesel cleans out oil deposits left behind by diesel. New users will have to change their fuel filter after a few fill-ups. Some older fleets have seen a MPG increase. Don’t worry about gelling. B20 fleets run year round in Michigan, so we can make it work in New England.



In homes, biodiesel blends that are higher than 20% may initially cause clogs, but after several fill-ups, biodiesel leaves a clean and more efficient tank. Baystate Biofuels will work with customers who want high percentage blends.

## Partner with us.

Your company will:

- reduce its carbon footprint
- create local jobs
- protect the environment
- help America forge an energy-independent future

Share your decision to change to biodiesel with your customers and they'll thank you with additional business.

## Working together for mutual success and a more sustainable world.

Consider biodiesel from Baystate Biofuels for your heating, transportation, and green energy needs. Realize the substantial impact that biodiesel can have as it replaces your diesel fuel on a gallon per gallon basis.

Every employee at our company is invested in your success. We are passionate about what we do and committed to building partnerships with all of our customers. Take advantage of this renewable energy option and join us as we fuel a change to green energy.

### *Helping oil companies create a greener tomorrow*

*The Massachusetts Clean Energy Biofuels Act mandates that oil companies must have 2% biodiesel incorporation by 2010. The percentage increases by 1% each year until 2013 when it must reach 5% biodiesel incorporation into all diesel fuels. Baystate Biodiesel helps the oil industry by integrating a more sustainable product into their market. Partnering with us, they can sell another product and demonstrate movement towards a more sustainable future.*

## Americans choose green.

In today's environmentally conscious world, using green products in your value chain is a proven method of increasing sales. Companies that ignore this new reality do so at their own peril as competitors will take advantage of sustainable commerce to gain a competitive edge in the marketplace.

Baystate Biofuels can help. We have convenient and trusted money-saving solutions to grow your sales. For Example, B12 blends are cleaner than even natural gas. Imagine telling your potential customer that. Call us today to find out how we can help you gain market share while helping save the environment at the same time.

## Ready to Fuel a Change?

Contact our sales team at [sales@baystatebiofuels.com](mailto:sales@baystatebiofuels.com), or call (888) 574-1577 to open an account, plan for deliveries, get updated pricing, or design a contract for your business.

For general inquiries contact (888) 574-1577, [info@baystatebiofuels.com](mailto:info@baystatebiofuels.com) or visit [www.baystatebiofuels.com](http://www.baystatebiofuels.com).





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