



# Hugh Loomans

CEO, Sylvite Group of Companies

“Green Initiatives”

***Driving***  
*for*  
***Profit***

Your connection to Transportation Industry Experts

***SELECTRUCKS***



# *Green Initiatives*

**Hugh Loomans, President & CEO**  
**Sylvite Group of Companies**

Green Initiatives



# Overview

**1. Who Sylvite is – Business Units**

**2. What are the Initiatives for being GREEN?**

**3. GREEN in Transportation**

**4. Biodiesel Advantages and Issues**

**5. New Fuel Technologies**

**6. New GREEN Products**

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# Who Is Sylvite?

**Founded in 1977, with a strong Agricultural base, primary products being Ag fertilizers.**

**In 1983 we introduced a number of additional products and value-added services including warehousing and trucking.**

**Now a full-service agricultural and industrial supplier through the addition of acquisitions and two joint ventures operating in Pennsylvania and Florida with Canadian facilities across the East.**

**Today we are the largest Canadian-owned independent wholesaler of farm fertilizer in Ontario and Eastern Canada.**

**Integrated network includes-extensive warehousing services, trucking fuel, financial services and Ag supply.**

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**Sylvite**  
GROUP OF COMPANIES

# Business Units

## **Sylvite Agri-Services**

Founded in 1985, sells fertilizer to both wholesale and retail customers. Markets crop protection, feed, seed, feed additives and farm supplies. Agricultural services-grain elevation, agronomic consulting, warehousing and handling.

## **Sylvite Financial Services**

Acts as an Insurance Consultant to the Risk Management Alliance program.

## **Sylvite Sales**

Formed in 1977, positioned itself as an independent and reliable supplier of fertilizer and has added industrial markets to their focus.

## **Sylvite Transportation**

Formed in 2001. Transportation seemed to fit in with the Sylvite group as rail, water and road transportation logistics are important components of all Sylvite's other businesses.

## **Sylvite Fuels**

Formed in 2001, provides delivery of home heating and farm fuel products, operates commercial cardlocks and offers biofuels and biodiesel products.

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## Green Initiatives

### What are the Initiatives for being **GREEN**?

- **Improve Corporate Reputation and Reduce Carbon Footprint**
- **Improve your Company's Image with Customers, Investors and Partners**
- **Creating Differentiation in Brand and Services**
- **Help to Gain Additional Business with other 'Green' Companies**
- **Support your Company's Corporate Social Responsibility Program**
- **Increase Levels of Operating Efficiency**
- **Reduce Costs**
- **Improve Staff Morale and Aiding Recruitment**
- **Prepare for Future and Existing Environmental Regulations**
- **Sustainable Development**

Green Initiatives

**GREEN** in the Transportation Industry.



**Fuel**



**New Fuel Technologies**



**New GREEN Products**

# How Far on \$500 Worth of Diesel?





# Biodiesel Advantages

- **Environmental Properties:**
  - Safe
  - Renewable
  - Non-toxic
  - Biodegradable
- **No Equipment Modifications Required.**
- **Used Interchangeably** with regular diesel.
- **Higher Cetane Rating** increased power.
- **Lubricity** naturally high lubricity value extends engine life by reducing wear and tear on components that come into contact with the fuel. ULSD sulfur levels down to 15ppm.
- **Emissions and Carbon Reduction** “carbon-neutral” fuel 70-90% reduction from diesel.
- Using biodiesel to give your company a **GREEN Image**.
- **Cost Savings** biodiesel usually costs equal or less than conventional diesel.

# Perceived Issues

- **Cold Weather Performance** Biodiesel has higher cold flow temps than diesel fuel however blends of B10 or less will not cause problems. Additives can also be used in the fuel to aid use of higher concentrations.
- **Cleaning Effect and Filter Plugging** B100 works as a solvent, will loosen accumulated sludge in tank.
- **Food vs. Fuel** although a food source is used to make biodiesel-18% of soybeans are oil, the rest is protein, majority used for food.
- **Inferior Product** know who you are buying your fuel from and make sure that it follows the ASTM D6751 fuel standards. 5% biodiesel meets ASTM D975 standards.
- **Confusion among OEM manufacturers** – Fuel issues not covered.

# New Fuel Technologies

- **Second Generation Biofuels**
  - Food vs. fuel and new feedstocks.
  - Cold flow properties identical to diesel.
- **Additives**
  - Burn fuel more efficiently
  - New fuel additive chemistries
  - European Technologies.
- **Better use of GREEN Products**
  - More efficient engines
  - Lubricants
  - Tires

# New GREEN Products

Fuel is one big way to become **GREEN** but a little goes a long way.

- **Energy Saving Light Bulbs** last around 10times longer than regular light bulbs.
- **Strive for a Paperless Office**, reducing paper filing and store documents in a digital format. Save on paper and ink.
- **Provide Separate Bins** for Organic Waste and Recyclables
- **Buy Recycled/Recyclable Office Furniture** when replacing office furniture