

## FEATURED CLIENT SPOTLIGHT



MAJOR MIDWEST RETAIL GROCERY CHAIN

### CLIENT HISTORY

Schnucks Markets, Inc. was founded in St. Louis, Missouri (USA) in 1939. Since then, the company has grown to include more than 100 Schnucks stores in Missouri, Illinois, Indiana, Wisconsin, Tennessee, Mississippi, and Iowa. Schnucks is the 10<sup>th</sup>-largest privately held grocery store chain in the United States and now ranks number 87 on the list of the nation's largest family-owned and operated companies.

### INTERNATIONAL FUEL TECHNOLOGY & SCHNUCKS

In early 2007, Schnucks first implemented IFT's DiesoLIFT 10™ surfactant formulation in their diesel fuel for use in their distribution truck fleet of over 100 units. After the two-to-three week conditioning period, data drawn from the company's advanced fuel management system began to show an immediate increase in the overall fleet fuel economy. After an extended period of use, the fleet fuel economy reached an unprecedented high - an overall increase of over 6% compared to the previous unadditized period. One unit was able to yield over 8.0 MPG for an extended period, a level of efficiency that had never been achieved in a Schnucks distribution truck prior to the

introduction of IFT products. Year-to-year comparisons, in which the 2007 fuel economy data was compared to the same period from 2006, also revealed a significant improvement in fuel economy, further verifying the value provided by DiesoLIFT 10™.

After nearly a year of running DiesoLIFT 10™, Schnucks is already realizing a number of the maintenance benefits created by IFT products. Fuel systems are noticeably cleaner, the improved lubricity is helping to preserve the integrity of internal parts and engines, and there is a significantly lower occurrence of injector nozzle fouling.

"With such a large fleet, we are constantly seeking ways to reduce fuel consumption, cut back on emissions, and make our fleet more efficient," said Steve Carroll, Schnucks Markets Director of Transportation. "IFT's DiesoLIFT™ technology has provided a significant boost to our fleet's overall fuel economy, which translates to immense savings on our annual fuel costs that can then be passed on to our customers. IFT's products have also been easy to implement

and fit perfectly with Schnucks' ongoing commitment to having one of the most fuel-efficient fleets in the country."

"At Schnucks, we constantly monitor fuel economy data for our fleet using our computer-based fuel management system, which enabled us to accurately track the effect of DiesoLIFT™ 10 on the fuel consumption of each individual truck," said Kevin Redell, Schnucks Markets Fleet Maintenance Manager. "The results we have seen since implementing DiesoLIFT™ 10 in our fleet have been remarkable and we look forward to continuing our relationship with IFT moving into the future. We are convinced that DiesoLIFT™ 10 is one of the most effective fuel-efficiency additives on the market."

Schnucks continues to use DiesoLIFT 10™ on a full-time commercial basis, splash-blending the fuel at the central underground fuel source.

For more questions or information about International Fuel Technology and its products, please contact:  
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Schnucks relies on its privately-owned diesel truck fleet to supply over 100 retail locations in the U.S. Midwest region.