



“Farm to Market . . . Biodiesel is Fueling the Economy”

**Cindy Thyfault, President
Westar Trade Resources
Lubbock, Texas
October 25, 2006**



Bioenergy Issue

In 2004, the U.S. consumed 20.7 million barrels of crude oil and refined products per day, approximately 58% of which were imported from other countries.

Approximately 47% of the U.S. crude oil consumption is Gasoline, 21% is Diesel, and 10% is Jet Fuel.

The 2005 energy bill established a renewable fuels standard to require the use of 7.5 billion gallons of ethanol and biodiesel by 2012, and extended tax benefits enabling both fuels to compete in today's market.

***Biofuels are good for the environment,
the economy, and world peace.***



"Americans are discovering the road to energy independence is paved with natural resources grown right here at home. This is a new era for America's farmers, ranchers and rural communities as they seize this moment where opportunity meets need, and where American ingenuity breaks a century long addiction to oil."

USDA Secretary Mike Johanns

**Texans can be a part of this
new economy through:**

**Ingenuity
Hard Work
Doing Things in the Right Order**



Key Biodiesel Development Challenges:

- 1. Feedstocks**
- 2. Transportation**
- 3. Equipment**
- 4. Business Model**
- 5. Financing**



Feedstock Challenges

Neither Texas nor the U.S. produces enough grain to supply the Ethanol demand or enough oilseed crops to supply the Biodiesel demand.

The success of any Biodiesel enterprise is dependent upon:

- 1. Feedstock**
- 2. Feedstock**
- 3. Feedstock**

The company who controls the Biodiesel Feedstock is destined for success.



Economic Value of Biodiesel Feedstocks

Potential oil production of four species of oilseed crops grown in Texas.

Crop	Production Area - million acres -	Seed Production - million lbs. -	Oil Content - % -	Total Oil - million gallons
Cotton	5.73	4,462.0	20	111.550
Peanuts	0.26	455.7	45	45.7
Soybeans	0.25	455.0	18	10.2
Sunflowers	<u>0.05</u>	<u>4.5</u>	<u>40</u>	<u>3.4</u>
Total:	6.29	5,377.2	- -	111,609.3



If Texas is to participate as a feedstock supplier in significant biodiesel production, there is a need to:

Increase the average of oilseed crops grown across the state.

This production will compete directly with existing crops (wheat, sorghum, and dryland cotton) or will be located on marginal areas not currently in production.

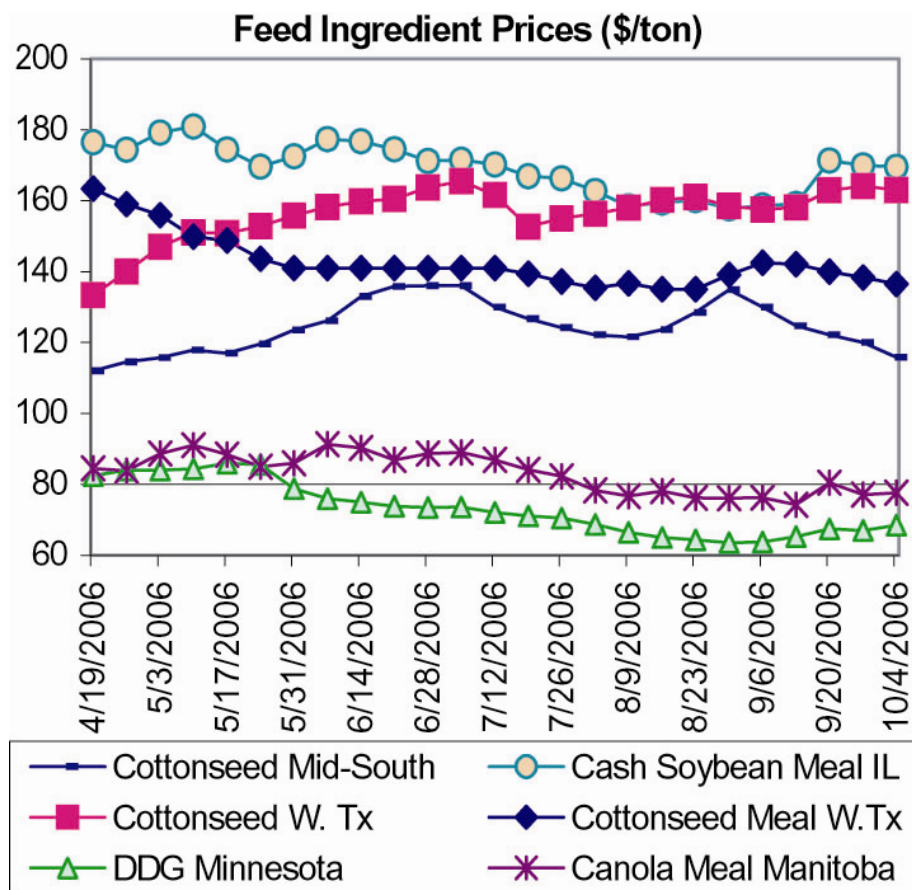
The production of a 100 gallon per acre feedstock on a million acres would generate 100 million gallons of biodiesel with a wholesale value of \$300 million.

A 40 gallons per acre feedstock can be grown where wheat and sorghum are currently grown. Under this scenario, a million acres of biodiesel feedstocks would generate 40 million gallons of vegetable oil (\$120 million).

All U.S. soybeans = 6% of Diesel demand



Demand For Cottonseed





Transportation Challenges

Less competition for rail service

Condition of rail lines

Cost of new or upgraded rail construction

Freight rates

Dependable delivery times

Unit trains

The current rail service is a difficult situation that is not improving soon, and is a battle that you will fight every day.



Equipment Challenges

New and unproven technologies

Capital costs

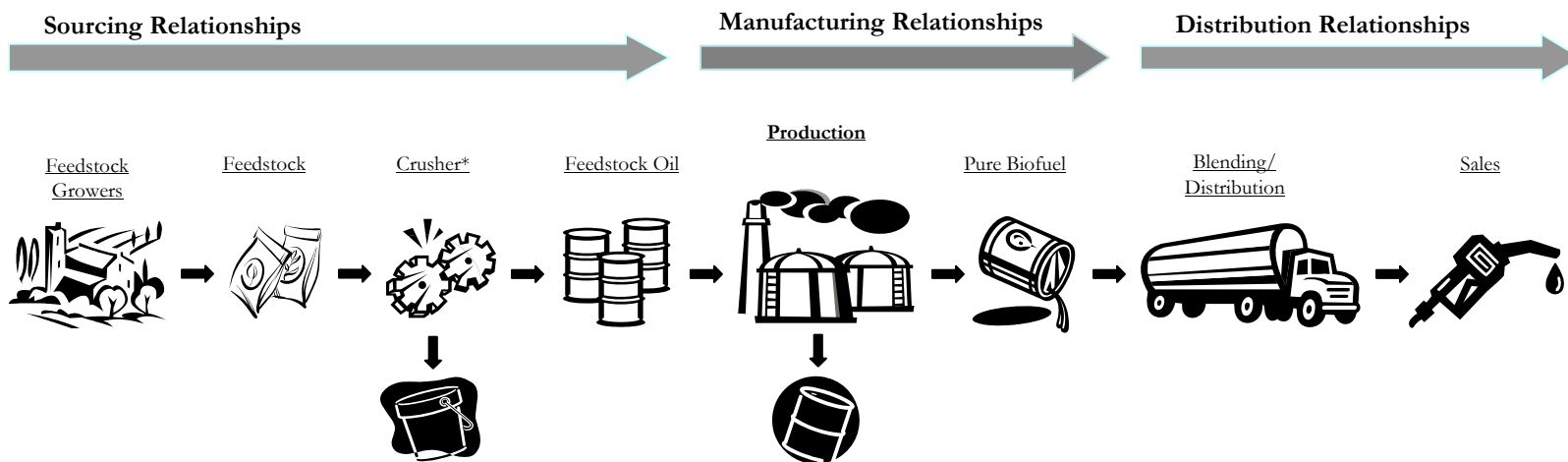
Long wait for delivery of equipment

No trained workforce

Changing quality standards



Business Model Challenges





Financing Challenges

Equity requirements

- Business owners**
- Local community incentives**
- Investment community**
- Government assistance**

Current financial market requirements

- Strong business model**
- Strong management**
- Strong marketing partners**
- Secure supply of feedstock**



Successful Texas Biodiesel Businesses will:

Have maximized their resources.

Invested in infrastructure.

Focused squarely on the future, not the past.

**Looked for economic opportunities as well as
quality of life opportunities.**



Cindy Thyfault, President
Westar Trade Resources
Lubbock, Texas
806-853-9095
www.westartrade.com