

**TransTech Energy, Inc.**

**AmeriGas®**  
*America's Propane Company*

***Partner Services Program***

# Program Overview



The goal of this program is to provide AmeriGas sales representatives with the following:

- A new source for generating additional margin within current customer base on services currently not offered by AmeriGas
- A way to maintain account integrity and offer proactive solutions that are current and relevant to current customer base
- A new sales tool that can help open doors at prospective customer and competitive accounts

# Product & Service Offering



TransTech Energy's product and service solutions compliment AmeriGas' core services, helping grow propane sales and market share:

- ◆ NFPA 58 Compliance Upgrades
- ◆ Bulk Storage Plant Design/Build Services
- ◆ Vapor Distribution Systems, Standby Plants
- ◆ Alternative Fuel Systems

# NFPA 58- 2011 Compliance

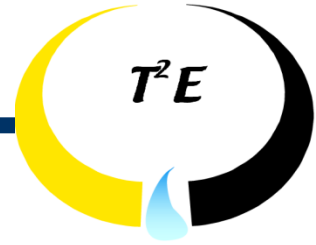


The 2001 Edition of the National Fire Protection Association, Pamphlet 58 - Liquefied Petroleum Gas Code, contains a provision requiring propane tanks with a capacity of 4,001 gallons or more to have thermally actuated valves and remote shutdown capability. The upgrade of existing systems must be completed by July of 2011.

Target audience is anyone with tank that is larger than 4,000 gallons

- Industrial
- Agriculture
- Vapor Service
- Standby & Interruptible

# 2011 Opportunity- “Low Hanging Fruit”



- Easy cold call. Learn about customer's needs and position AmeriGas as a solution provider.
- Perform 2011 upgrades
- Replace Pressure Relief Valves
- Repair Existing Problems & Replace Equipment as Required
- Standby Plants on overage have 30,000 gallons minimum storage. Propane burned prior to upgrades, new load of propane to be purchased

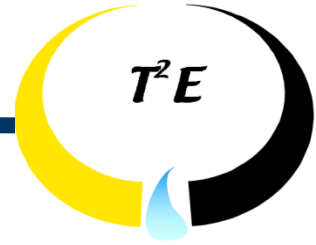
# 2011 Upgrade Simple Process



TransTech Energy makes the process simple

- ◆ Reps make contact with customer and offer free review or inspection of the bulk plant
- ◆ Reps take digital photos of the tank/plant, all tank openings, valves, piping and bulkhead. Collect basic information
- ◆ Email photos to [amerigas@transtechenergy.com](mailto:amerigas@transtechenergy.com)
- ◆ Visit <http://www.transtechenergy.com/amerigas> and fill out the web form with customer information

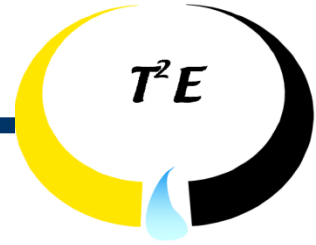
# 2011 Upgrade Proposal Process



After information entered in website and photos emailed:

- ◆ TransTech enters account into their CRM system identifying customer as AmeriGas lead
- ◆ TransTech Energy prepares the proposal, contacts rep and provides a deliverable proposal to rep
- ◆ Rep reviews proposal with customer. TransTech is available to assist with review and answer questions.

# Bulk Storage Plant Services



- Bulk Storage Plants Services
  - ◆ Bulk Plant Design/Engineering
  - ◆ Tanks
  - ◆ Piers
  - ◆ Installation
- Bulk Storage Upgrades
  - ◆ Customers with multiple small tanks
  - ◆ New prospects
  - ◆ Industrial Facilities for Standby/Vapor Service
- Bulk Plant Relocations

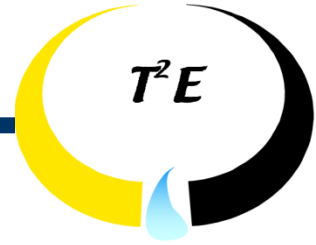


# Vapor Distribution/Standby Plants



- Vaporizers- Waterbath and Direct-fired
  - ◆ Ransome
  - ◆ Ely Energy
  - ◆ Algas-SDI
- Propane-air/Standby Plant Design & Integration
  - ◆ Sizing
  - ◆ Engineering
  - ◆ Plant Design & Construction
  - ◆ Equipment Sourcing

# Vapor Service Process



Requires more in-depth information from customer.  
Recommend a coordinated approach with TransTech speaking with customer as needed, by phone or in person.

- ◆ Complete TransTech Vaporizer/SNG Questionnaire
- ◆ TransTech Energy coordinates sizing and engineering of vaporizer system and bulk plant.
- ◆ TransTech prepares proposal, contacts rep and provides a deliverable proposal to rep
- ◆ Rep and TransTech review proposal with customer.



**TRANSTECH ENERGY**  
Alternative Fuel Systems

# Alternative Fuel Systems



- Bi-fuel Engine Systems-
  - ◆ *Liquid Propane Injection from Icom*
  - ◆ *Transportation Fleets, Public Fleets, Law Enforcement, Utility Companies, Ambulance Services, Delivery Vehicles and more*
  
- Propane Diesel Injection
  - ◆ *Above Road Trailers*
  - ◆ *Light, Medium and Heavy Duty Trucks*
  - ◆ *Construction Machinery*
  - ◆ *Stationary Engines*
  
- Autogas Fueling Equipment & Infrastructure
- Fleet Design, Installation & Training

# Alternative Fuel Process



Requires more in-depth information from customer.  
Recommend a coordinated approach with TransTech speaking with customer as needed, by phone or in person.

- ◆ Review of account with Transtech Alt Fuel Manager
- ◆ TransTech Energy coordinates sizing of engine systems and autogas dispensing equipment
- ◆ TransTech prepares proposal, contacts rep and provides a deliverable proposal to rep
- ◆ Rep and TransTech review proposal with customer.

# Program Support



- Custom AmeriGas Gas Web Portal
- Access to TransTech Sales and Support Personnel
  - ◆ Site visits to support reps
  - ◆ Phone Conference Calls
  - ◆ Webinars
- Customized Marketing Materials
- Joint Marketing Campaigns
- Access to Propane AFV Mobile Display

# Contact Information



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