

LPG REMOTE CONTROL BENEFITS IN 6 STEPS:

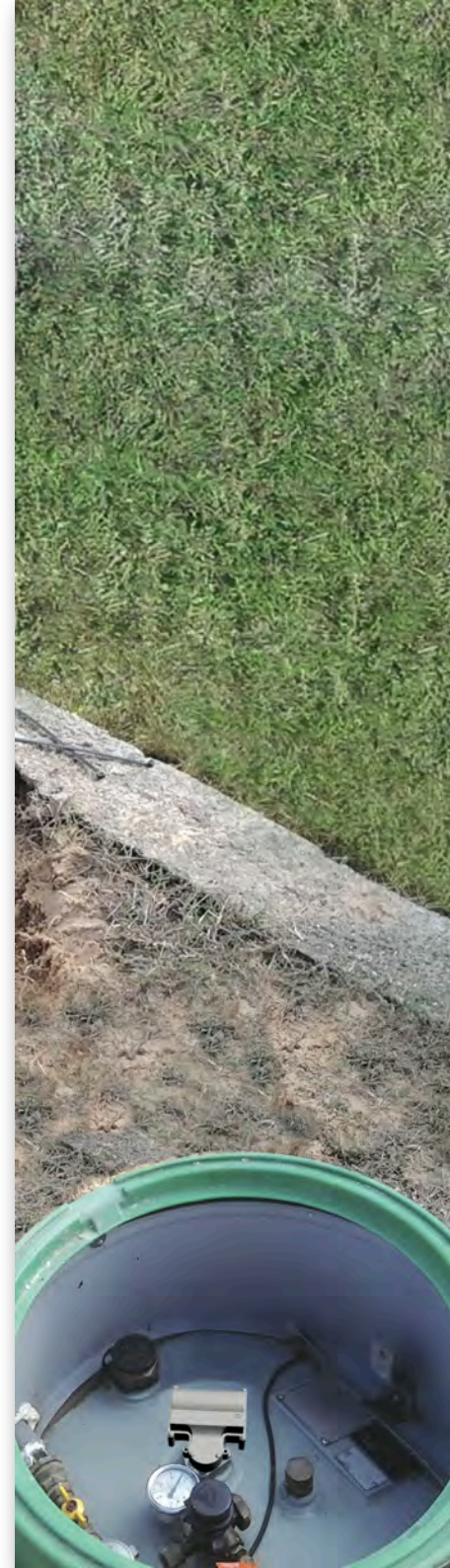
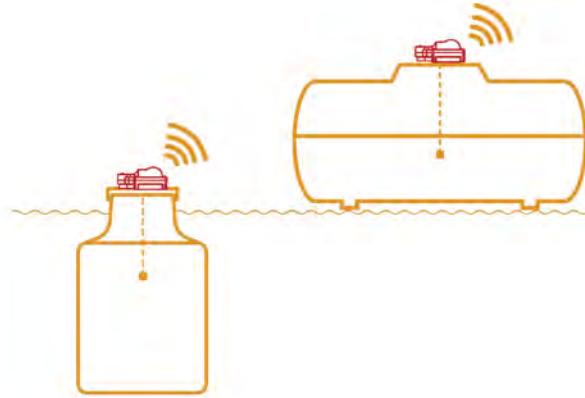


The installation is EASY, FAST and FREE*!



ZERO

REMOTE MONITORING LPG TANK LEVEL



GPS ONE

FLEET REMOTE CONTROL



How to make use these benefits?

1.ZERO setup during the first LPG tank installation

2.ZERO setup during the maintenance or refilling

3.Customer management and cost optimization

4.Protect your investments

5.Organization delivery without extra employees costs

6.Logistics management: GPS ONE

*** Cost survey report**

1. ZERO setup during the first LPG tank installation



- Installing ZERO at the same time as the tank will save installation costs charged to the company



- missing ZERO installation at the same time as the tank adds extra costs and manpower wasting

ROUNDTRIP	50 km x 2 (RT)	100 km
MILEAGE COST	100 km x 0,3672 €/km	36,72 €
EMPLOYEE COST**	2/h x 32,00€/h	64,00 €
ZERO*** (NET price list)		115,00 €
SETUP COSTS		100,72 €
TOTAL SAVING		14,28 €



THE COST OF THE DEVICE IS REDUCED

* SOURCE: ACI
 ** REFER TO STANDARD COMPANY EMPLOYEE COST
 *** QUOTATION'S SUPPOSITION PROVIDED IN DEDICATED OFFER

2. ZERO setup during the maintenance or refilling



- installing ZERO at the same time as maintenance or refilling operations will save installation costs charged to the company



- missing ZERO installation at the same time as maintenance or refilling adds extra costs and manpower wasting

ROUNDTRIP	50 km x 2 (RT)	100 km
MILEAGE COST*	100 km x 0,3672 €/km	36,72 €
EMPLOYEE COST**	2/h x 32,00€/h	64,00 €
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3. Customer management and cost optimization



- operations planning refilling by check-up of neighboring customers
- customers satisfaction by not interruption supply with tank empty



- call customer management
- the customer management on holidays, night or emergency fare
- the customer tank empty stock and claim damages

SERVICE COST OF REFILLING CALL WITHOUT ZERO		206,00 € (EACH REFILLING)
SERVICE COST OF REFILLING CALL WITH ZERO*		24,00 € /YEAR
SAVING		182,00 € / TANK YEAR



THE COST OF THE DEVICE IS REDUCED

* the first year the amount is to be added to the purchase of the ZERO device.

4. Protect your investments



- Lock the tank to refillings

LPG SALES RATE*	0,74 €/liter	0,74 €/liter
1000 liters TANK refilling** (max 85% with starting level at 20%)	650 liters x 0,74 €/liter	481,00 €
SUPPOSITION OF 2 UNAUTHORIZED REFILLINGS (INCREASED FAILURE)***	1.950 liters x 0,74 €/liter	962,00 € TANK-YEAR



**WITH THE ZERO DEVICE YOU COLLECT +962,00 €
FOR TANK-YEAR**

* SOURCE: GLOBAL PETROL PRICES

** REFILLING SUPPOSITION

*** AUTHORITY FOR ELECTRICITY ENERGY GAS AND WATER SYSTEM

**** LEGISLATIVE DECREE 22 February 2006, no. 128:

pecuniary administrative sanction ranging from 20.000 to 50.000 euros

5. Organization delivery without extra employees costs



- customer loyalty
- anticipated sales
- best prices
- working in all seasons

LPG SALES RATE* (low season)	650 liters x 0,74 €/liter	481,00 €
ESTIMATION OF EMPLOYEES STRAORDINARY COST FOR DELIVERY IN HIGH SEASON**	1 employee 144 hours x 40,00 €/h (32,00€/h+25%)	5.760,00 €
TOTAL YEAR SAVING		5.760,00 €



- lower sales in low season periods
- no flexible prices
- work accumulation in high season periods



**SAVINGS 5,760.00 € FOR EMPLOYEE, MULTIPLIED BY X
NUMBER OF EMPLOYEES**

* SOURCE: GLOBAL PETROL PRICES

** REFER TO STANDARD COMPANY EMPLOYEE COST

6. Logistics management: GPS ONE



- accurate customer management
- full fleet management
- LPG/FUEL tank level check to the truck, mileage, fuel theft control, stopover



- more travel for customer refilling
- theft / refilling fuel unauthorized

GPS ONE DEVICE COST + 1 YEAR SUBSCRIPTION*	200,00 € + 144,00 €	344,00 €
MILEAGE COST **	350 km/ average daily x 1,42 €/km	497,00 €
15% DAILY AVERAGE SAVED***	1 DAY	74,55 €
100 WORKING DAYS/ YEAR		7.455,00 €



**SAVING 7,455.00 € FOR TANKER, MULTIPLIED BY X
NUMBER OF TANKERS (EXCLUDING
EXTRAORDINARY COSTS)**

* QUOTATION'S SUPPOSITION PROVIDED IN DEDICATED OFFER

** SOURCE: GLOBAL PETROL PRICES

*** DAILY AVERAGE SUPPOSITION



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Cost survey report

- Source AEEGSI:

supply average value for a family with autonomous heating and consumption of 1,400 mc/Year:

LINK:

<https://www.autorita.energia.it/it/dati/gp27new.htm>

- Calorific fuels value examined:

- 1 mc of natural gas has a lower calorific power than c.a. 8.200 kcal
- 1 Kg of LPG comes to 11,500 kcal

Then, 0.75 kg of LPG is needed to produce the same thermal energy as a standard natural gas 1 cubic meter. However, LPG is sold in liters and the LPG weighs about 0.5 kg, so it serves 1.5 liters of LPG for 0.75 kg which corresponds to 1 cubic meter of natural gas.

Based on these data, a family needs:

- 1400 x 1,5 = 2100 liters of LPG/year



AVERAGE ANNUAL FAMILY STARDARD CONSUMPTIONS	2.100 lt of LPG	n°3 Refillings / year of 700 liters/each
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