

Presto-Tap Risk Management Program Example Starter Kit

For: Sample LP Dealer
Dealer

At: Anytown, Anystate
Location: City and State

Information Used to Arrive At Products Needed is Taken From the Company Profile Information

of Drivers and Service Technicians - All Participating Locations 9

of Branch Locations Participating in Program 3

Total Customers at these Locations 4,500

of Note 1 Installations: 450 (SEE NOTE 1)

of Installations with Regulators **with** a Tank Pressure Tap 200 *(i.e., some Fisher 1st Stage)*

of Installations with Regulators **without** a Tank Pressure Tap 250

of Installation Weeks at 5 installed every week = 30 (Weeks Each Location)

Total Presto-Tap Products Needed

<u>Presto-Tap Model #</u>	<u>Total # Products Needed</u>	<u># Needed Each Week</u>	<u>Suggested Dealer Price</u>	<u>Starter Kit Price</u>	<u>Total Product Cost</u>	<u>Total 2% S & T Allocation</u>
# 6800 Gauge	9	(Note 2)	66.60	59.94	539.46	11.99
LDS 2000/TG	3	(Note 2)	66.60	59.94	179.82	4.00
TPF (Tank Pressure Fitting)	250	8	7.95	7.16	1,788.75	39.75
RV (Regulator Valve)	200	7	5.95	5.36	1,071.00	23.80
Total Cost - All Customers & All Locations					3,579.03	79.53
Average Total Cost - Each Location					1,193.01	26.51
Average Cost - Each Customer Installation					7.95	
Average Monthly Cost - Each Location (@ 4.33 Weeks / Month)					172.19	

NOTE 1: # of customers is the total of "Will-Call" / Out-of-Gas, tenant, and seasonal customer installations that will be involved in the Presto-Tap Risk Management Program and have a Presto-Tap leak detection product installed.

NOTE 2: Each driver and service technician will be assigned a Presto-Tap Model #6800 Ambient Temperature / 300 psi Gauge and each branch location will receive a LDS 2000/TG (Test Gauge unit) so that the portable #6800 Gauges can be periodically tested. Receipt of each will occur upon initial implementation.

NOTE 3: Upon completion of the Dealer Profile Form, a specific Starter Kit projection can be produced by Presto-Tap and the result faxed, e-mailed, or mailed to the Dealer.