

**PRESTO-TAP®**  
**LP DEALER MARKETING PROGRAM**

**OBJECTIVE:** TO MAINTAIN SAFER (LESS ACCIDENT PRONE) PROPANE INSTALLATIONS BY...

- Providing Easy, Quick, Accurate Method of Performing Required System Testing
- Performing Periodic System Testing & Inspection On a Regular Basis

**PROCESS:** THE LP DEALER COMMITS TO A MARKETING AND SERVICE PROGRAM BY...

- Sending Customers "Statement Stuffers" or "Mailers" That Promote A System Inspection and Installation of a Presto-Tap Leak Detection System whereby total costs are paid by the Customer (no cost to the LP Dealer).
- Starting a Regulator Replacement Program (i.e., 10% of existing regulators replaced each year) with Installation of a Presto-Tap Leak Detection System upon replacement (customer can be charged at cost or at a profit).
- Charging an "Out-of-Gas" Service Charge that includes installation of a Presto-Tap Leak Detection System.
- Bundling a Presto-Tap Leak Detection System into every "new tank set".
- Installing a Presto-Tap Leak Detection System anytime a system has to be "broken" for any reason.

**RESULT:** DIRECT BENEFITS TO THE LP DEALER:

- Safer Propane Installations (less legal exposure)
- No Initial "Up-Front" Investment Required
- More Efficient and Productive Drivers and Service Personnel
- Less Costly Service Costs
- Better Documentation of Service Records and Procedures
- Potential Source of New Revenue

INDIRECT BENEFITS TO THE LP DEALER:

- More Loyal Customer Base (you actually care about their safety)
- Competitive Advantage by Promoting Propane Safety & System Inspections
- Great Marketing Program to Increase Market Share
- PEACE OF MIND - required leak testing and documentation procedures are so easy to perform, there is no reason they should not be done correctly.