



The TankSure Program is the industry standard for proactive oil tank replacement. Heating oil providers use this program to keep their customers and keep them with oil. If you're not using TankSure to add value and retain your customers – it's not too late! You can still add this leading industry service to your customer offerings.

Hold on to Your Heating Oil Customers

TankSure utilizes ultrasonic tank testing to proactively determine if a customer's oil tank is due for a replacement before it leaks. This provides significant value and peace of mind for the customer. Plus, the TankSure tank replacement payment provides a valuable incentive for customers to stick with oil.

How TankSure Helps Oil Companies Keep Their Customers

1.

Added Value

Your company uses ultrasonic tank testing to evaluate when a customer's tank is due for a replacement. Customers benefit from proactive testing and the tank replacement payment, should their current tank qualify.

3.

Peace of Mind

Give customers greater peace of mind. Annual inspections with TankSure can help identify tanks that need to be replaced before they leak or cause major environmental damage. By offering a replacement incentive for qualifying tanks, TankSure helps your company show your customers that you care.

2.

Fewer Leaks

This is a win-win for you and your customers. Ultrasonic tank testing technology is EPA approved to assess the integrity of an oil tank. You can identify the internal thickness of tanks to determine if they are at risk for a leak before they become a major problem.

4.

\$2.35MM in Target Revenue

Beyond tank testing, companies using The TankSure® Program have access to customized sales letters for each equipment sales opportunity identified through the inspection process. The process typically identifies \$2.35MM in target revenue per 1,000 heating systems inspected.

Contact Brian Peters for a quick demo and discussion!

Brian_Peters@bostonenv.com | (518) 727-6726

FEATURES & BENEFITS



Residential Oil Tank Cleanup & Replacement Plan



The ProGuard Program was created by the Powderhorn Agency in 2001 with the help of a core group of oil providers in the Northeast with the focus of providing cleanup protection for heating fuel customers. Over the years we have grown the program to provide coverage for over 60,000 heating oil customers with over 500 participating oil providers from Maine to North Carolina.



COVERAGES

Up to \$50,000 of clean up protection from an aboveground oil tank accidental release.

Up to \$100,000 of clean up protection from an underground oil tank accidental release.

\$1,500 towards tank replacement in the event of a tank failure.

ProActive tank replacement available for aboveground oil tanks.



EASY!

EASE OF USE

No need to do back end paperwork and billing.

No inspection or testing of aboveground tanks required.

No time consuming record keeping.

No prepayment required for customer renewals.

No minimum number of customers required.

No management of claims required. We manage the claim process and issue payments directly from our office.



CUSTOMER RETENTION TOOL

Requires customers to be on automatic oil delivery with you.

Not transferable between oil providers.

Requires customers to remain on oil heat in the event of a claim.

Transferable to a new homeowner if they continue with you as their oil provider.



REVENUE STREAM

Built in referral fees for each enrollment.

Fees are adjustable to create a significant revenue stream and are paid quarterly.

All marketing materials are customizable and are always free of charge.

ENDORSED BY:





THE FUTURE IS NOW

Changing the Game for Propane Safety & Compliance

P3 Propane Safety is the new standard for safety and compliance in the propane industry. The P3 Compliance System and P3 Mobile App are making waves, helping hundreds of marketers across the United States reduce risk, save money, and increase efficiency. P3 is led by the best safety experts in the country who use their extensive experience to provide unmatched training and customized compliance manuals.

WHY PROPANE MARKETERS LOVE IT:



- ☒ Reduces errors & omissions
- ☒ Protects your company with accurate & complete documentation
- ☒ Increases capacity
- ☒ Creates more billable hours

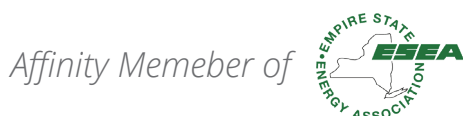
WHY TECHNICIANS LOVE IT:



- ☒ Increases Efficiency
- ☒ Reduces Paperwork Error Rate
- ☒ Tracks Follow-ups
- ☒ Evaluates Training Needs

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WORKING TOGETHER

to Provide Superior Insurance and Risk Management Services

It's Our Business to Protect Yours
FEDERATED
INSURANCE®

and the
Petroleum Industry



Put the resources of Federated Insurance to work for your business!

FEDERATED'S FINANCIAL STRENGTH

- A.M. Best® rates Federated as an A+ (Superior) company
- Federated has maintained an A.M. Best rating of "A" or better since 1934

PETROLEUM INDUSTRY SPECIFIC

- Petroleum tanker rollover video: *The Point of No Return*
- Slips, Trips, and Falls brochure
- Robbery Prevention Guide
- Underground storage tank compliance—operator training

SELF-INSURED RETENTION (SIR) PROGRAMS

- An opportunity to reduce your insurance dollars by assuming more risk
- Available for workers compensation and property & casualty products

RISK MANAGEMENT SERVICES

- BLR® – Seven Minute Safety Trainer Mobile App
- BLR® TrainingToday – Online Learning Management System
- Data Compromise Preparedness
- Disaster Preparedness and Recovery
- Distracted Driving Prevention
- Drug- and Alcohol-Free Workplace Program
- Employee Safety Training Programs
- Employment Screening and Monitoring Programs
 - Background Checks
 - Drug Testing
 - Motor Vehicle Records and Driver Monitoring*
- Federated Employment Practices Network® – Access to Independent Employment Law Attorneys and State-Specific Resources
- Federated Insurance Risk Management AcademySM Seminars
- mySHIELD® – a Personalized Online Destination for Risk Management Resources to Help Support Businesses
- Fire Prevention Resources
- J. J. Keller® – Streaming Safety Videos | Discounts available for personal protective equipment and safety resources
- Risk Management Resource Center – Remote Consultation
- Workers Compensation Experience Mod Analysis

** Some restrictions apply.*



Life... one mile at a time.™

More than
60 Petroleum
Industry Partners
Recommend One
or More Federated
Insurance
Programs.

A strong, long-term
presence in the
petroleum marketer
industry with more
than 3,600 clients
throughout the
country.

The ability to
help provide
business, life, and
estate planning
needs within
one company.

Consolidated
assets exceeding
\$10 billion.
More than
\$4 billion in
policyholder
surplus.



RISK MANAGEMENT ACADEMY SEMINARS

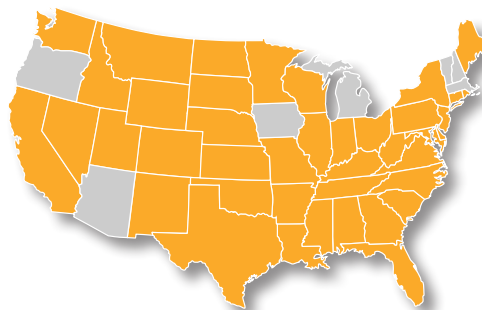
- One-day training seminars, including loss analysis, held at various locations throughout the year
- In-depth, 2½-day training seminars that address industry-specific risk management topics

SPECIFIC INSURANCE PACKAGES DESIGNED FOR THE PETROLEUM MARKETER

- Blanket Limits per Location
- Pollutant Clean-up and Removal
- Business Interruption
- Crime, including Employee Dishonesty
- Surface Water Contamination
- Broadened Pollution Liability for Loading and Unloading
- Data Compromise and Cyber
- Liquor Liability
- Employment-Related Practices Liability

LOCAL MARKETING REPRESENTATIVES DELIVER OUR MAJOR CLIENT SERVICE STANDARDS

- **Risk Control ReviewSM**—to help identify hazards and help with loss prevention and cost containment
- **Financial Protection ReviewSM**—for help with business life insurance, retirement funding, facilitation of the estate planning process, and business continuation strategies
- **Annual Client ReviewSM**—an annual review of the coverage and changes affecting your insurance needs
- **Client Continuation PlanSM**—a process used to deliver your renewal policy and confirm Federated's commitment to your insurance protection



States with
Petroleum Marketer
Associations that
Recommend Federated

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Federated Life Insurance Company • Federated Reserve Insurance Company* • Granite Re, Inc.*†

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