



PT Risk Management

INSURANCE SERVICES, LTD.

October 10, 2017

UV

Exosent Engineering
12600 State Highway 30 100
College Station, TX 77845

Re: Insurance Premium Reduction for Purchasers of Exosent LP Trailers

Dear UV:

PT Risk Management, one of the largest propane insurance agencies in the U.S. through our involvement in several key industry marketing associations had the opportunity to inspect a Exosent propane trailer at the Southeast Annual Tradeshow in Nashville in April of 2017.

The design and safety features of the trailer were reviewed by our risk management team, and then brought to the attention of several insurance company's loss prevention personnel. The result was that the insurance underwriters were willing to provide additional credits for the purchase of the Exosent propane trailers.

Further conversation with the insurance company underwriters regarding the safety culture of those propane marketers and trucking companies that purchase equipment that results in fewer losses brought about further premium reductions.

PT Risk Management has been pleased to show premium reductions on the entire insurance package on those companies that buy an Exosent LP Trailer of between 5 and 20%.

We encourage buyers of Exosent LP Trailers to contact us at 1 800 556 8228 for a quotation on your property and casualty insurance program with an approved, A-Rated company.

Safely,

Frank B. Thompson, CPCU, MBA
President

Check out our web site at ptrisk.com