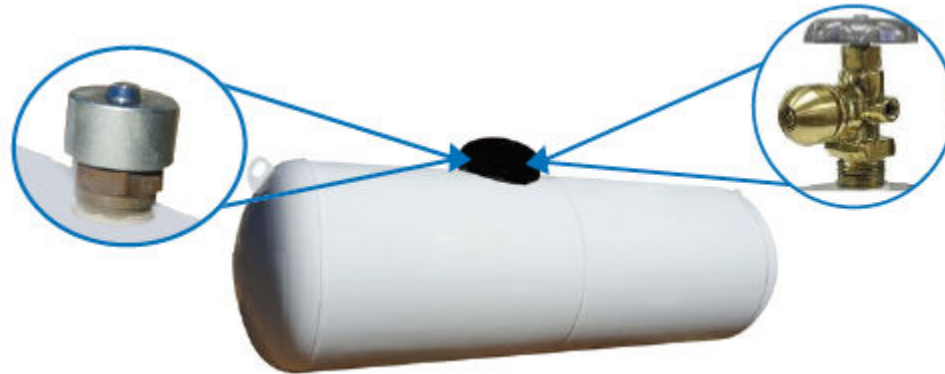


# Increase Your Revenue, Keep Your Customers and Protect Against Liability: Lock Your Propane Tanks.

Lock America's Proven Solutions to  
*Control Your Tanks and Protect Your Business.*



# The Lock America Security Program

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- 1. *Secure your tanks with Lock America's original Fill Valve Lock.***  
When your customers don't pay, don't let them shop around for a competitor to fill ***Your Tank?***  
Why lose their business, and then let a competitor take it?
- 2. *Prevent all your customers from buying from a competitor.***  
Prevent tampering and unauthorized access by keeping a locked cap on ***all your tanks.***
- 3. *Avoid legal complications by preventing untrained and unauthorized people from tampering with Your Tank.***  
If there is a disaster, you may be liable. In two cases, *Empire Gas v. Mauck and Jones v. Centerpoint Energy*, propane suppliers were held liable when a customer caused damage by tampering with a non-secure lockout device.

**Easy to install, Easy to remove for filling,  
with each unique key registered exclusively to your own company.**

One key code for all your tanks, and all your padlocks and gate locks.

You can even order a different key code for each of your offices.

# Four Fill Valve Lock Options:

Original

Heavy Duty

Weather Seal

Stainless Steel  
For NH3



# Lock Your Outlet Valve and your retail Exchange Tanks with The Original POLock™.

**Keep *your* propane in *your* tank.**

- PREVENT tampering by unauthorized customers or competitors.
- PREVENT delinquent customers from using propane they didn't pay for.
- PREVENT delinquent customers from buying from a competitor.

**You may be held legally and financially liable for an accident  
*even if your customer or someone else tampers  
with a non-secure propane outlet device.***

**Use a real lock to secure and lock off the outlet valve.**



## Testimonials

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### **"Profits went up when we started locking our tanks!"**

"We had a problem. When a customer got behind on his bill, he often went shopping around for a competitor to fill our tanks. This of course is illegal. We were losing business when they shopped around for free credit. Now we lock the fill valve and the outlet valve when customers owe us money. Profits are up. Now we're putting locks on all our new tanks, and gradually rolling them out to our entire inventory."

Brian Wanner, Silvertip Propane, Billings, MT.

### ***"Control Propane Tanks When Property Changes Hands"***

"Competitors were filling our tanks, especially when property changed hands. The solutions to the problem were the Lock America Fill Valve and POlock. With one registered key code, the driver can secure every tank on his route, and ensure that Axmen Propane is the only dealer who puts propane in its tanks, protecting our business and our customers against pirate dealers, protecting our investment."

*Mike Swoboda, Axemen Propane, Billings, MT.*

## Testimonials

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### ***"The Fill Valve Lock Has Paid for Itself!"***

"I started locking up my 'Will Calls,' then the automatics, and now I'm rolling the lock out to all my tanks. The stickers on our tanks would occasionally disappear when a customer had a past due bill or an unscrupulous company appeared. But with the lock, there are no discussions, no arguments, just bills settled before delivery."

*Mike Green, Green's Propane, Smiths Station, AL.*

### ***The PO Lock is especially useful for collections.***

"We use the PO Lock and the Fill Valve Lock to 'close the loop' on a tank to prevent a customer from getting product from a competitor, and to limit our liability with delinquent customers and vacant property. The PO Lock is especially useful for collections. And because the PO Lock and Fill Valve Lock cannot be removed by a screwdriver or hammer, they are much more secure than other lock out products on the market."

*Craig Watkins, Neill Gas Inc., Vicksburg, Mississippi*

### ***"These products are much more secure than ordinary padlock and shackle set ups."***

"We've been in the propane business since 1957, and use both the PO Lock and the Fill Valve lock to protect our assets and meet insurance requirements. We can secure 'out of gas lockouts' until our trained and qualified service techs can get to the tanks."

*Nelson Aiken, High Grade Gas Services, Stafford Springs, Connecticut*

# Lock Your Exchange Tanks To Stop Theft.

A typical headline from Texas in the US:

*Beaumont police are investigating theft of 200 propane tanks.*

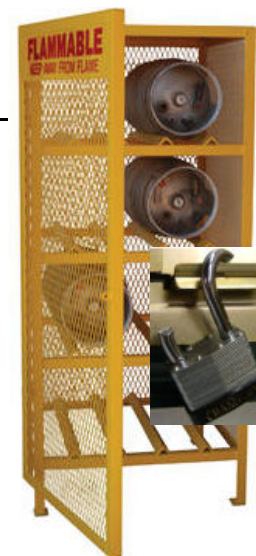
**Don't rely on a padlock on a cage.**

Secure each tank with a POlock—  
it's easy for you to attach and remove,  
but it's a powerful deterrent to a thief.

**Lock full tanks** to make them useless for meth labs, thieves,  
black market sales and anyone looking for free gas.

**Lock empty tanks** to prevent their use  
in the methamphetamine process.

***A locked tank cannot be used  
and has no value to a criminal.***



# Maintain Security For Your Entire Enterprise With The Lock America Key Control System.

- Lock America has over 35 years' experience designing, manufacturing and marketing locks and security hardware for industries that require security, such as gaming, data destruction, trucking and vending.
- Lock America locks are hand assembled in Lock America's plant with each key code registered exclusively to each customer.
- The same key can operate your Fill Valve and PO Locks, and your truck, gate, cabinet and other locks.



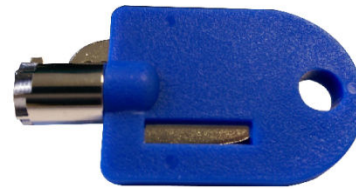
If you don't secure your tanks, you risk losing income and you risk incurring costly liability.

***"If you own it, lock it."***



## The Lock America Tubular System Features:

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- A numbered and registered key unique to your company.
- Tubular 7-pin mechanism hand assembled in our California plant.
- Keyway with drill-resistant option.
- Up to 60,000 usable key code combinations.

**The same keyway can be installed in your POLocks and Fill Valve Locks, and in your padlocks and disk locks.**

# ***Install The Lock America Program for Challenging Times.***

**You have much more risk and legal and financial exposure than the criminals who want to steal your propane and tanks.**

- Commercial and Residential Tanks are vulnerable to government intervention.
- Protect your investment by Securing Your Propane Tanks.
- Don't be victimized by politicians who want to "rewrite the rules" in a crisis.

*During a recent winter crisis in the US, politicians tried to suspend the regulations that kept tank-owning companies in control of their tanks.*

***Attorney general offers help for Hoosiers\* dealing with propane shortage.***

\*(Nickname for people who live in the state of Indiana.)

1. Lock your tanks *before the crisis*, and avoid challenges.
2. When customers don't pay a bill, and owe you money, don't give their business away to your competitor.

***Lock them out.***

# Who is Lock America?

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Founded in the US in 1981, Lock America has designed, developed, manufactured and marketed locks and security hardware for numerous security-focused industries, such as amusement, coin-op, gaming, gasoline and propane, data destruction, trucking, self-storage and vending. Lock America's high-security locks are all assembled at its headquarters in California, with the key codes exclusively assigned to each customer.

- **Frank Minnella, CEO:** Founder, with **Steven Shiao, President,** of Lock America, Inc., Corona, CA, USA, an international company with over thirty years designing, developing and manufacturing innovative security products for over a dozen industries. Email: [frank@laigroup.com](mailto:frank@laigroup.com)
- **Watson Visuwan,** VP of Sales and Marketing, Lock America, Inc.: over two decades of experience in lock security, from sales and customer service to logistics and advertising. Email: [watson@laigroup.com](mailto:watson@laigroup.com)
- **Rich Morahan,** Marketing Consultant: over two decades writing articles, editing publications and conducting seminars on security, business operations and security hardware. Email: [rmwrite@comcast.net](mailto:rmwrite@comcast.net); [www.rmorahan.com](http://www.rmorahan.com).

## For more information, contact a Lock America Security Consultant or go to [www.laigroup.com](http://www.laigroup.com)

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- For more information about the Lock America Propane Tank Security System, including specs for padlocks, cam locks and keys, go to:  
<http://laigroup.com/polock.php>
- *For more on Key Control and the Propane Industry, go to LPGas Magazine online, July, 2010, "Who is Stealing Cylinders,"*  
<http://www.lpgasmagazine.com/propane-equipment-technology/tanks/who-stealing-cylinders>