

APRIZE PRESIDENT SPEAKS TO PROPANE GAS ASSOCIATION OF CANADA ON CURRENT TECHNOLOGY FOR REMOTE FUEL TANK MONITORING

Toronto, Canada, May 9, 2003 – Dr. Dino A. Lorenzini, President of Aprize Satellite Inc. (“Aprize”), which is developing a low cost, wireless network for monitoring fixed and mobile assets worldwide, was invited to speak before the Propane Gas Association of Canada National Conference yesterday. The subject of his talk, “Remote Tank Monitoring for the LP Gas Industry,” is a subject of keen interest to propane distributors who have been seeking innovative technology solutions to improve inefficient delivery methods and reduce operating costs.

The Propane Industry has been living with re-filling inefficiencies due to its reliance on inaccurate or unknown tank level information. Subjective estimations of customer usage, based on historical fuel consumption and prevailing weather conditions, are used to determine usage and when a tank needs to be refilled. Such methods cannot accurately estimate a customer’s actual fuel consumption, resulting in inefficient fuel distribution, delivery and inventory management systems.

This problem is most serious in the industrial and agricultural areas which comprise approximately 33% and 6% respectively of the Canadian propane market. Propane is used as an energy resource to power remote business operations, such as mines, farms, processing facilities, etc. Their dependency on having propane is vital to sustaining their operations. As such, propane representatives make weekly trips to these locations (often remote) to keep the tanks topped up to avoid run outs. Residential use makes up 11 % of the propane market with the 34% balance going to commercial and other institutions.

Dr. Lorenzini discussed the problems that propane distributors face and what options are currently available on the market to address these concerns. Among these, he described how Aprize can provide accurate tank level information without costly visits so that fuel distributors can optimize delivery routes and schedules, prevent unnecessary deliveries and improve inventory management; thereby producing significant cost-savings. “Accurate tank level monitoring information can also deter unauthorized fills and employee theft of propane, as well as improve billing methods,” explained Dr. Lorenzini. “A low-cost Tag can be easily installed in 10 minutes by a propane technician on a customer’s propane tank. In addition, data is automatically delivered daily to propane company computers via the Internet, providing a user-friendly method of calculating optimal delivery routes and schedules.’

SpaceQuest Canada Inc., the technology partner of Aprize, has applied to Industry Canada for a commercial license to provide fixed-site monitoring and mobile tracking services throughout Canada. Once the license is granted, services will be provided through the Canadian affiliate of Aprize Satellite. On March 26, 2003, the first step toward a full commercial license was achieved when SpaceQuest was granted a Developmental License in order to carry out technical and marketing activities for the provision of Mobile Satellite Services (MSS) in Canada.

[About Aprize Satellite \(www.aprizesat.com\)](http://www.aprizesat.com)

Aprize Satellite Inc., a privately held company headquartered in Fairfax, Virginia, was established to provide reliable low cost system for monitoring the status of remote and mobile assets worldwide. The company is deploying next generation low-Earth orbit satellites (LEOSats) using an innovative system architecture that will significantly reduce user equipment costs and monthly service fees.

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