

AUTOGAZ ROMANIA - Company presentation -

Foundation and location of the company

Autogaz Romania SRL was established in 1999 having as a main activity **automotive alternative fuel solutions** – primarily **LPG (Liquid Petroleum Gas) conversion systems**.

The company is situated in the central part of the Romanian capital Bucharest on 6200 sq.m. private land and has its own Engineering and a Training Centre, the latter with a specialized LPG workshop, the biggest one in the region of South-Eastern European countries.

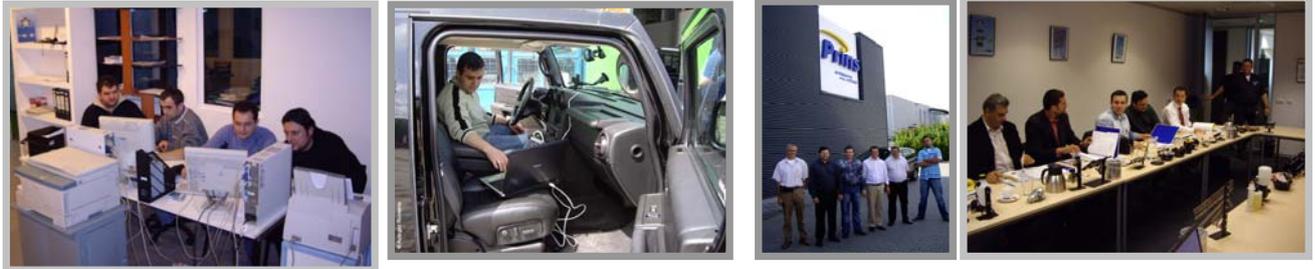


The central warehouse and logistic centre of Autogaz Romania – Base Mizia – occupies territory of 64 000 sq. m., located in Bulgaria, in the industrial zone of Polski Trambesh. The geographical situation of this town is very suitable from logistical point of view - down the European road E85 and railway line Budapest-Bucharest-Istanbul, 140 km South of Bucharest, 240 km Eastern of Sofia, 500 km North of Istanbul, 240 km West of Varna (Black Sea port).



Our main activity

Now days Autogaz Romania is operating in Romania, Bulgaria, Turkey, Moldavia, Serbia and Greece. We are constantly keeping our leader's position in the region regarding sales volume, quality of products, technical support and assistance, size of investments being made targeted and permanent. The company is an exclusive representative of such world acknowledged producers like Tomasetto Achille, Prins, AC SA and STAKO. Our highly qualified engineers have been trained in the producers' training centres in Nederland's, Italy and Poland.



This team of skilled specialists has a rich experience in homologating new products, training installers and providing technical assistance.

The main directions of company activity are:

- import and production of automotive complete LPG systems and components,
- distribution through a national dealers' workshop network
- installing (converting to LPG) end-user's cars in the company's specialized workshop, guaranty and post guaranty maintenance of the LPG systems installed;
- developing special projects like „0 km” conversion for new car importers, dealers and other corporate partners owing a certain car fleet, preparing dedicated systems and special installing technologies for this kind of projects;
- research testing and homologation of new LPG systems and components;
- personal training and qualification as for just beginning mechanics and for skilled and specialized technicians and engineers;

Our understanding the market

Having in mind the world economical difficulties and permanently increasing environment pollution problems, and taking in consideration:

- The significant economical effect obtained if the car is driving on a cheap fuel (**up to 45% of the fuel costs can be reduced after LPG conversion**) and
- The increasing attention being paid to environmental issues (**the LPG is one of the most ecologic fuels**),

We consider that there exists a big market potential in the field of developing, manufacturing, installing and utilizing these kinds of systems for cheap and ecological alternative automotive fuel.

We consider there are three general categories in this market:

1. **OEM** (Original Equipment Manufacturer) vehicles. those are vehicles that are being converted to alternative fuel systems at the plant of the producer (i.e. during the technological production process)
2. **“0 km” conversion** – new cars which are converted after they have left the producer’s plant, but before to be sold to the end customer.
3. **After Sales Conversion** - vehicles with alternative fuel systems adapted after they have been sold to the end customer.

Autogaz Romania is focusing its attention to “0 km” and “After sales” conversions. These two categories are very different and need a special approach. If the “0 km” conversions are usually made in regional conversion centres and should be provided with concrete systems dedicated for every certain car brand and model, with special technologies of installing, with clear procedures of controlling quality and proper maintenance (all of them provided by the LPG equipment supplier), in the case of “After sale” conversions every workshop (usually it is a small garage) decides and chooses the suitable LPG system for every car model. In this case it is extremely important to help installers to be prepared, trained and qualified enough in order to take the right decision, in order to avoid the unacceptable compromises regarding system or labour quality because of the competitive prices or any other motive. Otherwise the different unpleasant and even dangerous situation may occur, like improper functioning of the car, road accidents, etc. All these may have very negative effects on the total market of alternative fuel systems. That is why we are sure that developing the market in a proper way requires a special attention to:

1. Quality of the LPG components and complete systems.
2. Correct and qualified installation (conversion) of the system on the car
3. Proper exploitation and regular maintenance of the LPG equipped car.

Following the market demands and based on our eleven years experience we have established and we are steadily respecting

Our general principles

1. **No compromises in systems’ and components’ quality.**

All our components are homologating corresponding European Normative ECE 67R01, the complete systems are tested in authorized laboratory of Romanian Ministry of Transport, under RNTR6 requirements, the all laboratory reports, certificates and licences are available.

2. **No compromises in installing quality**

The LPG conversions are performed in strict correspondence with the stipulations of the Regulations ECE 67R01, the all necessary conditions are carefully observed.

3. **Keeping a team of high qualified engineers**

This team of eight engineers of a very high qualification is permanent taking care of testing and homologation of new products, training installers and technical assistance, training young specialists

after the school or university. This team of skilled specialists has performed theoretical and practical training of more than 100 workshops for installing LPG conversion systems. These workshops are actively operating and can permanently rely on our technical assistance and support.

4. **Right product range**

We take care to choose, test, homologate and introduce to the market the proper products range and to actualize it permanent with new products for covering all demands of the different market categories.

5. **Enough product quantity available in stock.**

We are doing our best in order to supply all collaborators in time, providing them with all systems, components, accessories, spare parts and other conditions necessary for their efficient and fruitful activity.

6. **Full end-user satisfaction.**

This is the final goal of respecting all these principles. The driver must be happy with saving money by using the cheaper and environmentally friendly alternative fuel, having his car functioning perfect without any clams or technical problems.