
Performance Guarantee Abstract

Project Description. Each ProaTEQ Treatment project undertaken by Georgetown Utilities Enterprise, LLC (GUE) has the following four phases:

- Phase I: Condition Assessment and Base Pricing
- Phase II: Treatment and Capacity Measurement
- Phase III: Analysis, Modeling, and Reporting
- Phase IV: Final Price Adjustment

Condition Assessment and Base Pricing. A project Proposal, stating a Proposal Price, will be made based on an equipment list of all in-scope units, provided by the Customer, containing:

- Manufacturer
- Model number
- Serial number
- Nameplate Capacity
- Age

The Proposal Price will be based on the total Tons to be treated at the standard pricing schedule of:

- Product and Installation:
 - \$90/Ton for the first 1,000 Tons
 - \$80/Ton for the 1,001st to 2,000th Tons
 - \$70/Ton for the 2,001st Ton and beyond
 - Negotiable for projects over 5,000 Tons
 - \$20/Ton for Field-Declined Unit (Phase II)
- \$185/unit for individual Unit Performance Report
- \$1,300/Crew-Day for Pre-Treatment Inventory (1-2 Crew-Days max); and
- \$1,150/Crew-Day for Extended Travel

Upon signing a Purchase Order with a P.O. Price based on our Proposal Price and any resulting negotiations; GUE will visit the Customer site and inventory all units categorizing each into one of four initial Condition Classes:

- Treatable Only
- Treatable and Measurable Only
- Treatable, Measurable, and Capacity Qualified
- Untreatable

Virtually all units are expected to be Treatable but some may be disqualified. A unit is Treatable and Measurable

if it can be tested using the GUE Field Capacity Measurement Protocol. A unit is Treatable, Measurable, and Capacity Qualified if it is at least five (5) years old (3 years for aluminum coil units), and if, in the judgement of GUE Engineers, it is expected to test within at least 60% of its rated capacity under the GUE Field Capacity Measurement Protocol.

A Base Price will be provided to the Customer based on the inventory. This Base Price will be subject to adjustment based on the outcome of Phases II (Change in Condition Class) and IV (Credit due to guarantees).

Guarantees. Georgetown Utilities Enterprise, LLC puts “Skin in the Game”. GUE provides its Customers the best deal in the Energy Services Business. GUE offers four specific guarantees:

1. *There will be no damage to the Customer equipment due to using our products and services.* Any damage found attributable to our product or services will be compensated to the terms and limits of our insurance coverage.
2. *Fleet Capacity, in Tons, over all Treated Units, will increase by at least 10%.*
3. *Fleet Performance, in kW/Ton, over all Treated Units, will be improved (reduced) by at least 10%.*
4. *For Units that have experienced significant Oil Fouling, but currently meet the load most of the time, referred to as “Capacity-Qualified Units”, GUE will guarantee a three-year payback on the ProaTEQ Treatment Cost.*

We know of no other Energy Services Company of any size, brand, or scope offering a guarantee as good as ours.

Contact GUE. Please Patrick McCarthy, Senior Vice President, at (301) 529-6647 (M) or (301) 926-7886 (O). Email at pmccarthy@georgetownutilities.com. Or visit our web site at www.georgetownutilities.com.

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