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US Tank Alliance Fact Sheet

Mission

Headquartered in Columbus, Ohio, and working from five regional offices throughout the eastern half of the United States, US Tank Alliance manages compliance and emergency testing as well as cleaning services for a variety of underground storage tank (UST) clients—from major oil companies to sole proprietors.

With experienced staff and unique services like its *PetroPure* tank cleaning system and guaranteed compliance testing, US Tank Alliance removes the burden, confusion and hassle from businesses that operate underground storage tanks.

Integrity, expertise and a commitment to quality are the pillars of US Tank Alliance's business operation. By maintaining these standards and continuously providing an unparalleled level of customer service, the company positions itself and its team as the "the UST experts" and maintains its reputation as a premier provider of integrated tank compliance testing and cleaning services.

History

- US Tank Alliance, Inc. formed in 2001 with the merger of two similar UST testing companies and additional backing from an environmental services firm.
- With a handful of employees and just three regional hubs, the company began an aggressive move to stake its claim on the underground storage tank testing and cleaning market.
- Co-founder Fernando Crosa, who initially held a minority share of the business, led the company's Midwest region to become its most profitable sector.
- Just three years later, Crosa bought out his partners and acquired 100% ownership.
- Today, with 50 employees, a corporate headquarters in Columbus, Ohio, and regional offices in Ohio, Louisiana, Florida, Massachusetts and New Jersey, US Tank Alliance is positioned among the top-four regional testing and cleaning companies in the world.
- The company continues to increase its annual revenue and its market share within the eastern half of the United States.

Company Overview

- US Tank Alliance, Inc. provides professional and reliable underground storage tank system testing and cleaning services.
- US Tank Alliance primarily serves individual and chain businesses such as oil, gasoline and petroleum suppliers, gasoline retailers, departments of transportation for states and municipalities, and large transportation and shipping companies.
- With a staff of 50 employees and multiple locations, US Tank Alliance is ready to manage UST system testing and cleaning services throughout the eastern half of the United States. Corporate and regional offices include:
 - Columbus, OH (corporate headquarters)
 - Cleveland, OH
 - Springfield, MA
 - Baton Rouge, LA
 - Tampa, FL
- Because US Tank Alliance understands the unique needs of each client, the company offers turnkey management solutions for UST testing and cleaning.
- Each of US Tank Alliance's field technicians average more than 10 years of industry experience and are expertly trained to handle state-specific compliance testing and US Tank Alliance's state-of-the-art cleaning services.
- US Tank Alliance turns test reports around in a timely manner and responds promptly to emergency calls—24 hours a day, 7 days a week.
- As a designated minority business, approved by the National Minority Supplier Development Council, US Tank Alliance works with companies as part of their vendor diversity programs.

Charitable Initiatives

In 2005, US Tank Alliance began several charitable initiatives to benefit underprivileged children. Earmarking 2% of its profits for charity, US Tank Alliance works in conjunction with the efforts of Speedway SuperAmerica in contributing to several important causes, including the Children's Miracle Network and the United Way. Other charities that US Tank Alliance has targeted include Toys For Tots, the Mid-Ohio Food Bank and many other worthy organizations and fund-raising events.

Financial Growth

With a steady, progressive growth history since its founding in 2001 US Tank Alliance continues to develop as a prominent entity among tank testing and cleaning service corporations.

Annual Sales

2001	2002	2003	2004
\$1.2 Million	\$2.4 Million	\$3.7 Million	\$4.2 Million

Services

Services: UST System Testing

- Many companies that own underground storage tanks find it difficult to meet mandatory testing requirements... especially those that have locations in multiple states.
- US Tank Alliance allows its clients to focus on running their businesses by removing the burden of meeting testing requirements.
- From its five regional offices, US Tank Alliance can easily reach single and multiple company locations.
- US Tank Alliance dispatches certified technicians to company sites as scheduled to complete required tests.
- US Tank Alliance offers a comprehensive list of testing services...
 - Tank testing
 - Precision line and leak detector testing
 - Stage II Vapor Recovery testing
 - Sump testing
 - Automatic Tank Gauge (ATG) certification
 - Corrosion Protection Testing
 - Helium Pinpoint Detection
- For companies that are concerned about meeting state and local UST regulations, US Tank Alliance maintains a comprehensive database of all testing requirements for each state, region and city. US Tank Alliance is able to create a custom profile based on an operation's specific equipment and its location.

- US Tank Alliance guarantees client companies will remain fully compliant with state and federal testing requirements. If US Tank Alliance fails to conduct a test properly or within a required deadline, the client company will not be charged for the service and US Tank Alliance will pay any penalty or fine.
- US Tank Alliance answers the needs of companies that:
 - Regularly have to resolve 'notices of violations' and sometimes receive fines for testing lapses or poor documentation
 - Do not have a trustworthy database of required tests and are unsure if they are performing the correct tests
 - Are unable to pass inspections or provide appropriate documentation, such as 12 months of release-detection records
 - Find themselves overwhelmed with stacks of paperwork and the hassle of tracking and maintaining compliance

Services: Tank Cleaning

- US Tank Alliance offers *PetroPure*, an exclusive, state-of-the-art, proprietary tank-cleaning service.
- The *PetroPure* Tank Cleaning System helps UST owners and operators who are plagued with the incessant maintenance costs of keeping their USTs clean.
 - Other tank "cleaners" on the market fall short by simply purifying the fuel and putting it back in a dirty tank, *PetroPure* addresses the real problem by reaching all areas of a UST.
 - *PetroPure* cleans both the tank and its contents by straining and filtering out microbial growth and other contaminants that can clog filters, fuel lines, fittings and gauges.
 - *PetroPure's* unique "troll-ball" methodology goes beyond what other cleaning systems can do by cleaning the tank bottom, walls and top—without the need to enter or uncover the tank.
 - The *PetroPure* system cleans the tank utilizing mechanical and high-pressure spray action from the troll ball to remove sludge, dirt and microorganisms.
 - One of the biggest UST contaminants comes from Hydrocarbon Utilizing Micro-organisms (HUM bugs), which live in the interface between fuel and water. As the HUM bugs feed and multiply, they chemically alter the fuel and produce acidic by-products that cause fuel tank corrosion. The *PetroPure* Cleaning System eliminates this threat by cleaning the contents and all sides of the tank.

Biography

Fernando Crosa, President & CEO

While he was born in Uruguay, South America, Fernando Crosa grew up in the United States and developed a lifelong passion for achieving the American dream.

From the age of two through high school graduation, Crosa and his family lived Manchester, New Hampshire. He later attended Syracuse University in New York where he earned his bachelor's degree in journalism and speech communication, with a minor in business administration, and also played on the university's Division I soccer team. After college, he began a career in petroleum product services—specializing in underground storage tank (UST) testing and cleaning. After a few years with a national petroleum services corporation, he rose to the position of Corporate Vice President of Compliance.

When the company's future seemed unstable, Crosa chose to take action by founding his own consultation firm. Just three years later his small business bloomed to become US Tank Alliance, a leading provider of underground storage tank (UST) testing and cleaning services, serving the eastern half of the United States.

In 2003, Crosa identified an additional business opportunity, while searching for an inflatable “moon bounce” to rent for his son's birthday party. He ended up purchasing the apparatus and began renting it to others for parties and other events. He soon hired help and purchased additional equipment as the business began to take off. Today, The Jumpee Thing, Inc. serves over 500 central Ohio parties and events each year and generates over \$100,000 in revenue.

Another enterprise developed in 2004, when Crosa and one other investor founded the commercial property investment firm, Boswall Investment Group. The company's primary use is housing the offices for US Tank Alliance and leasing additional space to tenant businesses.

Crosa, who has had a lifelong interest in professional and amateur sports, is a member of the Columbus Blackhawks minor league professional football team. He plays the position of kicker.

Crosa, his wife, Christina, and their two sons, Sam and Griffin, live in Dublin, Ohio. (ZIP Code 43016)

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