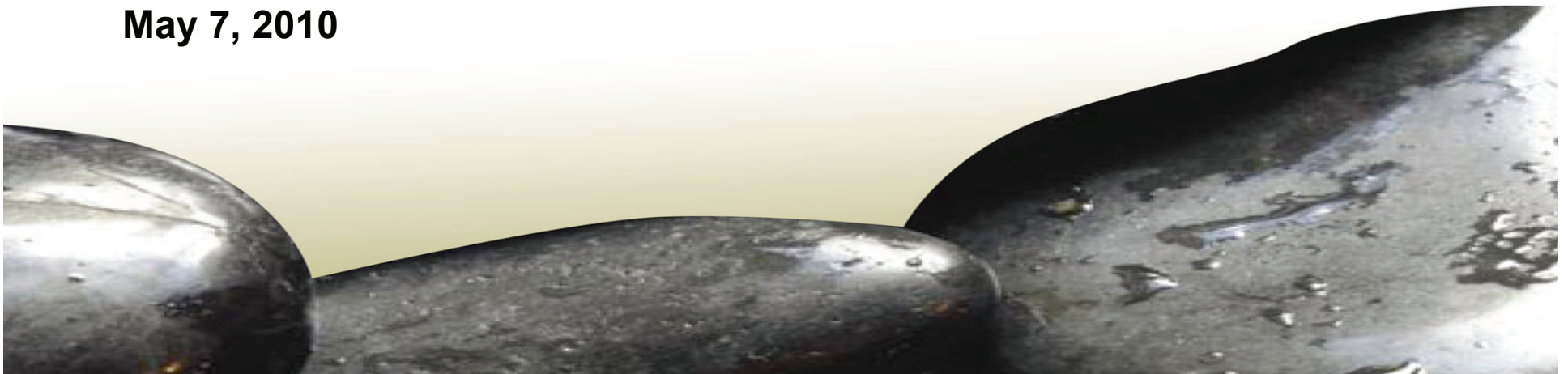


**B L A C K S T O N E**  
E N E R G Y S E R V I C E S I N C

# Natural Gas Discussion & Corporate Update

**IGUA | ACIG – Gatineau**

**May 7, 2010**



# Discussion Items

1. Company Profile
2. How We Help
3. A Solution

# Corporate Profile

- Founded in 2003 by 3 partners with collectively over 70 years of international energy experience
- Established to help large users of energy manage their exposure to the markets, help negotiate with suppliers and utilities, and discover ways to save or make money
- Grown to be an industry leader in the North American energy market with over 80 employees located in Toronto, Markham, Collingwood, Calgary, New York, Houston, and Florida
- Heading towards world domination...

# Corporate Profile

## Group of Companies

1. Amaizeingly Green Products
2. Progressive Fuels Limited
3. GRX Capital Management
4. Energy Trade Management

# Corporate Profile

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1. Amaizeingly Green Products, [www.amaizeinglygreen.ca](http://www.amaizeinglygreen.ca)
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  - First to develop and offer an online trading platform for this market

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4. Energy Trade Management, [www.energytrademanagement.com](http://www.energytrademanagement.com)
  - Provides trade brokerage, marketing and pricing services for OTC exchange traded energy markets



# Corporate Profile

## Partnerships

- The Carlyle Group, [www.carlyle.com](http://www.carlyle.com)
  - \$75.6 USD billion under management
  - Real estate, healthcare, energy, aerospace, industrial
- Riverstone Holdings LLC, [www.riverstonellc.com](http://www.riverstonellc.com)
  - \$6.5 USD billion under management
  - Mid & upstream, power, oilfield services, renewable energy

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THE CARLYLE GROUP

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# How We Help

*“One point of contact for energy”*

Full Services for the following:

1. Natural Gas
2. Electricity
3. Transportation Fuels
4. Renewable
5. Conservation

# A Solution

It combines 4 of the 5 Full Service categories.....

# SOLAR

# A (Solar) Solution

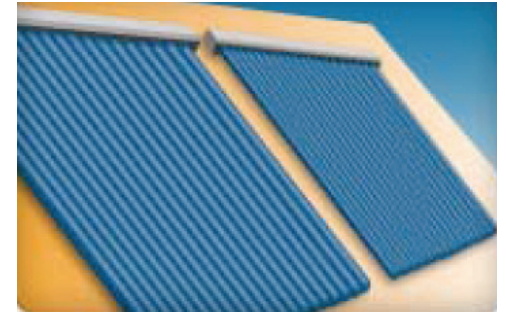
There are 2 types of solar power:



# A Solar Solution

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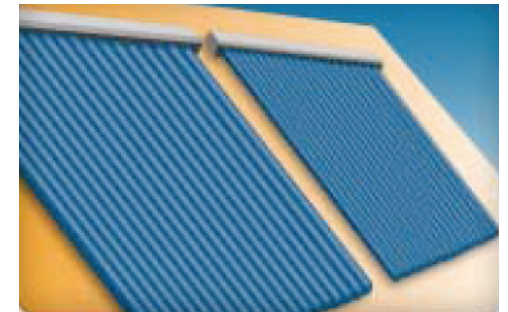
1. Thermal Systems
  - Create hot water



# A Solar Solution

There are 2 types of solar power:

1. Thermal Systems
  - Create hot water
  
2. Photovoltaic (PV) Systems
  - Create electrons

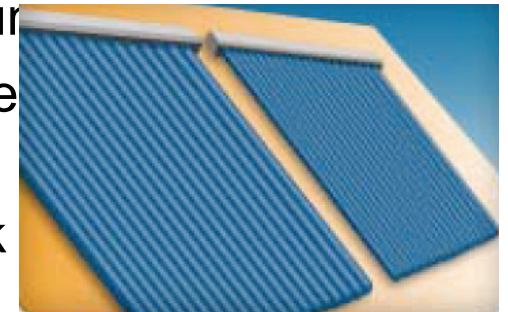


# A Solar Solution

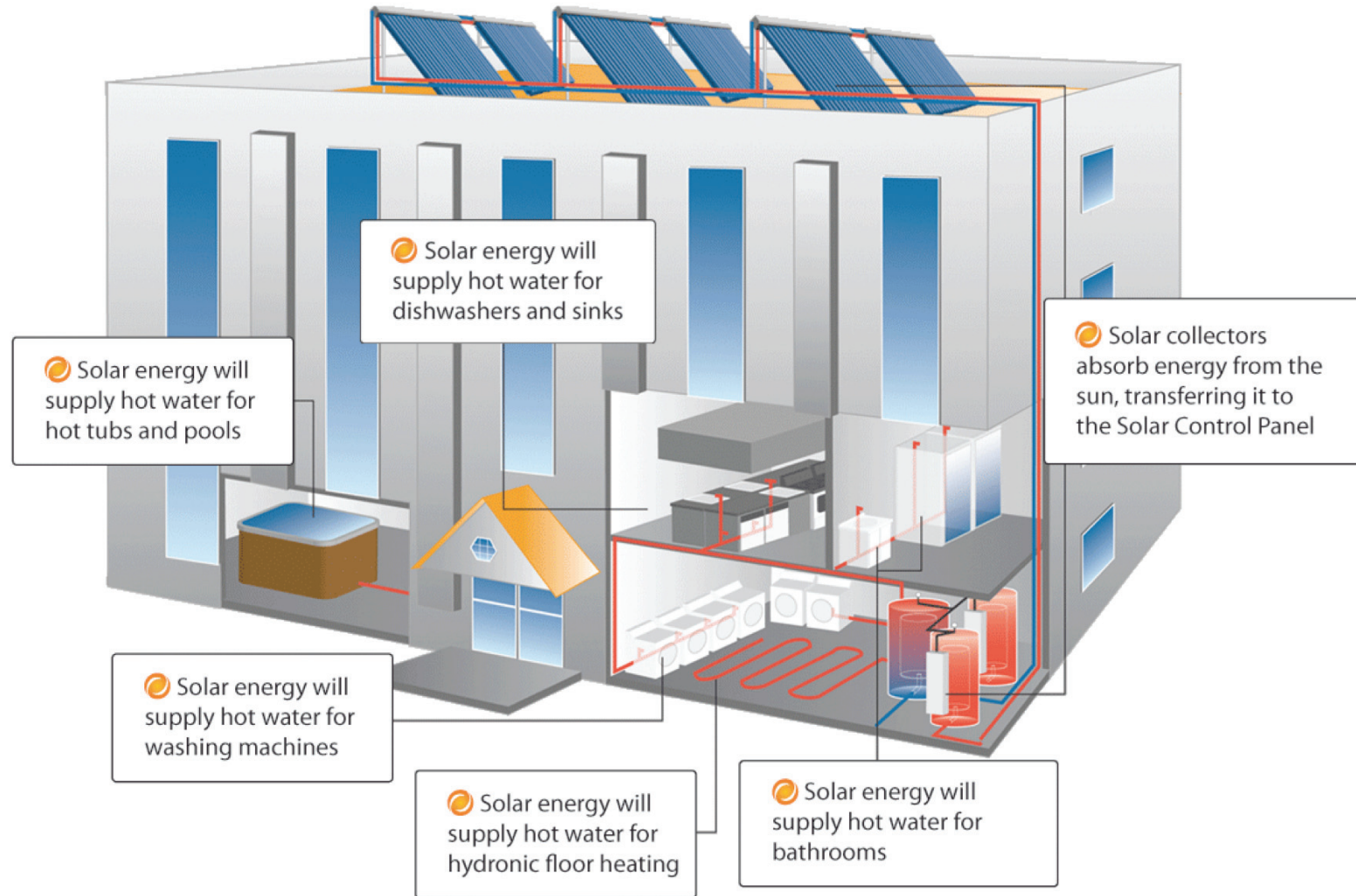
- Both types provide benefits, but installing a Solar Thermal System is the only guarantee that you will **reduce your natural gas consumption**

# A Solar Solution

- How does it work?
  - Glycol in evacuated tubes is heated by the sun
  - The glycol heats up water running through the systems manifold
  - Hot water is then piped into your storage tank

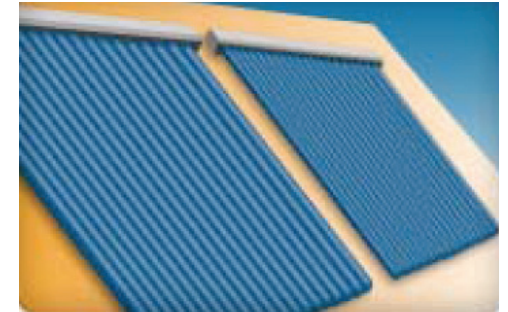


# A Solar Solution



# A Solar Solution

- System highlights:
  - Lasts for 30 years
  - Each panel takes up about 70 sq.ft.
  - A panel will produce 60 gallons of hot water each day ranging from 50 to 120 F
  - Estimated GHG reduction for the average industrial installation is 100 tons per year
  - Each panel costs about \$3,500
  - At today's natural gas prices, industrial customers can see annual avoided costs of about \$100,000



# A Solar Solution

- Available Incentive Programs:
  1. ecoENERGY for Renewable Heat – up to \$400,000
  2. ecoENERGY Retrofit Incentive for Buildings – up to \$50,000
  3. ecoENERGY Retrofit Incentive for Industry – up to \$250,000
  4. Solar Heating Initiative for Today (Sask.) – up to \$80,000
  5. Ontario Solar Thermal Heating Incentive – up to \$80,000
  6. SolarBC – up to \$40,000
  7. Project incentives are also available under the Demand Side Management category for all natural gas utilities
- Combinations of the above incentives could cover 60 to 90% of your project cost

Thank you, merci



For more information, please contact us at:

1-866-9915 or [team@blackstoneenergy.com](mailto:team@blackstoneenergy.com)

