



# Alternate Energy Systems, Inc.

A Corporation devoted to Energy-Oriented Needs

COMPANY PROFILE

Vaporizers, Mixers/Blenders,  
Vaporizer-Mixer Combinations, and  
related Systems and Components  
for Propane, Butane and other LPG,  
for Industrial, Commercial, and  
Utility Applications.



"We are committed to offering our customers the best product design, combined with quality workmanship, at a competitive price, to their full satisfaction, and be at all times the vendor of their choice."

Wolfgang H. Driftmeier, President

## HISTORY

From the beginning in 1974, Alternate Energy Systems (AES) has put emphasis on excellent and innovative product design and quality workmanship. The founder of the company, John E. Hallberg, had spent many years designing products for other manufacturers in the industry, before he set out to design and manufacture a product line that represented "... the combination of the best ideas from over 20 years of experience ...". The result was products which were truly superior to those of his competitors, very quickly giving AES the reputation to be the innovative manufacturer of quality products. Soon, the customer list included a representative cross section of the Fortune 500 companies in the U.S.

Through the years, AES has constantly added new products and has further improved the design of existing products, keeping us ahead of the competition. Several designs, including those of LPG/Air mixing systems, were awarded national and international patents.

## CUSTOMERS

Over the course of the past 25 years, AES products have been installed in countries all around the world, from the extreme cold climates of the Arctic, to desert Middle East countries with extreme warm climates and extreme day/night temperature swings. In the early 1990s, AES began exporting product to the Far East, mainly to China, where it is used by utility companies as primary fuel source in their effort to replace environmentally critical fuel sources with clean burning natural gas. Where natural gas pipelines do not or not yet reach a city, LPG/air gas, generated with AES' superior POM mixing system, is used.



National and international Patents recognize the innovative nature of Alternate Energy Systems' products.

## APPROVALS

AES products are designed and manufactured to applicable U.S. and international standards, rules and regulations, including NFPA 58, ASME Boiler and Pressure Vessel Code, etc.

Essentially all our products are Factory Mutual (FM) approved and listed with American Gas Association (AGA), Canadian Standards Association (CSA), and Canadian Gas Association (CGA).



They can also be built for Industrial Risk Insurers (IRI) installations.

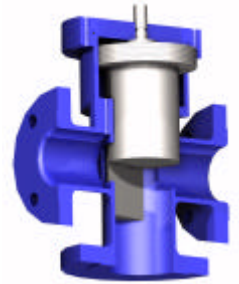


The AES manufacturing operation is ASME (American Society of Mechanical Engineers) approved and authorized to apply "S", "U", and "R" stamps, and is also authorized to register products with the National Board of Boiler and Pressure Vessel Inspectors. The ASME approval also includes approval of the AES Quality System.



## BUSINESS SYSTEMS

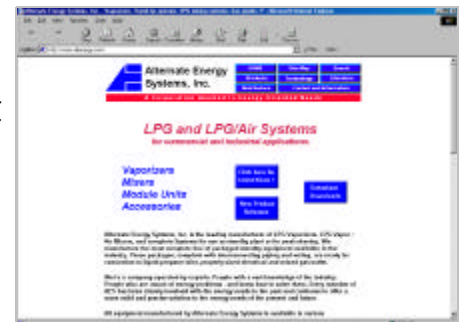
At AES, new products and enhancements to existing products, are designed using 3-D CAD software, allowing to "see" all components interacting with each other, before the first prototype is ever built. This includes moving parts like the piston of the POM in the body of the mixing valve.



Customer orders are processed using a networked computer system, which also provides inventory control, work order processing, Bill of Materials, and all financial functions.



AES has had an Internet presence since 1997. Our web site at [www.altenergy.com](http://www.altenergy.com) has often been named one of the most informative sites in the industry. Everybody at AES, including shop personnel, has high speed access to the internet and to e-mail.



## THE FUTURE

In December of 1998, the founder of AES, John E. Hallberg, retired, and the ownership of AES changed to Wolfgang Driftmeier. With his strong manufacturing background and his experience in sales and marketing, the company focus is clearly on "... offering our customers the best product design, combined with quality workmanship, at a competitive price, to their full satisfaction, and be at all times the vendor of their choice ...". Key personnel stayed on after the sale, and additional personnel were hired to further strengthen customer service, engineering, and manufacturing.

Since then, new products were introduced, existing product has been improved, and sales and marketing efforts have been increased. New customers in the United States and in foreign countries have already been added, and manufacturing capacity was increased, to accommodate the successful completion of several large-scale projects, and to be prepared for further growth.

## THE CUSTOMERS

The list below represents a small fraction of domestic and international AES customers. New names are added every day. If you are interested in a particular reference, please contact our office.

3M COMPANY	HEIL QUAKER COMPANY
AIRSTREAM CORPORATION	HOLIDAY INN
ALCAN CABLE	HOLSUM BAKERY CO.
AMANA CORPORATION	HON CORPORATION
AMERICAN BRIDGE CO.	HONDA CORPORATION
AMERICAN OIL CORP.	HOSTESS CAKE COMPANY
AMERICAN STANDARD CO.	IBM CORPORATION
ANCHOR HOCKING CORP.	INTERNATIONAL PAPER CO.
A T & T TECHNOLOGY	ITT CONTINENTAL BAKERY
BENDIX CORPORATION	ITT CORPORATION
BLACK & DECKER CO.	JAMES RIVER COMPANY
BOISE CASCADE CO.	JOHN DEERE TRACTOR
BROWN STOVE WORKS	JOHNS-MANVILLE CORP.
CALSONIC CORPORATION	KEY ON ENTERPRISES LTD.
CASCADE CORPORATION	KRESGE, S.S. COMPANY
CERRO METAL PRODUCTS	KROGER BAKERY
CHAMPION PAPER CO.	LAND O'LAKES COMPANY
CHRYSLER CORPORATION	LEVI STRAUS INC.
CLARK EQUIPMENT CO.	LIBBY-OWENS FORD
COCA COLA BOTTLING	MICHELIN TIRE COMPANY
COLONIAL BAKING CO.	MONSANTO CORPORATION
CONTINENTAL BAKING CO.	NAN MOU OIL MACHINERY
CORNING FIBERGLAS	OSCAR MEYER COMPANY
DEL MONTE CORPORATION	PARKER-HANNIFIN CO.
DUPONT, INC.	PAZ OIL CO.
ELECTROLUX CORP.	PEPPERIDGE FARMS INC.
ENTES COMPANY INC.	PEPSI COLA COMPANY
ESPAGAS	PET FOODS, INC.
EXXON (ESSO) LP-GAS	PPG INDUSTRIES
EXXON (ESSO)	RALSTON PURINA CORP.
CORPORATION	REVERE COPPER & BRASS
FASSON CORP. (AVERY	RITZ CARLTON HOTEL
LABELS)	ROCKWELL INT'L
FORD MOTOR COMPANY	ROPER INDUSTRIES
FRUEHAUF CORPORATION	SCANA PROPANE
FRITO LAY, INC.	SCIENTIFIC ATLANTA
GEORGIA PACIFIC CORP.	SHAW INDUSTRIES
GEORGIA TECHNICAL	SHELL CHEMICAL CO.
INSTITUTE	SHERWIN WILLIAMS CO.
GAF CORPORATION	SQUARE D PRODUCTS
GENERAL DYNAMICS INC.	TECUMSEH PRODUCTS
GENERAL ELECTRIC CO.	U. S. ARMY
GENERAL MOTORS CO.	U. S. NAVY
GENERAL TIRE COMPANY	UNION CARBIDE CORP.
GLIDDEN DURKEE CO.	UNIROYAL INC.
GOLD KIST HATCHERY	U.S. CORPS OF ENGINEERS
GOODRICH, B.F. COMPANY	VAW OF AMERICA
GOODYEAR TIRE COMPANY	VOLKSWAGON OF AMERICA
GREAT DANE TRAILER CO.	WESTINGHOUSE COMPANY
GULF OIL CORPORATION	WHIRLPOOL CORP.