

Local investment group bets on SaveOnEnergy success

BY TAMARIND PHINSEE

Dallas-based SaveOnEnergy.com has announced plans to expand into other states around the country next year.

Brent Moore, CEO of SaveOnEnergy.com, says this expansion is a direct result of a \$2.4 million investment it received in March of this year from a San Antonio investment group.

Moore says the company will begin its nationwide push into all competitive energy markets in 2009, complete with aggressive marketing campaigns.

"The company plans to launch several new states next year, New York first, then Illinois, Connecticut, Maryland, and Washington, D.C.," Moore says. "The company also believes California will open up to deregulation in 2010 or 2011, and (SaveOnEnergy) will be in that market the day it opens for competition."

Moore says the company probably won't open offices in each state, but will likely open an office in New York to serve as its East Coast headquarters.

SaveOnEnergy.com operates a Web site (www.saveonenergy.com) that posts electricity and natural gas rates from a variety of competing energy suppliers. This venue allows energy suppliers to compete for commercial and residential business, similar to other Web-based shopping services

such as Travelocity, Hotels.com or LendingTree.

The company has agreements with over 20 competitive suppliers who are pre-screened and who have met the company's criteria in areas such as financial stability, quality of billing, customer service, and competitive rates and services.

SaveOnEnergy officials declined to release revenue figures. The local executives who are part of the investment group backing SaveOnEnergy include Richard Azar II; Donnie Seay; Marvin Pipkin; Paul Dudley, who is founder of Dudley Energy Ltd.; and Patrick Dudley, founder of staffing agency Cameron/Tucker.

High hopes

Pipkin, senior partner of San Antonio-based law firm Pipkin, Oliver & Bradley, LLP, says the investment group is extremely pleased with the financial results it has seen in its first year of involvement with SaveOnEnergy.com.

"The company is now in a very strong financial position and is poised to carry out its expansion plans over the next few years," Pipkin says.

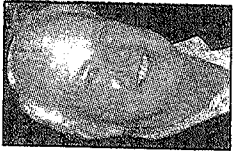
Azar, president and co-founder of locally based independent oil and gas exploration and production companies Patrón Energy LLC and Sezar Energy, says the investment group's stake in the company represents a

great opportunity.

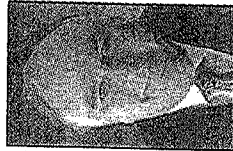
"We believed the risk versus reward on the investment was very positive for our group, and we are extremely optimistic about the future opportunity," Azar says.

Seay, vice president and co-founder of Patrón and Sezar Energy, says the SaveOnEnergy.com concept has the potential to be industry changing.

"Our innovative concept saves consumers money, while creating a clearinghouse for competitive energy suppliers



Pipkin



Azar

to acquire customers. We believe the scalability of SaveOnEnergy.com will allow us to expand nationwide rapidly over the next few years," Seay says.

The investment group — which has been active in other investments for over 10 years — says it is pro-competition and interested in helping foster deregulation in San Antonio, which has to date opted out of the competitive energy market, in order to bring lower energy prices to local businesses and residents.

NEWS BYTE

Tesoro

Tesoro Corp. has entered into a throughput agreement that will allow the company to transport crude oil in a pipeline owned by Petroterminal de Panama (PTP).

PTP, based in Panama, is a cooperative venture between the Government of the Republic of Panama and private industry.

PTP has announced a project that will reverse the flow of its 81-mile trans-Panamanian pipeline. After the completion of the project, Tesoro has agreed to ship 107,000 barrels-per-day of crude through the pipeline under a seven-year agreement. PTP expects the pipeline reversal project to be

online during the third quarter of 2009.

The throughput agreement will allow locally based Tesoro to deliver crude oils produced in Africa, the Atlantic region of South America and the North Sea to the PTP's five Pacific Rim waterborne refineries. "This project is consistent with our strategic goal to increase optionality around crude oil selection," says Bruce Smith, chairman, president and CEO of Tesoro.

PTP has agreed to build dedicated tanks for Tesoro on both sides of the Isthmus of Panama by the end of the first quarter 2010. Tesoro plans to use the pipeline and tanks to blend and distribute different grades of crude oils for its own markets.

