



PROPANE TANKS THAT COME TO YOU™

RESIDENTIAL



COMMERCIAL

A FRANCHISE OPPORTUNITY
THAT DELIVERS



WHAT A CONCEPT YOU HAVE FO

I will be calling today to get my tank exchanged.
I'm a very satisfied customer...Grill On!

—Doug Scheer, customer



BE IN CHARGE OF YOUR NEW CAREER

With a Suburban Cylinder Express franchise you have the opportunity to ignite a new career in a growing industry. Our franchise is based on the simple concept of delivering propane tanks to homes and businesses.

As a franchisee, you will receive the following benefits:

- The chance to be first to market
- An original franchise concept—not a duplicate or me-too concept
- Low start-up costs and low overhead
- The ability to work from home
- An uncomplicated business model

Opportunities offered:

- An untapped, dynamic market—no nationally-branded franchise competitors
- The opportunity to serve both residential and commercial clients
- A franchise that doesn't require support staff or expensive office space



R GRILLERS.



BE PART OF A GROWING INDUSTRY

The market for Suburban Cylinder Express is desirable and growing—we already have franchises from coast to coast. And the home-delivery/home-service segment continues to expand at an incredible rate—among the fastest in the country! Plus, gas grill sales continue to rise—a record 17 million grills were shipped in 2006 (Hearth, Patio & Barbecue Association, hpba.org).

Your Suburban Cylinder Express franchise is offered by Suburban Franchising, LLC, part of the Suburban Propane Partners, L.P., family of companies. Suburban is a blue-chip company with more than 75 years of experience in the propane business. Our core mission is service above all; this includes offering support to our franchisees.





For a few dollars more
**WHY WOULD
BOTHER W**

—or anywhere else for that matter—w
outside and find someone to unlock

Not Me!



There's more to delivered propane than just grilling. Other uses range from propane-fueled patio heaters and insect-control devices to RV travels and camping.



ore D ANYONE WHO VALUES THEIR TIME WITH DRIVING TO HOME DEPOT

With an empty propane tank, stand in line, pay inside, then go back to the cage, then haul the full tank back home in their car?

—**Steve Maggs**, customer

REACH AN UNTAPPED MARKET

The Suburban Cylinder Express service offers a better way for consumers to fire up the grill without hassle. Our service eliminates the common hassles associated with refills or exchanges.

We offer the following options:

- Standard 20lb. propane tank delivery to residential homes
- 20lb. or 40lb. tanks to commercial clients such as restaurants, caterers, construction companies, hotels and office complexes

Our customers enjoy our efficiency and the ease of using our service, and our franchise owners enjoy a business that can be very simple to start in comparison to other more complicated franchises.

HOW IT CAN WORK FOR YOU

One of the greatest advantages of a Suburban Cylinder Express franchise is its uncomplicated business model.

- Customers can place their orders 24 hours a day, seven days a week, through the Suburban Cylinder Express call center or the online order Web site
- Orders are routed to you from the call center
- You make deliveries using the routing software we provide
- Suburban pays you directly, so overhead and administration time are minimized, leaving more time to focus on marketing and customer service



SUPPORT RIGHT FROM THE START

Suburban Franchising, LLC, provides you with the tools you need to get and retain customers. We begin with a comprehensive training program, which helps you launch a marketing plan to establish an initial customer base. From there, we'll provide you with professional marketing tools to help you continue acquiring new customers.

IGNITE



Options for conducting your business

As part of your start-up package, we will order your initial supply of tanks and your custom software package, and help you meet licensing needs. You have two options for conducting your business:

1. *If you are near an existing Suburban facility, you can make arrangements to lease dispensing equipment and a storage site for your propane cylinders.*
2. *You can operate your own dispenser operator station using a 1,000-gallon dispensing tank (depending on local ordinances—special licenses are required). This option allows potential cost savings by reusing your own tank supply.*

**What we're looking for in
our Suburban Cylinder Express
franchise owners:**

- *Self-starters with the desire to succeed*
- *Motivated people who share our passion and can hit the ground running*
- *The ability to work with minimal supervision*
- *The financial wherewithal to fund a new business venture*



YOUR NEW CAREER

Suburban Franchising is seeking motivated, excited franchise owners who are ready to

HIT THE GROUND RUNNING

The support you can expect:

- *Ongoing marketing and advertising support*
- *Customer service, billing and collections support*
- *Routing software to help make deliveries*
- *The chance to serve prime, protected territories that are being offered on a first come, first qualified basis*





YOUR FRANCHISE DELIVERED

More than 150 million propane tanks get refilled or exchanged each year—all tanks that you could be delivering to your very own customers! As a Suburban Cylinder Express franchise owner, you'll have the opportunity to get in on the ground floor of this growing industry.

CALL US TODAY TO ARRANGE FOR OUR ONLINE PRESENTATIONS AND PARTICIPATE IN OUR FULL DISCLOSURE PROCESS.

THIS IS NOT A FRANCHISE OFFER. A FRANCHISE OFFER WILL BE MADE BY AN OFFERING CIRCULAR/PROSPECTUS ONLY.

Suburban Franchising, LLC
One Suburban Plaza
240 Route 10 West
Whippany, NJ 07981
1-866-218-7026
www.suburbancylinderexpress.com