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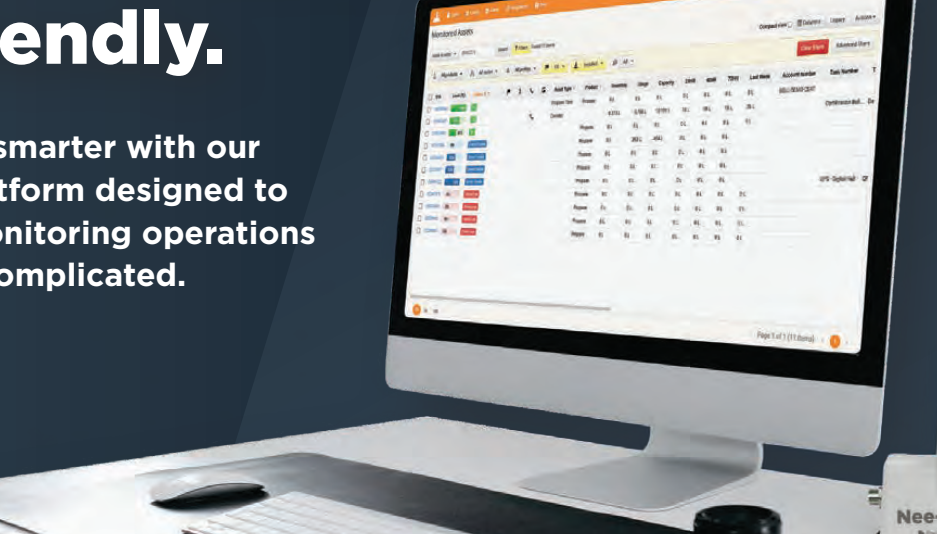
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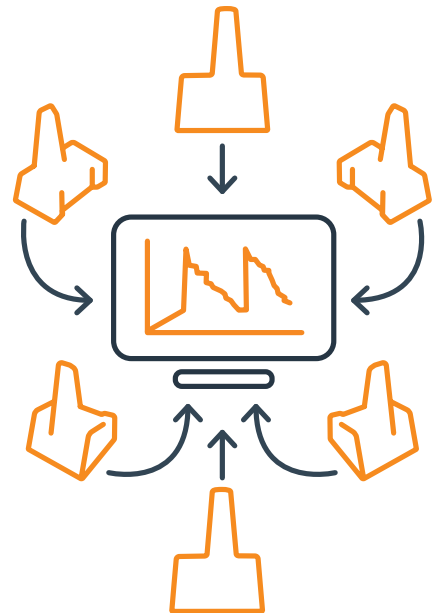
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Manage inventory smarter with our online platform designed to simplify bank monitoring operations that are more complicated.



The image shows a modern workspace with a large computer monitor. The monitor displays a web-based software interface for bank monitoring. The interface has a top navigation bar with tabs like 'Dashboard', 'Reports', and 'Admin'. Below this is a sidebar with various filters and controls. The main area shows a table of data with columns for 'Account Number', 'Last Name', 'First Name', 'Middle Name', 'Suffix', 'Date of Birth', 'Sex', 'Marital Status', 'Religion', 'Race', 'Ethnicity', 'Language', 'Country', 'City', 'State', 'Zip', 'Phone', 'Email', and 'Social Security Number'. The table is populated with several rows of data. To the left of the table is a sidebar with a list of accounts and their status. In front of the monitor is a white keyboard and a black mouse. To the right of the monitor is a small white device with the text 'Nee-Vo.com' and 'by Nee-Vo Inc. © 2017' on it. The background is a dark blue gradient.

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The 2026 Corporate Capabilities Issue

33 must-know companies — & the teams that run them
— for building a robust propane operation



Feature: The Next Chapter
for Renewable Propane

Radio Frequency Identification
for Cylinder Tracking

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Dear Readers,
November is my favorite month. You may be thinking it's because of the autumn hues of the trees or the changing temperatures or giving thanks with family. You wouldn't be wrong about those, but the truth is it's my birthday month! I'm biased, but I do consider it the best birthday month.

We're talking about renewable propane in this issue, so what would be considered the birthday of the fuel? According to The Guardian, a team of scientists at Imperial College in London discovered in 2014 that propane could be made from glucose using a genetically engineered version of the bacterium *E. coli*. The lead author of the study noted it was chemically identical to and would work "exactly the same as normal propane." Today, it's most commonly produced as a byproduct of renewable diesel and sustainable aviation fuel.

Perhaps you can also consider anniversaries, such as when the Western Propane Gas Association established a strategic plan in 2015 for the development of renewable propane, resulting four years later in California becoming the first state to market it. Or when Ray Energy brought the first railcar of renewable propane to the Northeast in April 2022, and similarly when Propane Levac received the first railcar of 100% renewable propane to be broadly marketed in Canada in January 2025.

Renewable propane may be a young fuel compared to the long history of traditional propane, but it has growing potential in the years ahead. Starting on page 14, our feature section includes a discussion from Suburban Propane's M. Douglas Dagan on how the industry can seize on expansion opportunities for renewable fuel. On page 18, the Propane Education & Research Council's Dr. Gokul Vishwanathan explores how capitalizing on heating and power demand can be a viable path for the renewable propane market.

You should also check out our annual Corporate Capabilities special advertising section, which begins on page 22. All the companies featured in these pages can help marketers seize those opportunities — for smoother operations, potential growth and much more. You don't want to miss it.

Until next time,

JESSICA GRAHAM PHILLIPS

Editor-in-Chief

Correction: In our September 2026 issue, BPN printed misleading information in the sidebars of our special section on propane cylinders [see September 2026, page 36]. Please note the inclusion of excerpts from NFPA 58 were an editorial decision **in no way related** to the author of the article. In a clarification, Rich Van Orden, propane training manager for Star Group LP, stated, "Transfer into a portable cylinder shall meet the provisions of 6.31.5.4 A through F." The guidelines in

here are only for low-emission transfer. The details of A through F do not apply to the normal average daily spray fill on-site procedures. This can be very easily confused and mislead people to believe this would apply to daily delivery practices.

"Fixed maximum liquid level gauges shall not be used in filling of cylinders." This is the only way to fill with a bobtail when spray filling on-site. A typical 33# forklift customer would be where this applies."



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Phone: 205 933-0333

AFFILIATION



SUBSCRIPTION PRICES

U.S. – one year, \$34, two years, \$50. Canada – one year, \$43, two years, \$65. All other countries – one year \$70, two years \$108. Air mail \$50 per year extra. Single copy price within the U.S., Possessions, and Canada, \$10.

ID STATEMENT



Butane-Propane News [ISSN 0007-7259], is published monthly (in January, February, March, April, May, June, July, August, September, October, November and December) by Cahaba Media Group, 221 Rele Street, Suite 530067, Mountain Brook, AL 35223.

Periodicals postage paid at Birmingham, AL and additional mailing offices (USPS 457-950)

For Customer Service,
email customer@cahabamedia.com.
Phone: 205-933-0333

POSTMASTER: Please send address changes to BPN, PO Box 271, Lincolnshire, IL 60069-9835.

VOLUME 58 ISSUE 11

November 2026



2026 CORPORATE CAPABILITIES

This special advertising section is designed to give you insights into what industry partners are doing to elevate the propane industry and assist you in providing the best experience for your customers.

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Feature Series: RENEWABLE PROPANE

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How the industry can seize opportunities for renewable fuel expansion in the growing bioeconomy

18 The Path to a Viable Renewable Propane Market

Renewable propane's success requires capitalizing on heating & power demand

Special Section:

22 2026 Corporate Capabilities



On the Cover

The 2026 Corporate Capabilities section showcases 33 companies and teams helping you run a top-notch propane business. *[Image courtesy of TerraVest Industries]*

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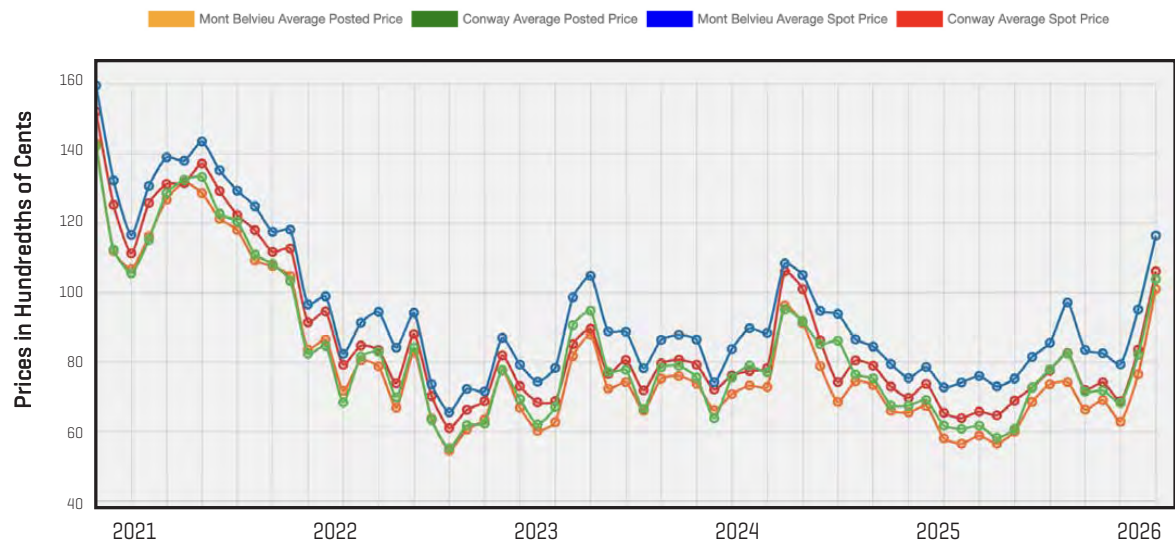
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MONT BELVIEU & CONWAY AVERAGE THURSDAY PROPANE PRICES



at a glance During the latest mid-month period, prices at Mont Belvieu, Texas, increased. The posted prices increased 21.25 cents/gal, from September mid-month to October mid-month, and spot prices increased 21.875 cents. Conway, Kansas, postings increased 22.5 cents/gal and spots increased 24.5 cents over the month.

MID-WEEK AVERAGE POSTED/SPOT PROPANE PRICES [Cents per Gallon]

	09/17/26	09/24/26	10/01/26	10/08/26	10/15/26
Mont Belvieu					
posted	95.125	96.625	101.500	104.750	116.375
spot	81.750 – 82.500	87.000 – 87.000	87.250 – 88.125	95.125 – 95.875	103.625 – 104.000
Conway					
posted	83.585	84.710	86.400	93.835	106.085
spot	76.000 – 77.000	81.500 – 81.750	82.125 – 84.250	91.750 – 92.500	100.500 – 101.500

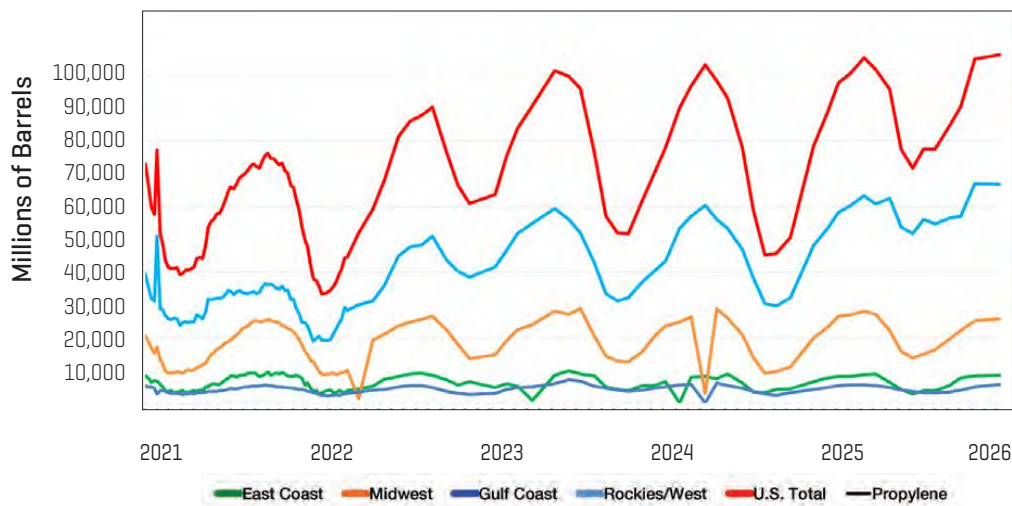
at a glance Canada’s primary underground propane inventories increased by 12.6% in September, according to the Canada Energy Regulator. The total represented a month-to-month increase of 189 Mcm. Compared to a year earlier, stocks were higher, with 85.6 Mcm, or 5.4%, more product on hand.

CANADIAN INVENTORIES [Thousand Cubic Meters]

	Sept 2026	Aug 2026	Change	Sept 2025
PROPANE				
Propane-East	447.5	411.6	42.4%	501.3
Propane-West	1237.2	1084.1	29.5%	1097.8
Total Propane	1684.7	1495.7	32.8%	1599.1
BUTANE				
Butane-East	520.7	459.0	35.4%	583.9
Butane-West	773.3	742.6	4.7%	887.8
Total Butane	1294.0	1201.6	14.6%	1471.7

Source: Canada Energy Regulator

U.S. PROPANE INVENTORIES



at a glance

United States propane stocks experienced a 2.717 MMbbl decrease from September to October. East Coast stocks increased 61,000 bbl, the Midwest decreased 574,000 bbl, the Gulf Coast decreased 2.898 MMbbl, and the Rocky Mountain/ West Coast increased 145,000 bbl. Compared to the same time in 2025, the October 2026 U.S. stocks were 3.999 MMbbl higher.

U.S. PROPANE INVENTORIES

Sept. 11 – Oct. 9, 2026, and One Year Ago [Thousand Barrels]

	09/11/26	09/18/26	09/25/26	10/02/26	10/09/26	10/10/25
East Coast	7.734	7.934	8.066	8.112	8.344	8.927
Midwest	26.259	26.090	25.642	25.676	25.685	27.063
Gulf Coast	69.626	68.434	70.424	68.671	66.728	60.914
Rocky Mtn & West Coast	5.473	5.412	5.515	5.388	5.618	5.472
U.S.	109.092	107.870	109.647	107.846	106.375	102.376

U.S. RESIDENTIAL PROPANE PRICES

[Mid-Month, Cents per Gallon]

	Sept 2026*	Oct 2026	Sept 2025
East Coast [PADD 1]	N/A	364.7	332.5
Midwest [PADD 2]	N/A	211.2	191.5
Average U.S.	N/A	263.8	242.5

Source: "Weekly Heating Oil and Propane Prices," Energy Information Administration

*The Energy Information Administration reports U.S. residential propane prices from October to April each year. For this reason, September data is unavailable.

Find out more:

For commentary on mid-month prices and Canadian inventories, visit bpnews.com/news.

HILCO ACQUIRES J-M TRANSPORT FROM CRYSTAL FLASH

Hilco Holdings Inc. and Crystal Flash Inc. announced that affiliates of Hilco have completed the acquisition of substantially all the operating assets of J-M Transport from Crystal Flash. The transaction closed on Sept. 26, and J-M Transport began operations as part of Hilco on Sept. 28. Financial terms were not disclosed. J-M Transport's employees, owner operators and operating leadership are continuing with the business. Customers will continue working with their existing contacts, and Hilco and Crystal Flash have coordinated to maintain continuity of service. Legacy Energy Consulting served as exclusive financial advisor to Crystal Flash in connection with the transaction.

EPA OPENS \$180M IN 2026 DERA FUNDING

Editor's Note: The following appeared in the National Propane Gas Association's (NPGA) The Bobtail newsletter.

The U.S. Environmental Protection Agency (EPA) opened the 2026 Diesel Emissions Reduction Act (DERA) National Grant Program, providing approximately \$180 million to support projects that replace, retrofit or upgrade older diesel-powered vehicles and equipment. Applications are due Jan. 22, 2027, giving fleet operators and their public- and nonprofit-sector partners several months to identify eligible equipment and develop projects. NPGA will be working with its state and regional associations during this period to provide grants assistance to would-be applicants. DERA is designed to accelerate the turnover of older diesel engines and reduce emissions from the nation's legacy diesel fleet. Eligible equipment encompasses a wide range of transportation and off-road applications, including school and transit buses, Class 5-8 trucks, locomotives, marine engines and nonroad equipment used in construction, agriculture, mining, cargo handling, ports, airports and energy production. Projects can include vehicle or engine replacements, verified exhaust retrofits, idle-reduction technologies, certified remanufacture systems and

other EPA-approved emissions-reduction technologies. Eligible applicants include state, local, regional and tribal agencies and port authorities with jurisdiction over transportation or air quality. Municipalities, counties, school districts, cities and metropolitan planning organizations generally fall within these categories. Certain nonprofit organizations that represent diesel fleet owners or provide pollution-reduction, transportation or air-quality services are also eligible. Private fleet operators can participate in projects through eligible public or nonprofit applicants. The 2026 competition provides an opportunity for fleets considering alternative fuel replacements. EPA has confirmed that eligible medium- and heavy-duty diesel trucks and buses may be replaced with vehicles fueled by propane, provided the replacement meets applicable engine-certification requirements. No funding will be extended to electric vehicle replacements. DERA and the Clean School Bus competition encourage public fleets to replace aging diesel vehicles.

MID-OCTOBER PROPANE PRICES UP FROM SEPTEMBER

From mid-September to mid-October, Mont Belvieu, Texas, posted prices increased 21.25 cents/gal, while spot prices increased 21.875 cents. Conway, Kansas, postings increased 22.5 cents/gal, and spots increased 24.5 cents over the month. The Mont Belvieu mid-September posted price was 95.125 cents/gal. The next week the price increased 1.5 cents to 96.625 cents/gal, followed by a 4.875-cent decrease to 101.5 cents/gal the first week of October. Postings increased 3.25 cents to 104.75 cents/gal the next week, followed by a 11.625-cent increase to 116.375 cents/gal at mid-month. Compared to 2025, October 2026 prices were 43.645 cents higher. The Conway mid-September posted price was 83.585 cents/gal. The next week the price increased 1.125 cents to 84.71 cents/gal, followed by a 1.69-cent increase to 86.4 cents/gal the first week of October. Postings increased 7.435 cents to 93.835 cents/gal the next week, followed by a 12.25-cent increase to 106.085 cents/

gal at mid-month. Compared to 2025, October 2026 prices were 40.672 cents higher. Mont Belvieu spots opened mid-September at 81.75 cents/gal. The next week the price increased 5.25 cents to 87 cents/gal, followed by a 0.25-cent increase to 87.25 cents/gal the first week of October. Spots increased 7.875 cents to 95.125 cents/gal the next week, followed by a 8.5-cent increase to 103.625 cents at mid-month. Compared to 2025, October 2026 prices were 42 cents higher. Conway spots opened mid-September at 76 cents/gal. The next week the price increased 5.5 cents to 81.5 cents/gal, followed by a 0.625-cent increase to 82.125 cents/gal the first week of October. Spots increased 9.625 cents to 91.75 cents/gal the next week, with an 8.75-cent increase to 100.5 cents/gal at mid-month. Compared to 2025, October 2026 prices were 43.375 cents higher.

LIQUID GAS WEEK 2026 BRINGS GLOBAL LPG INDUSTRY TO ISTANBUL

Liquid Gas Week 2026 took place in Istanbul, Turkey, bringing together liquefied petroleum gas (LPG) industry representatives, policymakers and energy experts to discuss global markets, technology and industry developments. Organized by the World Liquid Gas Association, the event ran Oct. 12-16 under the theme "Resilience in a Changing World." The five-day event covered global LPG supply, energy security, renewable fuels and developments in technology. The program also included the 38th World LPG Forum, an international exhibition and sessions addressing challenges and opportunities across the industry. The World LPG Forum, which began Oct. 14, featured discussions on global LPG supply and demand, trading, and regional market developments. Sessions examined changes in international trade flows, market conditions and factors expected to influence the industry in the coming years. Additional sessions addressed renewable liquid gases, clean cooking, safety and digital technology. The event featured the World LPG Challenge, where participating startups presented technologies and business ideas aimed at addressing industry needs. ■

Industry Calendar

Nov. 18 Kansas – PMAK Board Meeting

pmak.org
Topeka, KS

Dec. 3-4 PERC Council Meeting

propane.com
Charleston, SC

Dec. 16 New Jersey PGA Winter Board of Directors Meeting

njpga.org
Trenton, NJ

Feb. 9-11 NPGA Winter Board of Directors, Committee & Section Meetings

npga.org
Savannah, GA

March 8-10 NPGA Spring Technology, Standards & Safety Committee Meeting

npga.org
Houston, TX

March 10 2027 Western PGA Propane Day

westernnpga.org
Sacramento, CA

March 17 PERC Council Meeting

propane.com
Dallas, TX

March 18-19 NPGA Spring Benchmarking Meeting

npga.org
Orlando, FL

March 23-24 National Education & Training Conference

npga.org
Charlotte, NC

March 24-25 PGA of New England Spring Meeting

pgane.org
Providence, RI

April 3 National Propane Gas Foundation Golf Tournament

npga.org
Dickson, TN

April 4-6 NPGA Southeastern & International Propane Expo

npga.org
Nashville, TN

FOR ADDITIONAL CALENDAR ITEMS, VISIT BPNEWS.COM.



Build the Propane Workforce in Your Community

The next generation of propane professionals could be sitting in a classroom in your community today. The Propane Education & Research Council makes it easier to connect with local schools and introduce students to rewarding careers in the propane industry.

With ready-to-use resources for K-12 educators, you have the tools to build relationships with local schools, bring propane education into the classroom, and inspire students to consider a future in the industry.

▶ Start building school partnerships at propane.com/educators

 Propane Education & Research Council





Whitney Parsley is an associate at the mergers and acquisitions (M&A) advisory firm Cetane Associates and specializes in M&A and corporate governance. Contact Parsley at wparsley@cetane.com. Visit cetane.com.

IF YOU COULD RELIVE A MOMENT IN YOUR LIFE, WOULD YOU CHANGE ANYTHING?

Propane professionals reflect on life-changing decisions, cherished memories & the moments they may do differently

Editor's Note: This Verbatim column brought up memories that run the spectrum of emotions. Some responses deal with topics of loss and infertility, so take care in reading this month. The BPN team would like to thank our respondents for their honesty and openness about both the joy and pain we experience in life.

Whether it's a case of hindsight being 20/20 or just a moment worth reliving, this month's question had our colleagues taking a life audit. Some would choose a different path, while others wouldn't change a thing. In this column, adopted from the familiar "Heard on the Street" format, we offer our responders a chance to answer the question posed in the title. These are their replies, reported verbatim. Enjoy!

SHOULD'VE, COULD'VE, WOULD'VE

Well, there are countless things that I would have done differently throughout my life, but who knows whether things would have turned out the way I would

have expected them to. So, I'll live with the way things are and hope that I've been able to gain some wisdom along the way.

BRUCE SWIECICKI
CONSULTING ENGINEER
TINLEY PARK, ILLINOIS

FOR GOOD OR FOR BAD

I would let my life play out exactly as it is today. I am not alone in this world, and most decisions have a way of impacting others for good or for bad.

DANIEL R. RICHARDSON
CONGER LP GAS INC.
TIFTON, GEORGIA

THE SISTER SHIP

If I could relive one moment in my life, I would probably choose the period right after high school and join the military. At the time, I was very unsure of what I wanted to do after graduation. I think serving my country would have been a valuable experience, both professionally and personally. When I reflect on the

choices I've made, I'm often reminded of 'The Blue House' by Tomas Tranströmer. In the poem, he describes our lives as having a 'sister ship,' a glimpse of the alternate paths we might have taken. Who would you be today if you had made a different choice? It's a fascinating idea to contemplate, but I think it's equally important to appreciate the life we're living now. While it's natural to wonder about the roads not taken, our greatest responsibility is to make the most of the choices we did make and strive to be the best version of ourselves.

LUCY SHAFFER
SHAFFER'S BOTTLED GAS INC.
HOOVERVILLE, PENNSYLVANIA

SKIPPING THE CIGARETTES

I've had this reflection many times, as time goes by; I wonder what different choices would have resulted in alternative outcomes. But for me, all the choices I have made have led me to the wonderful life I currently live. And honestly, the butterfly effect-esque risk



T.DEN_TEAM - STOCK.ADOBE.COM

of changing anything is not even close to worth it. I understand that answer could seem like a cop out. So ... I would never pick up smoking. There you go.

ROBERT KENNEY
METS
MCCALLUM, TEXAS

WORTH THE WAIT: 6 YEARS & 3 MINUTES

I initially thought I would want to relive my daughter's birth, but after thinking about it, I would want to relive the moment my husband and I found out our IVF embryo transfer worked and that we were pregnant after six years of infertility. We waited what felt like the longest three minutes of our lives before lifting a towel covering three pregnancy tests on our kitchen counter. All three were positive. We collapsed into each other, crying, screaming, laughing and thanking God.

Sometimes I wish we had recorded our reaction, but honestly, I'm glad we didn't. It was ours. Just the two of us, in our kitchen, realizing that everything

we had hoped and prayed for was finally happening. Nothing will ever top the sheer, pure joy of that moment, and I wouldn't change a thing.

KIRSTEN U. MCALPIN
CONGER LP GAS INC.
TIFTON, GEORGIA

TURKEY, DRESSING & EVERYONE I LOVED

If I could relive one moment, I would choose a holiday gathering from my childhood, when everyone I knew and loved was still alive and well. I wouldn't change a thing. I'd just want to take it all in again. The cousins would be running around together while the adults gathered in the living room and kitchen. The smells of turkey, dressing, ham and pumpkin pie would drift through the house. My parents would be the age I am now, and my grandparents would still be active and vibrant. Aunts and uncles would be there, familiar faces we saw just often enough that having them in the house felt natural. And the cousins

— my first and best friends — would all be together again. I would relive one of those holidays in a heartbeat. Looking back, I realize how much those ordinary gatherings meant. Just the thought of sitting in that house again, surrounded by the people I love and soaking it all in, makes me smile.

CHARLIE CRISWELL
CRISWELL PROPANE INC.
GRINNELL, IOWA

THE YEAR THAT GAVE ME MY MASTER'S DEGREE

My partner and I made a decision early in the business that was risky. There were good things that came of it and there were bad things. I had just had my second child at the time of this decision to go down into another market with my company and partner with people that I barely knew. We were to disrupt the market and that sounded exciting. We were to build a company in a highly dense propane market. It seemed like we had the advantage.



And we did — for a few months. We had the element of surprise, like a ninja! But that soon faded as bigger companies put their full effort into both legal challenges and market stature. My partners at the time were locals and they knew the landscape very well. They knew the business inside and out because they had recently left a business they built as employees and jumped on as ‘temporary owners.’ I say temporary because that partnership did not last.

Soon, these partners, in the midst of the chaos, sought new, deeper funding. I don’t blame them because in business, money is power. They jumped to a new group, and I was able to make a clean break to get back to safety without losing our small business. Although the year I spent in turmoil, stress and hardship building a multimillion-dollar business in a new market was gone, I left with pride and a new respect for what I had in my company.

I matured dramatically during that year. If I were to do it all over again with what I know now, I would definitely hesitate. I would hesitate to work with people I don’t truly know. I would hesitate and pray longer before making consequential decisions like taking on new partners.

I would say I was lucky because I recovered, even though I lost what I had built in that venture. I think, strategically, I was naive and inexperienced. That experience gave me the master’s degree I have today. And I thank those people for involving me in the process.

The regrets I still have when thinking about that time would be personal. They exist as stress on my family, my business partner, and stress on my employees. Being young and reckless can only take

you so far. I would definitely not put that type of stress on my family ever again.

MIKE DODD
PROPANE NINJA
TAMPA, FLORIDA

WHAT CHAZ GAVE ME

If I could relive a moment in my life, I would relive the 23 minutes of my son Chaz’s life. I wouldn’t change anything, because I do believe that all of the events of my life have made me who I am and have shaped me. Chaz has brought so many other ‘loss moms’ into my life, he opened my mind and heart in new ways, and he has made a positive impact on the world. As heartbreaking and painful as that experience was, I would love to hold his tiny body and kiss his sweet face and tell him how loved he is.

LAUREN CLARK
BERGQUIST INC.
TOLEDO, OHIO

1 MORE ORDINARY DAY

I would go back and spend an ordinary day with my great-grandmother, who passed away when I was a teenager. I wouldn’t change anything about the day itself. I would just appreciate it more. When you’re young, you don’t really think about the fact that those ordinary moments with people you love won’t always be there. I’d listen more, ask more questions and just enjoy being with her. I wouldn’t change how anything played out. I’d just love the chance to spend one more day with her and really cherish it.

STACI RAMMEL
WOODRUFF ENERGY
BRIDGETON, NEW JERSEY

HINDSIGHT IS 20/20

I have a sign in my house that I gave to

my wife that says, ‘If I had my life to do over again, I’d find you sooner so I could love you longer!’ — so there’s that. Hindsight is always 20/20, so there are a lot of small changes I would have made, but nothing major. It would, however, be fun to relive a summer from when I was in college or high school, when there were a lot less responsibilities (or comparatively none). I would have golfed a lot more, and hopefully that would have made me better now.

TREVOR BEAUDRY
BEAUDRY OIL & PROPANE
ELK RIVER, MINNESOTA

300 GUESTS & A LESSON IN HINDSIGHT

I would relive my wedding day. Looking back, I don’t think my husband and I would choose the big 300-plus wedding we had. We understand ourselves much better now, and a smaller, more intimate gathering would probably fit us better. That said, hindsight is always easier. We made the best decision we could with what we knew at the time, and it was a beautiful day surrounded by people who loved and cared about us. I’ve learned that it’s easy to look back and see what you’d do differently, but you can only make decisions with the information and perspective you have in the moment. That’s a lesson I try to pass along to younger people whenever I can.

ABBY THURSTON
RURAL COMPUTER CONSULTANTS
BIRD ISLAND, MINNESOTA

OUR CHOICES MAKE US

Whether they’d take a different road or keep everything just as it was, our colleagues’ answers have something in common: Every choice, good or hard, helped get them where they are today. So don’t wait for hindsight. Enjoy the moments that matter while you’re in them and learn from experiences even if they don’t go as planned. That’s how we grow! 📌

If you are interested in submitting responses, please contact Parsley at wparsley@cetane.com.

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David Schlee is an attorney practicing in Kansas City, Missouri. He has been representing propane and natural gas distributors in fire and explosion litigation since 1986 and has authored BPN's Propane & the Law column since September 1989. He can be reached at dschlee@dschleelaw.com.

SHOTBLASTER LITIGATION CONTINUES AFTER LARGE VERDICT

This case update hinges on the question of an indemnity clause in an unsigned purchase order

In the January 2026 issue of BPN, this column reviewed an \$8.9 million verdict returned by a Florida jury in a wrongful death lawsuit. The suit arose from carbon monoxide released by a ShotBlaster brand propane-powered floor stripping vehicle. That verdict, which was affirmed by the Florida Court of Appeals, would seem to have ended the matter.

But a new legal dispute has now broken out over who has the final responsibility to pay the verdict. The forum has shifted to North Carolina, and a July 22 decision in the early stages of that case has shed some interesting light on the behind-the-scenes maneuvering that preceded the jury verdict. The case is Sunbelt Rentals v. Niagara Machine.

STRIPPING A FLOOR

To review, Matthew Burns, a Florida auto mechanic, was using a BlastPro BP 10-27 ShotBlaster to strip the floor of the repair bay in his shop. The ShotBlaster is a small vehicle with a 25-horsepower, propane-fueled engine. Burns rented it from Sunbelt Rentals.

Burns' employee, Robert Lemoine, was working with him. During the work, Lemoine became nauseous and had a bad headache. He went home, but Burns

continued working alone. Burns was found dead the next morning. The cause of death was carbon monoxide poisoning.

VERDICT & NEW LAWSUIT

Burns' widow filed a product liability suit against Sunbelt Rentals, Blast Pro Manufacturing (the manufacturer of the vehicle) and the landlord for Burns' shop. The landlord and Blast Pro settled this suit, but the case against Sunbelt Rentals went to trial. In July 2023, a jury returned an \$8.9 million verdict against Sunbelt. This verdict was affirmed in 2025 by the Florida Court of Appeals.

Sunbelt and its insurance carrier did not, however, believe they should be left holding the bag for this verdict. They filed a new lawsuit, this time in Raleigh, North Carolina, against Niagara Machine and its insurance carrier (Travelers). Niagara, apparently a distributor for Blast Pro Manufacturing, had sold the ShotBlaster to Sunbelt in 2018. The centerpiece of the lawsuit was the contract of sale for the equipment in question.

INDEMNITY CLAUSE

The 2018 sale was documented by an unsigned purchase order issued by

Sunbelt. The order stated it was subject to the "terms and conditions" found on Sunbelt's website. Those terms and conditions included an indemnification clause providing that Niagara would "indemnify and defend" Sunbelt from all claims and lawsuits arising out of "any product liability claim of failure to warn with respect to" the ShotBlaster. When Sunbelt was sued by the Burns estate (and by Lemoire) for product liability and failure to warn based on the carbon monoxide incident, it notified Niagara and requested indemnification and defense.

Neither Niagara nor Travelers responded to this request, and so Sunbelt proceeded to defend both lawsuits.

SETTLEMENT OFFERS & TRIAL

In April 2023, the Burns estate made a settlement offer to Sunbelt, and Sunbelt's insurance carrier (ACE) authorized a counteroffer. But before the counteroffer was conveyed to the Burns estate, counsel for Sunbelt notified Niagara and Travelers "to give Niagara a chance to object or to take over the settlement negotiations altogether."

A day later, the Travelers claims representative notified Sunbelt and its

counsel that Travelers and Niagara would “accept defense and indemnity for the Burns and Lemoine cases.”

Travelers and Niagara then assumed control of the defense of Sunbelt in both cases, but they declined to convey the counteroffer to the Burns estate. As the Burns case continued, the estate made additional settlement offers, but Travelers (now in control of Sunbelt’s defense) refused to respond to any of them. It made no apparent effort to settle the case, and so it went to trial.

Then, near the close of the trial and after the case had been submitted to the jury, representatives of Travelers disclaimed any obligation to indemnify Sunbelt for the negligence claims made by the Burns estate.

VERDICT & SETTLEMENTS

The jury then found Sunbelt liable for negligence and awarded \$8.9 million to the Burns estate. After this verdict was affirmed on appeal, Sunbelt and ACE made a settlement with the Burns estate. The specific amount of the settlement is unknown, but ACE and Sunbelt paid “millions of dollars,” according to the court opinion. Travelers and Niagara refused to contribute to the settlement.

Then, Travelers and Niagara made a separate settlement of Lemoine’s claims against Niagara, leaving Sunbelt out of the deal and exhausting the limits of the Travelers coverage in the process. The breach of contract suit by Sunbelt against Niagara was then filed.

Sunbelt claimed that Niagara breached the contract by refusing to pay the full cost of Sunbelt’s defense and indemnity in the Burns and Lemoine lawsuits. Niagara responded with a motion to dismiss, claiming that the purchase order that referred to the indemnity clause was not signed and that Niagara never agreed to it.

‘PLAIN LANGUAGE’

The court disagreed with Niagara and denied the motion to dismiss. It stated that “the plain language of the purchase order clearly and unambiguously

predicates the entire purchase order on the ‘terms and conditions,’ including the indemnification clause, found at the listed website.”

It added that the fact that the purchase order was unsigned makes no difference. A jury could reasonably find that the purchase order, including the indemnification clause, was part of the agreement between the parties, even though it was not signed.

Sunbelt argued that the contract also included an “implied covenant of good faith and fair dealing,” and that in addition to violating the indemnification clause, Niagara also breached this implied covenant. It pointed to the following alleged actions by Niagara:

“... unreasonably and indifferently refusing to defend and indemnify Sunbelt, failing and refusing to engage in good-faith efforts to settle the Burns and Lemoine cases, failing to properly investigate and evaluate the claims against Sunbelt in those cases, failing to inform Sunbelt about settlement demands and otherwise to keep it apprised of developments, instructing the Travelers entities not to contribute certain amounts to settlement of the Burns case, negotiating a settlement of the Lemoine case without involving Sunbelt, and misrepresenting to Sunbelt that amounts were being withheld for Sunbelt’s defense

before using those funds to settle claims against Niagara only.”

‘GOOD FAITH & FAIR DEALING’

In its motion to dismiss, Niagara argued that neither the purchase order nor the terms and conditions on the Sunbelt website mentioned any promise of “good faith and fair dealing,” and that at the least, that part of the Sunbelt claim should be dismissed. The court disagreed, stating:

“In every contract there is an implied covenant of good faith and fair dealing that neither party will do anything which injures the right of the other to receive the benefits of the agreement.”

Sunbelt, it ruled, had a right to include this claim in its lawsuit, and to attempt to prove it. The court did rule in favor of Niagara on one point. Sunbelt had sought punitive damages. The court, however, dismissed that claim:

“Ultimately, the court agrees with Niagara and concludes that plaintiffs have failed to allege any ‘tortious act’ by Niagara that might support a request for punitive damages.”

The lawsuit between Sunbelt and Niagara remains in its early stages, and it could easily be a year or more before there is a final outcome. 📌



RENEWABLE PROPANE & THE NEXT CHAPTER FOR PROPANE MARKETERS

How the industry can seize opportunities for renewable fuel expansion in the growing bioeconomy

BY M. DOUGLAS DAGAN

Imagine a national delivery company with more than 5,000 trucks running local routes each day from hundreds of locations across the country. They first switched from diesel and gasoline to propane autogas to save money and improve their environmental footprint. They then moved from traditional propane to renewable propane to advance their broader sustainability goals. The second change built on their investment in propane vehicles and fueling infrastructure.

For the propane marketer serving that customer, the relationship now includes dependable supply across many locations



IMAGE COURTESY OF SUBURBAN PROPANE PARTNERS

and information to support their environmental reporting. Understanding how the fleet operates becomes as important as understanding how much fuel they use.

That progression illustrates an opportunity for our industry. Traditional propane gives us a practical starting point for helping customers meet changing energy needs while building businesses that provide distributed resilience and participate in the growing bioeconomy.

WHY RENEWABLE PROPANE IS THE STARTING POINT

Renewable propane is chemically identical to traditional propane. The difference lies in how it is produced and the feedstocks used. Commercial production today includes recovery from processes that make renewable diesel and sustainable aviation fuel using feedstocks such as used cooking oil, animal fats and plant oils. Additional production pathways are being developed, although their commercial readiness varies.

Because the molecule is the same, renewable propane meeting the required fuel specifications can move through existing propane storage and delivery infrastructure and power existing propane equipment. A customer already using autogas can change its fuel supply without replacing its propane vehicles or rebuilding its fueling system.

For marketers, that compatibility extends the value of assets and customer relationships they have spent years developing. A fleet's decision to invest in propane can support further emissions reductions as renewable supply becomes available. The same principle applies to propane equipment used for heating, agriculture and power generation.

The environmental case rests on life-cycle carbon intensity (CI), which measures greenhouse gas emissions per unit of energy across a fuel's production, delivery and use. Traditional propane has a much better CI than diesel and gasoline, and renewable propane provides an even better CI than traditional propane.

Commercial adoption also requires dependable supply at a price customers can support. Producers need reasons to recover and sell renewable propane, and marketers need access to volumes with credible documentation. Customers will weigh any premium against their sustainability objectives and operating budgets. Our task is to make that decision understandable and workable.

TURNING FUEL DELIVERY INTO RESILIENCE SERVICES

Renewable propane's opportunity extends beyond transportation. Customers also need power where grid service is constrained, interrupted or unavailable. Stored propane and on-site generation can support commercial facilities, agricultural operations and temporary events. Renewable propane can lower the life-cycle emissions associated with the fuel used in those systems.

These applications create room for marketers to provide more comprehensive services. Working with equipment partners, we can help customers assess storage requirements, arrange dependable fuel delivery, and coordinate monitoring and maintenance. The system must account for load, generator performance, local requirements and the ability to replenish fuel during an extended outage.

Our work at Suburban Propane during NASCAR's 2026 race weekend at Naval Base Coronado in San Diego provides one example. Renewable propane-powered generators supplied battery storage systems that supported an electric vehicle charging demonstration. Fuel-based generation and batteries served different functions within the same system.

The lesson for marketers is to understand the complete energy requirement. A propane generator, batteries and other renewable energy production from, for example, wind or solar may work together to serve a customer more effectively than any component on its own. Renewable propane improves the fuel's carbon

profile, while equipment design, adequate storage and delivery planning support resilience. A marketer able to coordinate those elements has a stronger basis for an ongoing service relationship.

BUILDING A PORTFOLIO AROUND CUSTOMER NEEDS

A broader energy portfolio should begin with the customers a company serves and the capabilities it can deliver reliably. Traditional propane remains an important option for affordable, dependable energy. Renewable propane adds a direct way to further improve the CI of that service while preserving the customer's equipment investment.

Customers also have different emissions targets. Some will seek 100% renewable propane; others can meet their needs with a blend of renewable and traditional propane. Marketers can work backward from the customer's CI target to identify an appropriate renewable share for the low-carbon intensity blend. This approach can balance the customer's emissions objective with fuel cost and available renewable supply.

Renewable natural gas, or RNG, offers another connection to customers and the bioeconomy. Produced by upgrading biogas from sources such as dairy manure and organic waste, RNG can serve natural gas applications through the appropriate infrastructure. It brings different technical and commercial requirements from propane.

Low-carbon hydrogen may fit selected customers where its performance and economics justify the investment. Propane companies bring relevant experience in safe handling and distributed fuel logistics, but hydrogen requires specialized storage, transportation equipment and training. Building that capability takes deliberate investment and partners with the necessary expertise.

A marketer can participate through supply and service partnerships without owning production assets or handling every fuel itself. The portfolio should grow as customer demand and operating capability support it.

MAKING THE BIOECONOMY HUB PRACTICAL

The bioeconomy connects biological resources and organic residuals to useful products, including energy. Propane companies can participate by linking renewable fuel producers with customers and helping organize the services needed to deliver that energy safely.

Consider the distinct supply chains involved. Waste oils and fats can become feedstocks for renewable refining that produces renewable propane. Dairy manure and other organic residuals can be processed in digesters to produce biogas, which can then be upgraded to RNG or used to make renewable propane. Blends of low carbon-intensity propane can be used to make clean hydrogen, and RNG can also be used to make clean hydrogen. These pathways connect agriculture and waste management with energy markets, but they produce different fuels and require different infrastructure.

A clean fuel hub can take the form of a network of partners. Farmers and waste generators contribute feedstocks and local knowledge. Producers and technology providers manage conversion. Marketers bring customer relationships, delivery capabilities and experience maintaining reliable service. Communities help identify local needs and shape project development.

Participation can begin with renewable propane supply agreements or shared purchasing arrangements that aggregate demand. Other opportunities include distribution partnerships, customer referrals, equipment service relationships and selective project investment. The appropriate model depends on a company's resources and its local market.

Data makes these relationships more useful. The delivery fleet in our opening example would need consistent information on fuel use, renewable content and supported emissions estimates across its locations. Combining that information with inventory monitoring and delivery records helps the marketer manage

service and gives the customer a clearer basis for evaluating results. That is a practical expression of the clean fuel hub: connecting supply and expertise to an ongoing customer need.

APPLYING COMMERCIAL DISCIPLINE

An opportunity becomes a viable business when customers value the service and the company can deliver it at an acceptable return. I believe that discipline should guide every step of renewable fuel expansion. Start by identifying the customer's requirement. How much fuel does it need, at which locations and with what service expectations? Is it seeking a specific CI target, renewable content or protection against power interruptions? What will it pay to achieve that objective? Answering those questions gives marketers a basis for evaluating supply and partners.

Next, assess the economics beyond the price per gallon. Transportation, storage, working capital, documentation and staff time all affect the cost of service. A national fleet may offer attractive volume while requiring coordination across a geographically dispersed network. A smaller customer may need a more intensive service package. Both should be evaluated on their full requirements.

Incentives can help develop markets, but their value should be examined separately from the underlying customer proposition. Projects need to be tested against changes in credit prices, supply costs and demand. Eligibility also depends on the program and application; a benefit available for transportation should not be assumed to apply to heating or backup generation.

A sound policy framework measures life-cycle emissions and allows suitable technologies to compete. Marketers can support that principle while grounding their own investments in the rules and customer demand that exist today.

Pilots should have clear measures for safe operation, delivery performance and margin, alongside customer satisfaction and documented environmental results. Sales teams need to explain those

results accurately, and field teams need training for the equipment they handle. Expansion should follow evidence that the offering works.

TAKING THE FIRST STEP

For many propane companies, the first step can be modest. Identify one customer segment with a clear need, determine whether dependable renewable propane supply is available and assemble the partners needed to serve it. A limited pilot can establish what the customer values and what the business must do to deliver it profitably.

The illustrative delivery fleet shows how a relationship can evolve. Propane autogas first addresses operating costs and environmental performance. Renewable propane then helps advance sustainability goals through the same equipment. Blending offers another option for customers whose targets and budgets call for a different renewable share.

Our industry already knows how to deliver energy safely and maintain local customer trust. Renewable propane can build on those strengths, helping propane companies become providers of lower-carbon energy and distributed resilience. By connecting that work to producers, farmers and communities, we can earn a wider role in the bioeconomy through services that customers need and that businesses can sustain. ▀

M. Douglas Dagan is senior vice president of renewable energy at Suburban Propane Partners L.P., where he leads the company's growth and diversification in the clean energy transition. Reporting to the president and CEO, he oversees development, execution and operation of Suburban's renewable energy platform, including low-carbon propane, renewable natural gas and hydrogen. With more than 20 years of experience across renewable energy, environmental policy and climate advocacy, Dagan has driven landmark initiatives and is a recognized industry thought leader. He frequently speaks and writes on the energy transition and bioeconomy. Visit suburbanpropane.com.





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THE PATH TO A VIABLE RENEWABLE PROPANE MARKET

Renewable propane's success requires capitalizing on heating & power demand

BY GOKUL VISHWANATHAN

CHART IMAGES COURTESY OF THE PROPANE EDUCATION & RESEARCH COUNCIL

Renewable propane has become one of the propane industry's most talked-about, low-carbon opportunities, but its growth remains closely tied to renewable diesel production and low-carbon fuel credits. The debate for many in the industry is whether low-carbon fuel credit incentives are serving as a launchpad for a self-sustaining market or as a long-term requirement for growth.

Today, the renewable propane produced in the United States that is not exported is distributed primarily to three states that have adopted clean fuel standards or low-carbon fuel standards (LCFS): California, Oregon and Washington. In addition, New Mexico and Hawaii have recently approved their own clean fuel standards. These standards are supporting renewable propane adoption for transportation applications (on-road and forklifts). For example, Kitsap Transit in Washington will save \$600,000 on fuel costs in 2026 by switching from diesel shuttles to 100% renewable propane autogas Ford E-450s. Stories like this are only possible today because the state's incentive structure makes renewable propane sales economical for refineries.

Take California, where, depending on the carbon intensity of the product, refineries receive about \$3.19 to \$3.87 in value from credits for every gallon of renewable propane sold. (Note: Trading prices are from Q2 2026.) Without any fuel credits, refineries would only make the energy price of \$0.70 for every gallon of renewable propane sold, while the product cost of renewable propane would be several times higher than that.

With the current dynamic, expanding renewable propane sales outside of the five states that have adopted clean fuel standards is not economical for refineries unless a customer is willing to pay a green premium. On the supply side, renewable propane production costs are driven up by expensive feedstocks, as the price is indexed using soybean oil price.

RENEWABLE PROPANE PRODUCTION ECONOMICS & OPPORTUNITIES

The good news is that production is not the industry's biggest obstacle. Renewable propane output is currently about 4 to 5 million gallons annually, but we expect production could reach 50 million gallons within a few years and potentially expand to nearly 1 billion gallons over the next decade, if demand rises. One reason for this is the growth of renewable diesel and sustainable aviation fuel production. Every 100 million gallons of renewable diesel using triglyceride feedstocks can generate roughly 5 to 7 million gallons of renewable liquefied petroleum gas, creating a significant production opportunity.

With the production positioned for growth, many industry leaders and biorefiners point to the current policy structure (or lack thereof) as a primary limitation on renewable propane adoption. One issue with the current Environmental Protection Agency (EPA) Renewable Fuel Standard (RFS), Renewable Identification Number (RIN) and state-based LCFS structure is that incentives are confined to transportation, i.e., on-road vehicle fleets and off-road vehicles including forklifts. Markets like

residential and commercial heating and power generation, despite representing substantially larger fuel demand, generally do not qualify for the same credits.

UNLOCKING RENEWABLE PROPANE DEMAND BEYOND TRANSPORTATION

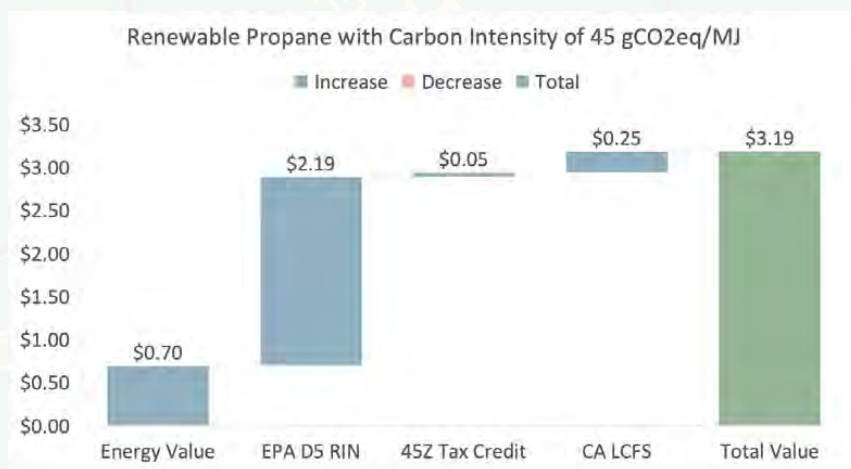
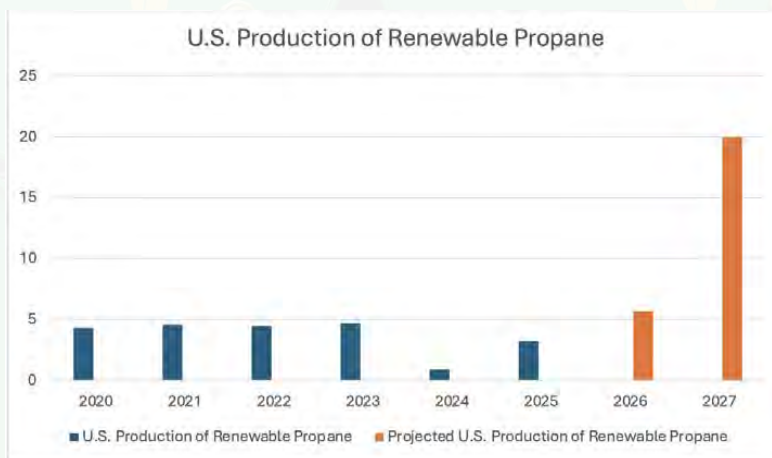
Industry stakeholders argue that expanding clean fuel programs to include heating, power generation (including electric vehicle charging) and other energy applications could help unlock additional demand and accelerate adoption. In short, there will be significant market demand if renewable propane is given the same footing as bio heating oil, which qualifies for RIN credits under EPA's RFS program.

Incentivizing renewable propane for heating applications could grow demand in regions where the industry has already established a foothold. For instance, renewable propane autogas

has been distributed to Maine, North Carolina and Virginia in recent years as school districts, commercial entities and universities are testing new ways to reduce their carbon footprint. Because renewable propane has a substantially lower carbon intensity than conventional diesel, gasoline and propane — and less than half the carbon intensity of electricity in some comparisons — fleets limited to federal RIN credits are already seeing value in the fuel without state-based incentives.

All these considerations lead to the central question: What will it take for the renewable propane market to grow?

Several factors would need to align. Incentives like LCFS and federal RIN credits are designed to facilitate innovation and establish supply chains until such a time that production costs become low enough that the market no longer requires them. To this end, renewable propane



production costs must continue to decline as more feedstocks are unlocked and more refiners market the energy source instead of using it internally for process-heating or hydrogen production. Feedstock costs must also decline as supply chains mature. Most importantly, demand must grow in high-volume markets such as heating and power generation applications.

Using the current credit stacking as a surrogate for renewable propane production costs, it is expected that renewable propane delivered to a home today would cost roughly over \$6-7 per gallon in the absence of credits. Bridging the price gap between renewable and conventional propane is achievable over time with durable incentive structures, more feedstock availability for fuel production and increased production volumes satisfying increased market demand. We have already heard that a California refinery is planning to

sell renewable propane, and Montana Renewables has announced it will begin selling renewable propane in 2028 and beyond. To increase demand, it will be essential to create opportunities outside of off-road equipment and on-road vehicles, as this sector only accounts for less than 1 billion gallons of conventional propane sold today.

NEXT STEPS FOR MARKETERS: PREPARE FOR THE TIPPING POINT

For propane retailers, the market has advanced enough that the industry should begin preparing now rather than waiting for renewable propane to reach full maturity. We should be preparing for it to reach a tipping point.

The Propane Education & Research Council (PERC) encourages marketers to begin conversations now with refiners and suppliers and to consider how renewable propane could fit into their long-term strategies. Stronger demand

signals could support significantly greater production volumes.

Renewable propane's long-term success may begin with low-carbon fuel standards, but growing market demand and evolving policy frameworks can ultimately position the industry to thrive on its own. ▮

Dr. Gokul Vishwanathan is a transportation and energy systems expert who serves as director of research, development and innovation at PERC. With a background in mechanical engineering and advanced vehicle technologies, he leads research initiatives focused on propane's role in reducing emissions, improving energy resilience and advancing innovative applications across transportation, agriculture, power generation and commercial markets. Vishwanathan is an expert in clean energy technologies and works with industry, government and academic partners to develop practical solutions that enhance the environmental and economic value of propane. To learn more, visit propane.com.

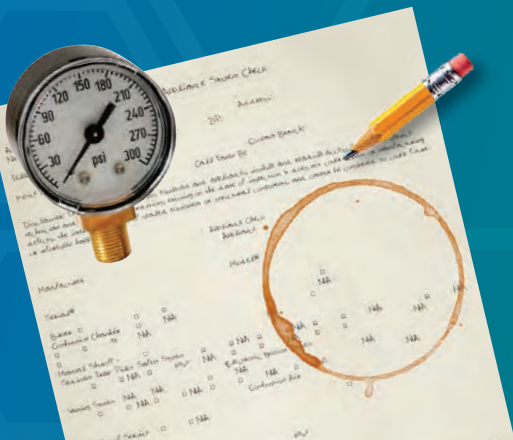


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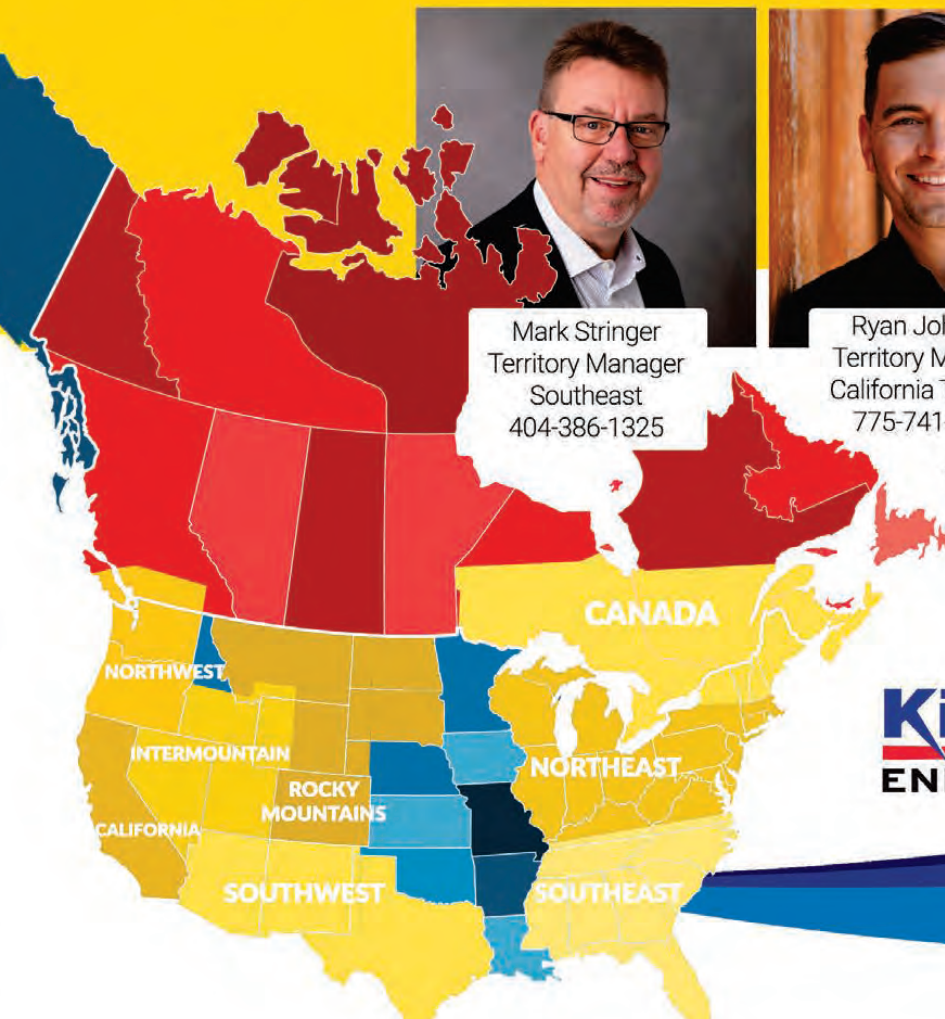
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Larry Charette of Silver Valley Propane says, "Chad and the team at Legacy Energy Consulting made what could have been a grueling, drawn-out process very seamless. From the first day working together, they helped explain what to expect, what to do and how best to do it to ensure the transaction and transition went exactly how we wanted. I can't say enough positive words about the service and care provided by Legacy during this process." 📌

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Marshall Excelsior Company (MEC) is a progressive manufacturer of top-quality LPG and NH₃ equipment, leading the industry in innovation and low-emission products for bulk plant, transportation, dispensing, domestic and recreational applications. MEC is now part of the OPW Propane Energy Solutions business unit.

OPW, a Dover Company, is dedicated to driving quality, safety, efficiency and innovation across the markets it serves while enhancing its position at the forefront of innovation in the LPG and NH₃ markets. Together, the brand will expand its product range and enhance customer support while driving future growth and synergies.

2026 marks the 50th anniversary of the MEC brand, which has evolved into a full-line equipment manufacturer offering solutions from bulk plant to backyard, and everything in between. With a 10-year warranty and 100% testing, you can be assured that MEC has you covered with the highest level of quality across the entire MEC product range, along with industry-leading innovation. This innovation continues to drive MEC's mission to create the safest equipment solutions for everyday operations while maximizing efficiency, resulting in overall savings for the customer.

Innovation Made Simple: Driving New Product Development

- **Excela-Wynd Hose Reel:** Designed to provide increased delivery efficiency and safety while reducing downtime,

driver injuries and driver fatigue. Fully compatible with the BASE ProControl3 remote to control reel-in and reel-out functions and features a variable speed controller to maintain safe and consistent walking speed.

- **ASME Pilot Relief Valve Manifold:** Designed for use with large LP-gas and NH₃ stationary storage container applications with 4"- 300# ANSI flanged openings. The pilot valve-controlled relief mechanism allows for precision start-to-discharge set points in conjunction with the high flow angled seat design for high-relief flow capacity in a simplified design, which eliminates the need for traditional external pressure relief valves, and enhanced safety.
- **Accu-Max+ Series Digital Dial System:** Allows for easy plug-and-play installation and is fully programmable with the use of the Accu-Max+ configuration kit. The Accu-Max+ features calculated gallons and automatic tilt compensation for increased accuracy and is fully compatible with the BASE ProControl3 remote, along with capability of pushing display information to the back office through the BASE Hub.

These are just a few examples of MEC's continued drive and commitment to innovative technology for the industry. 📌

Innovation continues to drive MEC's mission to create the safest equipment solutions for everyday operations while maximizing efficiency, resulting in overall savings for the customer.

Marshall Excelsior Company
269-789-6700
sales@marshallexcelsior.com
marshallexcelsior.com

Otodata Tank Monitors

Transform your will-call customers into automatic deliveries

A highly affordable and accurate tank monitoring solution doesn't just measure levels — it transforms your entire delivery model, turning reactive will-call customers into proactive, automatic deliveries.

Automate Your Success

Eliminate runouts, automate drops and maximize efficiency while boosting your return on investment with Otodata's free online portal and smart monitors. Increase customer satisfaction and trust by offering the Nee-Vo app, where users can view consumption data and live tank levels anytime, anywhere — with no upfront costs, starting at just \$1.50 a month!

Stop Guessing — Start Automating

Accurate tank level information is critical for your business. It can significantly reduce operating expenses and improve your service level. Otodata's award-winning monitors are reliable, precise and compatible with all tanks and software.

Works With Your Existing Software

Otodata understands that many customers have invested heavily in their management systems. That's why the company built a flexible, dynamic data-sharing platform that integrates with virtually any software

through its documented application programming interfaces.

Centralize Your Tanks & Optimize Drops With Otodata's Free Online Portal — Powerful, Reliable & User-Friendly

Manage inventory smarter with Otodata's intuitive online platform designed to make your tank monitoring operations easier — not more complicated. Centralize your tanks, monitor inventory in real time and optimize deliveries from one easy-to-use platform. The Nee-Vo Portal helps you increase route efficiency, reduce delivery costs by as much as 30% and maximize drop sizes while reducing unnecessary trips. You can also notify customers, export data to CSV, manage recipient lists and set up to four customizable alerts per tank. With the Nee-Vo Portal, you have the tools and visibility needed to make smarter delivery decisions and simplify your daily operations.

Let Your Customers See the Level of Their Tank Anytime, Anywhere

The free "Nee-Vo" mobile app allows users to view real-time tank levels, consult usage history, get low-tank alerts, request refills and contact you directly. Otodata will brand

your app with your logo and colors at no extra cost. With Nee-Vo, you can generate business by creating in-app marketing campaigns and push messages to your customers, increasing your customer retention and loyalty by growing your interactions and visibility. Otodata also offers free support to help you create your marketing campaigns whenever you need it.

See How Otodata Is Revolutionizing the Industry

- XL antenna for unmatched reception
- Robust industrial design
- Quick and easy installation
- Dual SIM cellular technology (CATM and NB-IOT)
- No internet or gateway needed
- Works with all tanks and software
- Super-accurate readings
- GPS positioning
- 15-plus-year battery life
- Five-year warranty
- Free branded mobile app and promotional materials

Otodata's Pittsburgh Facility at Your Service

As a leader in the tank level monitoring industry, Otodata knows supporting its customers is the key to its success, and the team is dedicated to helping you every step of the way. With Otodata's U.S.-based, state-of-the-art facility and growing sales team, you are definitely in good hands. Otodata will continue to ensure customers get the highest return on investment from its tank monitoring solution. Visit the Otodata website and request your demo monitors today. 📌



Otodata Tank Monitors
844-763-3344
info@otodata.com
otodata.com

Worthington Enterprises

Get the Worthington edge in a changing propane landscape

The propane industry continues to evolve alongside the broader energy sector, driven by changing customer demands, sustainability initiatives, regulatory developments and emerging technologies. For more than 50 years, Worthington Enterprises has been a trusted leader in the propane industry, delivering a complete line of propane tanks and products while helping shape the future of the market.

In addition to world-class manufacturing standards, Worthington Enterprises is committed to innovation, safety, industry advocacy and customer success. Today, the company's offerings extend beyond new tanks and cylinders to include refurbishment services that help customers maximize the value and lifespan of their assets.

The Worthington Difference

Since its founding in 1955, Worthington has operated on a set of guiding principles known as "Our Philosophy," a people-first approach that continues to influence everything the company does. These values are reflected not only in Worthington's culture but also in its deep involvement across the propane industry.

Through active participation in industry associations, safety initiatives

and standards development, Worthington helps advance conversations that support growth, innovation and responsible energy solutions. This leadership position allows Worthington to not only stay ahead of industry trends but also help shape them.

Supporting the Entire Tank Life Cycle

As part of Worthington's commitment to delivering value across the entire propane tank life cycle, Worthington now offers refurbishment and recertification services designed to help customers maximize the performance and longevity of their assets. The company's refurbishment and recertification services help customers extend the service life of existing tanks, giving them greater flexibility in managing inventory and capital expenditures.

For tanks that are no longer needed, Worthington also purchases qualifying used propane tanks, helping customers turn surplus or underutilized inventory into value.

By offering new tanks, refurbishment and recertification services and used-tank purchasing options, Worthington provides a comprehensive solution that meets customers wherever they are in their asset management journey.

Fueling Future Growth

At Worthington, innovation starts with listening. By working closely with propane marketers, distributors and industry partners, Worthington gains insight into the real-world challenges its customers face and identifies opportunities to improve operations, enhance safety and increase efficiency.

This customer-driven approach is a cornerstone of Worthington's innovative culture, which brings together customers, industry experts and internal teams to anticipate emerging needs and develop practical solutions. By combining customer insights with engineering expertise and manufacturing excellence, Worthington continues to introduce products and services that help businesses succeed in a changing marketplace.

Worthington's commitment to innovation is reflected in ongoing investments in advanced manufacturing, digital technologies and operational improvements that deliver measurable value for its customers.

Looking Ahead

As the propane industry continues its digital transformation, Worthington remains committed to being more than a supplier. With a complete line of propane tanks, expanding life-cycle services, ongoing investments in innovation and a strong voice in industry advocacy, Worthington is helping lead the future of propane while supporting the customers and communities that depend on it. ■



WORTHINGTON ENTERPRISES

Worthington Enterprises
800-944-2255
cylinders@wthg.com
worthingtonenterprises.com

Aultra Tank & Equipment LLC

Protecting your tank investment, delivering nationwide solutions



For propane marketers, every tank represents an investment. Aultra Tank & Equipment LLC helps companies protect that investment through high-quality tank refurbishment, dependable inventory solutions and nationwide transportation services designed to extend tank life and maximize return on investment.

With roots spanning more than 20 years in the propane industry, Aultra has grown from purchasing and selling residential and bulk plant tanks into a specialized refurbishment operation serving propane marketers across the country. Today, with fully operational facilities in Portage, Wisconsin, and Wells, Nevada, Aultra offers expanded production capabilities, improved geographic coverage and efficient transportation solutions for customers nationwide.

Quality Refurbishment, Lasting Value

Aultra's comprehensive refurbishment process is designed to restore existing tanks while maintaining strict standards for safety, durability and appearance. Each tank undergoes thorough

evacuation, inspection and shot blasting to bare steel before receiving a durable, professionally applied powder-coated finish. Refurbishment includes new valves, remote-ready gauges, leak testing and vacuum purging.

Whether refurbishing customer-owned tanks or providing quality Aultra-supplied refurbished inventory, Aultra helps propane marketers maximize the value of their tank assets while maintaining dependable inventory. With a variety of residential tank sizes, styles and finishes available, customers can better manage equipment needs and control operating costs.

2 Facilities, Nationwide Reach

Aultra's Wisconsin and Nevada locations strengthen its ability to serve customers throughout the United States. By operating in both the Midwest and the West, the company can reduce transportation distances, improve logistical efficiency and provide greater flexibility during seasonal demand.

A dedicated fleet of crane-equipped semis further simplifies the process by providing convenient tank pickup and

delivery, reducing the need for customers to coordinate additional loading and transportation equipment.

Focused on What Matters to Propane Marketers

Aultra's commitment goes beyond delivering a quality refurbished tank. It is about helping customers make smarter equipment investments, extend the useful life of existing assets, manage operating costs and keep tanks working in the field.

Through continued investment in equipment, facilities and customer service, Aultra Tank & Equipment remains focused on delivering dependable refurbishment solutions and long-term value to the propane industry.

Aultra Tank & Equipment LLC — smarter tank investment. Stronger ROI. 📈

Aultra Tank & Equipment LLC
608-237-1600
sales@aultratank.com
aultratank.com



AULTRA
TANK & EQUIPMENT LLC

PROPANE TANK REFURBISHING



Delivering
NATIONWIDE
SERVICE

PORTAGE
Wisconsin

WELLS
Nevada

www.aultratank.com

608-237-1600

sales@aultratank.com

Bergquist Inc.

Your trusted propane equipment partner — providing value that fuels your success



In the competitive propane industry, finding a trusted propane equipment supplier is essential for maximizing efficiency. As an independent, U.S.-based propane equipment distributor, Bergquist Inc. offers a comprehensive line of propane equipment, parts and supplies from hundreds of leading manufacturers. Bergquist prioritizes quality, performance and overall superior value, providing you with a wide range of options and tailored solutions with a single call.

Unmatched Inventory for Immediate Access

With over 12,000 different propane parts and supplies constantly in stock, Bergquist eliminates common frustrations like back orders and delays. You benefit directly from:

- **Convenient on-call/on-site ordering:** Bergquist has everything you need readily available, saving you valuable time for your propane business.
- **No waiting:** Bergquist's extensive inventory ensures that products are always accessible.
- **Fast, reliable and hassle-free delivery:** Bergquist ships orders within hours, helping you meet your tight deadlines.

This reliability translates to real value for your business, resulting in fewer

disruptions, quicker responses to your customer demands and, ultimately, more repeat business.

Industry Expertise That Empowers Your Team for Success

Bergquist's team of propane professionals brings extensive industry experience

to enhance your service experience and provide specialized support for any operational challenges you encounter. With responsive customer service, knowledgeable product specialists and dedicated area sales managers, Bergquist is here to assist you with ordering, staff training and comprehensive product support. Your team gains tangible advantages:

- **Effortless ordering and accurate shipments:** Bergquist's CETP (now PEP)-certified experts know the products and make your transactions seamless.
- **Expert guidance on propane equipment and brands:** Bergquist's propane product specialists, averaging 20 years of experience, stay at the forefront of industry through strong manufacturer partnerships — ensuring you make optimal choices.
- **On-site demonstrations and training:** Dedicated area sales managers, active in state propane associations, visit your location for hands-on product demos and team training.
- **Customized propane training programs:** From product usage to PEP preparation, Bergquist offers flexible propane training programs at its centers on-site, via videos or tailored to your needs, and enhancing skills and compliance.

Leverage Bergquist's propane expertise to create lasting value for your business through empowered staff, informed decision-making and reduced training costs, leading to a more profitable propane operation.

Timely, Fast Propane Delivery for Seamless Operations

When customers demand quick service, delays can result in lost sales. As a leading propane parts supplier, Bergquist processes, packs and ships 99% of orders within hours. Bergquist's 24/7 online ordering, experienced staff and unique UPS partnership ensures fast delivery of the propane equipment you need, exactly when you need it.

Bergquist delivers for your business:

- **Fast, reliable service without rush fees:** Dependable, expedited propane equipment delivery with no extra costs.
- **No service delays:** Quick and accurate shipments keep your schedule on track and customers satisfied.
- **Support business growth:** Timely fulfillment leads to happy clients, more referrals and increased revenue.

Bergquist is committed to your success as your premier propane equipment provider. Experience the advantages of partnering with a distributor that offers vast selection, expert support and lightning-fast delivery. See the difference for yourself! Contact Bergquist today for reliable propane solutions that will propel your business forward. 📍

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Propane marketers, truck builders, and bulk plant designers—your essential parts are here, sourced from the **world's top manufacturers** and **ready for same-day shipment**. Our **Warehouse Warriors** and **Bergquist Propane Veterans** handle every detail with **precision**, shipping your order right—and **right away**. For over **60 years**, **Bergquist** has powered the propane industry with **trusted service and unbeatable speed**.

Ready for the fast, seamless experience you deserve?
Contact us today!



Toledo
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800 448 9504

bergquistinc
.com

BLT Tanks LLC

Selling & refurbishing propane tanks since 1994



BLT Tanks is a family-run business that is 100% owned, operated and funded in the United States. The company emphasizes quality at a reasonable cost. BLT Tanks' main line is refurbished tanks from 120 gallons to 1,000 gallons, selling mostly 250-, 330- and 500-gallon tanks.

The company's refurbished tanks are steel shot blasted to white metal, leaving a rough surface for the specially formulated high-solids, direct-to-metal, mastic polyurethane coating developed to provide additional corrosion protection, enhanced weatherability (long-term gloss and color retention) and increased overall coating toughness by H-I-S Paint of Oklahoma City.

BLT Tanks' refurbished tanks are painted white, tan and gray with several dome colors available in load lots. The company uses only American-made RegO valves and replaces gauges with Rochester Gauges. The tanks are fitted with steel domes, are pressure tested with propane and are methanol treated.

Data plates are cleaned and coated with marine varnish to protect them and ensure

they are legible for years to come.

Tanks are sorted into quality grades "A" and "B." A is for the customer who wants and needs quality. B is for the customer who needs economical and reliable tanks. Many of BLT Tanks' customers are unable to tell the difference between A and B grades at a glance. The B-grade tanks are usually available, but sometimes there is a wait due to supply demands.

BLT Tanks has 20 boom trucks that can deliver tanks nationwide to customers' locations. The company primarily deals in load lots but occasionally does partial loads. BLT Tanks will purchase tanks, from 100 gallons up to 30,000 gallons, in semi-load lots nationwide. The company's larger-sized propane storage tank inventory is listed on the company website at blttanks.com.

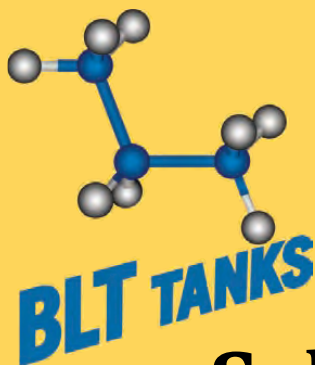
BLT Tanks also sells and delivers used as-is tanks at a reasonable price. These vary from serviceable, newer-year model tanks to older tanks that might need painting and refurbishing. The company's refurbished tanks come with a warranty.

The BLT Tanks team provides quality customer service to meet your needs:

- Tina Johnson, sales manager
- Alison Cue, customer service specialist
- Shawn Cruz, valving manager
- C.J. Ewell, painting manager
- Ignacio Guzman, logistics manager
- Elizabeth Montes, customer service specialist
- Eva Ryan, float/inventory
- Christine Larsen, float assistant
- Tabitha Ryan, business manager
- Nick Rollins, DOT/fleet specialist
- Brad Ragains, owner

BLT Tanks has 67 employees. 

BLT Tanks LLC
800-753-5467
info@blttanks.com
blttanks.com



BLT Tanks LLC

800-753-5467

BLTTanks.com



Selling & Refurbishing Propane Tanks Since 1994

100 % Family Owned, Operated, and Funded in the USA



150 Rebuilt A \$525



150 Rebuilt B \$425



120 Rebuilt A \$595



120 Rebuilt B \$495

420lb Rebuilt DOT..... \$550

420lb Rebuilt ASME..... \$550

420lb Used As Is DOT..... \$350

420lb Used As Is ASME...\$395

240lb Used As Is..... \$200

100lb Used As Is..... \$100

43lb Used As Is..... \$80

33lb Used As Is..... \$100

***All prices are plus freight. Other sizes and conditions available.**

Warranty on all rebuilt tanks. Storage tank inventory updated frequently at BLTTanks.com

Prices are subject to change.

WE PURCHASE GOOD & JUNK TANKS IN LOAD LOTS NATIONWIDE

Fisk Tank Carrier

Committed to quality, innovation, engineering excellence & outstanding customer service

A propane truck is more than a vehicle. It's a mobile workshop, workbench, parts warehouse and mobile office, and an inefficient setup can impact productivity. Fisk Tank Carrier designs and builds propane tank service and installation trucks around the way techs actually work. The company combines the expertise of its engineers, the skilled craftsmanship of its truck team and feedback from customers to produce quality trucks that drive efficient jobs for techs.

From boom options to tool storage, lighting, rail options and specialized equipment, Fisk builds each truck with the job in mind. The Fisk propane truck is designed not simply to carry a tank, but to make the entire operation more efficient.

Fisk's engineering team has decades of experience and has implemented groundbreaking designs. The TX-1 model truck uses a knuckle boom with telematics

and is capable of hauling two 1,000-gallon tanks on the truck bed. The TX-2 offers versatility with a stick boom and new remote that allows for the easy placement of a 1,000- or 500-gallon tank. The TX-3 is Fisk's long-haul truck with more bed space and a powerful boom, while the TX-4 is dual-industry ready and has boxes on both sides. Fisk's trucks and equipment are designed around the techs and their needs.

Fisk's focuses on providing top-tier quality to the propane industry. The company uses aluminum beds and toolboxes for lightweight and sturdy construction. The powder coat process allows for the longest-lasting finish and minimizes wear and tear. Each truck is designed for durability and longevity, with a completely customizable storage space for the way you work.

Fisk's capabilities extend beyond the truck line. The company offers one-person

operation trailers for servicing or installing propane tanks. With multiple customization options, a Fisk trailer will be designed to meet the needs of your team for more efficient operations.

Fisk also offers propane parts and products through its online store, propanehub.com. Find custom-made and hard-to-find products for all your propane needs.

Fisk Tank Carrier was founded in 1954 and became part of G. D. Roberts & Co. Inc. in 1984. That history provides a strong foundation, but Fisk's focus remains firmly on what propane marketers need today — and what they will need next.

With engineering expertise, manufacturing capabilities, customization and a commitment to customer service, Fisk designs and builds propane tank trucks and trailers that help companies improve the way their teams work.

Fisk Tank Carrier's Mission

Fisk Tank Carrier is a tank setting equipment manufacturer. The team is committed to quality, innovation, engineering excellence and outstanding customer service.

Visit Fisk's website to see its full product line and online store. Contact a sales rep today to see how Fisk Tank Carrier can save you time and increase your productivity. ▀



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EXPECT MORE

Quality • Up-time • Opportunity • Profit • Capability



FISK TX-1
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TELEMATICS



Get more done with a truck designed for techs to work faster, stay organized and handle more jobs in a day.

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PROPANE TANK SERVICE AND INSTALLATION TRUCKS AND TRAILERS

Full-Circle

Turning 35: The Full-Circle story

The Full-Circle story began in 1991, when a concept was developed at the Western Propane Gas Association exhibition in Palm Springs, California, for a hose-end swivel designed for LP gas transfers from bobtail delivery trucks. Walter Smith, retired president of Smith Pumps, and John Ives, retired sales manager, were busy setting up their booth. Former Teeco Products President and CEO Bob Bailey, working at Pacific Carburetion Assemblies Inc. at the time, saw Walt and John and expressed an interest in a UL Listed hose-end swivel designed specifically for the propane industry.

That night, Walter was eager to get back to his hotel room and think more about the swivel idea. He sketched a crude design on hotel stationery. Five days later, he was back in the office, on track to develop a prototype for testing.

"If that perfect storm had not occurred," Walter says, "Full-Circle never would have been born. The product never would have been developed. It just would not have happened."

Later that year, Walter Smith founded Full-Circle, becoming the first company to list a swivel with Underwriters Laboratories for LP gas service. The SMAC-1 swivel laid the foundation for designs to follow.

Over the next five years, Full-Circle introduced the SMAC-series hose reel swivels and developed the JO-1 hose-end swivel, which was half the weight and half the size of the original SMAC-1. It was recognized by Design News magazine as one of the best-designed products of 1995, helping pave the way for a new production facility in Yucca Valley, California — the gateway to Joshua Tree National Park.

Today

Thirty-five years later, Full-Circle Swivels continues to build on its legacy in the LPG industry, manufacturing hose-end, 90-degree and straight-through configuration swivels in five pipe sizes for hose-end, hose reel, bulkhead and loading arm applications. Certified for worldwide use, Full-Circle continues to be the global choice for rotating applications in the LPG industry. Other products include Victaulic-coupled swivels, meter vent devices and a line of stainless-steel swivels designed for diesel exhaust fluid (DEF) applications.

The Full-Circle legacy was recently recognized in April 2025, when founder and inventor Walter Smith was inducted into the LP-Gas Hall of Fame for his contributions to the industry. Walter is pictured here at the induction ceremony with his family.

The company's newest innovation, the JO-114M series (1-1/4" MNPT x 1-1/4" FNPT) hose-end swivel, is designed specifically for larger hose applications, continuing Full-Circle's tradition of developing practical, highly engineered solutions.

At 35 years young, Full-Circle Swivels continues to honor its family-driven roots while embracing the next chapter. Walt's son, C.J., currently serves as president and CEO of Full-Circle and sister company Smith Pumps, continuing a six-generation engineering legacy. Together, Full-Circle and Smith Pumps carry that legacy on, combining generations of expertise with a continued focus on quality and lasting customer relationships. 🏠



Full-Circle
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National Propane Gas Foundation Scholarship Program

NPGA supports education

Every year, the National Propane Gas Association's (NPGA) National Propane Gas Foundation (NPGF) Scholarship Fund awards \$1,000 and \$2,000 scholarships to more than 100 deserving students. In 2026, NPGF awarded 118 scholarships for a total of \$183,000. Since 1994, the fund has distributed more than \$2.9 million to more than 2,000 children of NPGA member company, state association or Propane Education & Research Council (PERC) employees. Whether students are pursuing a degree at a four-year university, a two-year college, or a technical, trade or vocational school, NPGF is there to help fuel their education.

Eligible applicants are:

- Children of NPGA member company, state association or PERC employees
- High school seniors with a 2027 graduation date or current undergraduate students
- Students with a grade point average of

at least 2.6 on a 4.0 scale (or equivalent)

- Unmarried, dependent children under the age of 24

Mark Your Calendar

The 2027-2028 scholarship application opens Dec. 15. Visit the NPGF scholarship page to review full eligibility details and apply. The application closes Feb. 15, 2027.

3 Ways to Give Back

The growth of the NPGF Scholarship Program relies entirely on the generosity of the propane community. Help NPGA fund even more students:

- **Corporate Partners Campaign:** Join the annual spring fundraising drive. Your gift sustains the foundation's long-term growth and helps NPGF fund even more scholarship awards.
- **Event Sponsorship:** Support the NPGF golf tournament, held on Saturday, April 3, 2027, right before the NPGA

Southeastern Expo. Every tournament sponsorship — and golfer registration fee — directly boosts the NPGF Scholarship Fund.

- **Endowed Scholarships:** Establish a named scholarship to be awarded in perpetuity, in memory or in honor of a colleague's lasting contributions to the industry.

Ready to make an impact? Visit the NPGF Supporters page at npga.org/news-resources/scholarships/donate. Questions? Contact the team at the email address below to learn more. 📩

**National Propane Gas Foundation
Scholarship Program**
202-466-7200
scholarship@npga.org
[npga.org/news-resources/
scholarships](https://npga.org/news-resources/scholarships)





NPGF Scholarship Fund
Corporate Partner Champions & Benefactors
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BENEFACTORS  **\$2,500+**



NPGF Scholarship Fund also thanks our
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For more opportunities to support the NPGF Scholarship Fund,
contact Maril Olson at molson@npga.org.

Omega Flex Inc.

Manufacturer of TracPipe corrugated stainless steel tubing for natural gas & propane installations

Omega Flex Inc. is a leading manufacturer of corrugated tubing, supplying quality engineered flexible metal hose products for industrial, commercial and residential applications since 1975. With over 100 patents issued in various countries around the world, the company has led the piping industry with engineering innovation, high-quality construction and a commitment to consistently exceeding industry standards.

Today, the company's TracPipe brand of corrugated stainless steel tubing (CSST) leverages this legacy and field-proven technology to deliver faster installs, more predictable performance and greater confidence on every job. The TracPipe System of flexible piping is used for natural gas and propane installations in single- and multifamily-residential, as well as commercial and industrial, buildings. The corrugated TracPipe System tubing couples with recently re-engineered TracPipe Fittings to deliver a seamless, cohesive CSST solution, as well as greater ease and a better overall installation experience.

Approved for use throughout the U.S. and Canada, the TracPipe System can be run through buildings in the same locations where rigid pipe materials have traditionally been used, but with a fraction of the threaded joints — significantly reducing the time required for installation. At the hub of the installation is a multiport manifold. From there, TracPipe System tubing can go around obstructions, across attics or between joists and studs. It pulls just like electric wiring for even greater flexibility.

TracPipe System tubing was designed with inner diameters that are very close to black iron pipe and offer high flow rates, which can often result in using a smaller tube size and greater cost savings. All TracPipe System CSST products are listed by CSA to the ANSI LC 1 Standard.

In addition to TracPipe System CSST, Omega Flex products include DoubleTrac double-containment piping for liquid fuels for automotive, marina and backup generation; flexible hoses for various industrial applications requiring a high

degree of flexibility with the ability to carry corrosive substances at cryogenic or very high temperatures; and MediTrac corrugated medical gas tubing, for use in any facility that uses medical gases.

The Omega Flex staff of experienced engineers designs, produces and tests new products and performs in-depth product analysis to implement solutions for complex or challenging applications. The company also offers training and customer support on all products from design to installation.

Omega Flex operates under an ISO 9001:2015-certified quality management system, ensuring that all new products undergo comprehensive design review, validation and verification prior to market release. Additionally, its subsidiary Flex-Trac — the manufacturer of MediTrac CMT — operates under an ISO 13485:2016-certified quality management system specifically tailored for medical devices, built to deliver heightened safety, high performance and strict regulatory compliance. With products available internationally, Omega Flex Inc. and its subsidiaries operate facilities in Exton, Pennsylvania, and Houston, Texas, in the U.S., as well as Banbury, England.

For more information about the TracPipe System, visit tracpipe.com, and for more information about Omega Flex Inc., visit the website listed below.

OmegaFlex, TracPipe and DoubleTrac are registered trademarks of Omega Flex Inc. MediTrac is a registered trademark of Flex-Trac Inc., a subsidiary of Omega Flex Inc. 



Omega Flex Inc.
610-524-7272
info@omegaflex.com
omegaflex.com

PROVEN PERFORMANCE SMARTER DESIGN

INTRODUCING THE NEXT GENERATION OF TRACPIPE FITTINGS

Built on the legendary TracPipe® System performance you know and trust, new TracPipe Fittings have been redesigned for greater adaptability, a cleaner, finished look and reduced torque for large diameter fittings.

Engineered as part of a complete, fully engineered solution built for the future of gas line installation, new TracPipe Fittings provide enhancements to the proven TracPipe System you already use. Opportunities for more efficient installs with a cleaner, finished look start now!



Learn more at [TracPipe.com](https://www.TracPipe.com)

TRACPipe® SYSTEM

Quality Steel Corporation & LP Cylinder Service Inc.

Tanks you know — people you trust

In 1957, Lowry Tims prioritized customers and began offering quality products to the propane industry. This commitment has remained strong, and Quality Steel Corporation's (QSC) ability to meet your steel asset needs has continued to grow. Founded and based in Cleveland, Mississippi, Lowry sold propane and manufactured propane storage vessels, setting a foundation for his family to expand.

Under the management of Lowry's son, Jim Tims, QSC acquired additional manufacturing facilities and assets in 2013 in Fremont, Ohio, and West Jordan, Utah. This expansion allowed QSC to cover more ground and maintain a fair business while remaining loyal to customers. To further enhance the company's portfolio, Quality Steel acquired LP Cylinder Service Inc. (LPC) in 2019 in Shohola, Pennsylvania. As a United States manufacturer and refurbisher, QSC and LPC work to offer superior asset solutions to customers

nationwide. The company is now a third-generation family business, with Sean Wessel (Jim Tims' son-in-law) as the CEO for Quality Steel Corporation.

Company Guarantee

Quality Steel is committed to providing the best experience, products and services. Your success is QSC's priority, and the company is dedicated to delivering top-notch tanks, white-glove deliveries and five-star customer service at every touchpoint.

The companies' teams are constantly working to enhance your experience with both Quality Steel Corporation and LP Cylinder Service. Trust the people and tanks you know!

Solutions

Quality Steel and LP Cylinder's products and services are at the highest caliber. QSC and LPC have partnered with Buckeye Fabricating to fulfill custom tank needs. Buckeye Fabricating engineers and

manufactures ASME pressure vessels, storage tanks, jacketed tanks and test chambers for various industries. QSC and LPC also collaborate with LT Logistics for air-equipped deliveries nationwide.

QSC Products & Services:

- New ASME tanks manufactured in the U.S.
- Range of tank sizes: 120-gallon to 2,000-gallon domestic tanks
- LP gas, autogas dispensers and anhydrous ammonia (NH₃) tanks
- Financing available for approved customers

LP Cylinder Services:

- "Fits all" propane cylinder lids and domes — replaced with every refurbishment service
- Purchases used tanks and cylinders
- Tank and cylinder refurbishing and renewal programs available
- All services ensure "like new" condition

Quality Steel and LP Cylinder's priority is to keep customers, marketers, communities and employees safe; provide quality products and experiences; and lead with integrity. Choosing Quality Steel Corporation, LP Cylinder and their partners is the best decision for your steel asset needs. Enjoy the ease of doing business with an experienced sales team and company. 📍



Quality Steel Corporation & LP Cylinder Service Inc.
662-843-4046
qscsales@propanetank.com
qualitysteelcorporation.com



Tanks You Know People You Trust

As seasons change, our **commitment** to you and your company remains resolute. Our experienced sales team is ready to help you **optimize** your steel assets. Worry less, trust the people and tanks you know.



WWW.LPCYLINDER.COM
570-685-7924

WWW.PROPANETANK.COM
800-345-2495



Ray Murray Inc. & Teeco Products

Quality propane products from a company you can trust

Founded in 1973, Ray Murray Inc. (RMI) is a leading distributor of propane, industrial and compressed gas equipment, along with heating, hearth and outdoor living products. RMI serves propane marketers, plant and truck builders, trade professionals and specialty retailers.

Through consistent organic growth and strategic acquisitions, RMI has become one of the country's largest wholesale distributors. Following the acquisition of Teeco Products in May 2025, the company now serves customers nationwide from seven strategically located distribution centers. RMI's commitment to "Complete Customer Care" includes expert support from experienced customer service, sales and technical teams; deep inventory from top brands; fast turn-around shipping; and a convenient online platform where customers can securely check inventory and place orders.

Regional Sales Managers With Industry Expertise

RMI's regional sales managers provide knowledgeable, hands-on support through regular customer visits and participation

in industry events. They offer practical guidance and personalized service to help customers select the right products, tools and solutions for their operations.

Training: A Key to Success

Education is central to RMI's commitment to the propane industry. Through RMI University, the company provides dozens of technical training sessions throughout the country each year. From full-day, in-person training events to focused webinars, each session is designed to keep your team informed about products, best practices and industry developments.

Additionally, regional sales managers can coordinate on-site training sessions tailored to your needs.

Custom Fabrication Services

RMI is pleased to provide the propane industry with a full suite of fabrication services. Housed at Teeco's Sacramento, California, location, and at RMI's Lee, Massachusetts, location, the fabrication department builds a variety of propane dispensing units and more, ensuring that customers receive high-quality solutions

that fit their needs. Whether you need a standard dispenser or a customized solution, the Fabrication Team is ready to deliver.

Industry Leadership

RMI and Teeco employees believe in supporting the industry by volunteering their time and serving in leadership roles in regional and national trade associations, including President and CEO Mike Hopsicker's past service as chairman of the National Propane Gas Association. Whether on the board or in the trenches, you'll find the RMI/Teeco team at industry events and initiatives across the country.

Your Partners in the Propane Industry

RMI and Teeco share the same core values: putting customers first, delivering expert technical support and offering a wide range of high-quality products. Together, the companies offer deeper inventory, expanded product selection and additional resources to help you succeed. The team is committed to being a reliable company that helps you improve safety, efficiency and overall productivity in your operations.

Get in touch today to learn more about how RMI and Teeco can support your business! ▀

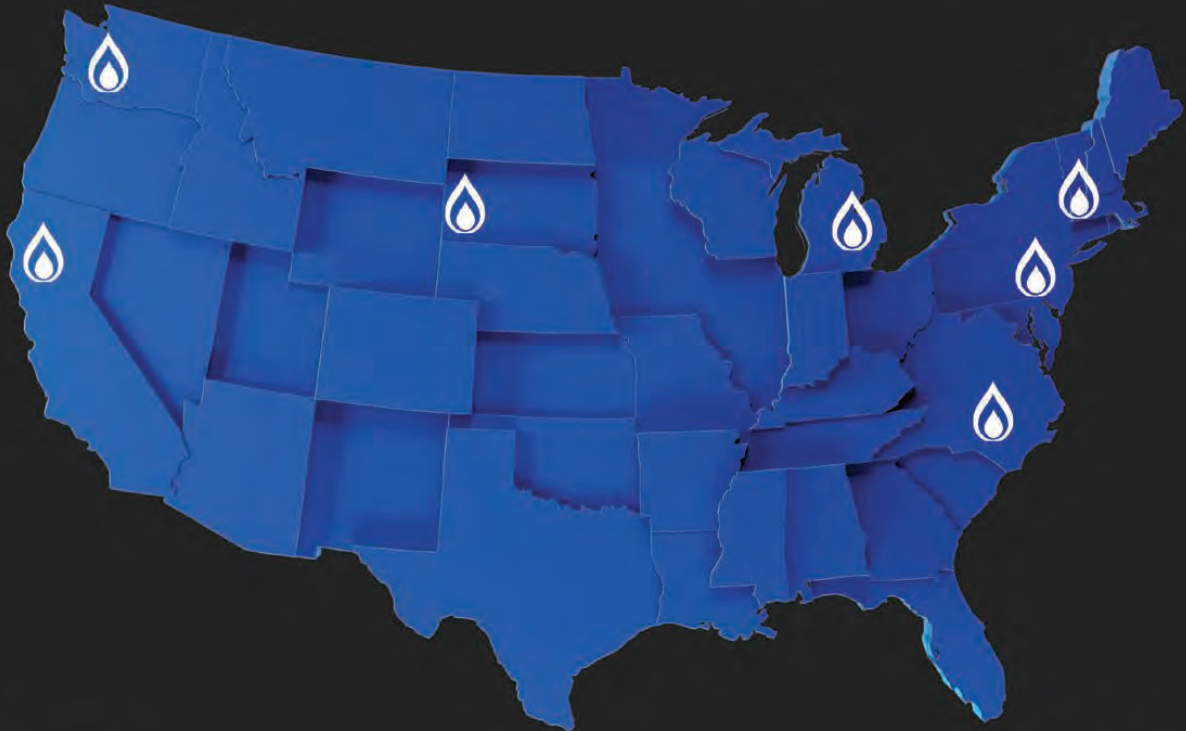


Ray Murray Inc.
800-628-5044
info@raymurray.com
raymurray.com

Teeco Products
800-225-6621
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7 LOCATIONS TO SERVE *YOU*



Ray Murray, Inc.



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PRODUCTS

Teeco Products



www.raymurray.com

www.teecoproducts.com

TRIARC Tank

A trusted leader in the propane tank manufacturing industry



TRIARC Tank, based in Dallas, has a rich history in steel tank manufacturing that spans 92 years. The company was founded in 1933 as Trinity Steel along the banks of the Trinity River in Dallas. Over the years, it grew into the largest manufacturer of horizontal LPG tanks in the Americas. Through two brands, TRIARC provides storage solutions across the globe. TRIARC Tank is focused on the United States and Canada markets, while TATSA focuses on Mexico, Latin America and rest-of-world markets.

TRIARC Tank crafts storage solutions from cylinders to industrial-scale vessels. Its residential and commercial propane tanks, 57 gallons to 2,000 gallons, are stocked in San Antonio, Texas; Quincy, Illinois; and Strathmore, California, to meet your needs. TRIARC fabricates standard and custom vessels with diameters of up to 12 feet and capacities of up to 120,000 WG, including in-house production of tank heads. Additionally, the company's two

fabrication facilities can produce nurse tanks with a capacity of up to 3,000 WG, autogas dispenser tanks with a capacity of up to 5,000 WG, and a variety of other storage tanks.

At TRIARC Tank, quality is the cornerstone of its operations. The team enforces rigorous quality assurance and control measures to ensure that every tank it produces meets the highest standards. With the team's extensive manufacturing experience, TRIARC confidently builds tanks that are both durable and reliable, solidifying the trust and loyalty of its valued customers.

Safety is the company's top priority. TRIARC has established comprehensive safety protocols to protect both its employees and customers. All tanks undergo rigorous testing to ensure safe and efficient operation. Additionally, TRIARC provides extensive training for its workforce to foster a culture of safety throughout the organization.

TRIARC takes pride in its active involvement in ASME industry committees, enabling the company to stay at the forefront of industry developments and contribute to establishing safety and quality standards. This involvement underscores TRIARC's commitment to excellence and its role as a trusted leader in the propane tank manufacturing industry.

TRIARC Tank recognizes that fostering strong relationships with its customers is crucial to its success. The sales team has more than 130 years of combined experience, enabling TRIARC to provide personalized support that helps customers select the right products for their needs and ensures timely delivery. 📦

TRIARC Tank
888-558-8225
info@triarccorp.com
triarctank.com

57 WG to 120,000 WG. One supplier

Every ASME tank a propane marketer needs stocked, certified, and shipped from four U.S. yards.



Vertical

57 - 120 WG
Two-stage hinged lid
ArcClad zinc-rich primer



Horizontal Aboveground

120 - 2,000 WG
Rochester float gauge
Steel gears and spring arms
Snap-on dial



Underground

500 - 2,000 WG
OPD standard
Vehicle rated lids
Frost-stable shrouds
8", 14", 18" risers



MC-331 Equipment

Bobtail Barrels
Transports Barrels
Transport Trailers
Financing and leasing for MC-331



Bulk Storage

Up to 120,000 WG
LPG • NGL • CO₂ • NH₃ • H₂ • LNG
CL • TES • Build to order

Stocked in four U.S. yards

Eagle Pass, TX • San Antonio, TX
Strathmore, CA • Quincy, IL

Vacuum purged

All tanks 2,000 WG and under
ship ready to fill

Inspected before it ships

Every tank x-rayed, hydrotested
and leak checked twice

Optimized loads

53-ft flatbed loads
configured to stay legal
in 48 contiguous states

Heads formed in-house

Full control of critical
subassemblies • Coil steel from
multiple vendors

LARGEST PROPANE PRESSURE VESSEL MANUFACTURER IN THE AMERICAS
WITH OVER 90 YEARS OF STEEL TANK HERITAGE



Victory Advanced Technologies

Explosion-proof smart hose reel motors, designed & built in Canada

When a hose reel motor fails on a bobtail, the truck stops earning. Victory Advanced Technologies was founded in 2021 in Saint John, New Brunswick, on a simple belief: The propane industry deserves electric motors that are smarter, tougher and built to last. Today, the company designs, manufactures and tests explosion-proof motors for hose reels, transfer pumps and other hazardous-location equipment, entirely under one roof.

Built for Classified Locations

Victory hose reel motors are ATEX-certified explosion-proof, fully potted to IP67 and CE-marked. They are designed as direct replacements on a NEMA 56S frame, with flange and 800 series mounting options, so fleets and truck shops can swap out a failed motor without reengineering the reel. Every motor is backed by an industry-leading, four-year replacement warranty.

Meet the Victory RefLEX Smart Motor

The flagship RefLEX runs on a 12-VDC supply and delivers 500 RPM at 2/3 horsepower in a 28-pound package. It puts a programmable motor controller inside the motor itself, which changes what a hose reel can do for the driver:

- SMART Reel-Out Assist: Double-press the GuideMaster button, and the motor senses load and powers reel-out as the operator pulls the hose
- Soft Stow slows reel-in near the end of the wrap, protecting the nozzle, reel and surrounding equipment



- Adjustable reel-in and reel-out assist speeds
- Integrated junction box for settings, programming and diagnostics
- Built-in polarity reversal winds and unwinds from one motor, with no external reversing contactor
- Hose reel brake locks the reel while the vehicle is in motion
- Radio remote control-ready
- Basic Operating Mode, set by a DIP switch, runs the motor conventionally when preferred

The result is less strain on drivers, less wear on hoses and nozzles, and fewer components to wire, stock and fail.

Vertically Integrated, Start to Finish

Victory controls every step of production in its Saint John plant. Engineers use digital twin simulation that feeds the company's CAD/CAM equipment, and the facility handles CNC machining, aluminum casting, coil winding, PCB design, firmware and embedded motor controls in-house. Every unit is fully functionally tested before it ships, and 24/7 technical support and field engineers are on hand to minimize downtime.

The Victory team brings deep experience in power electronics, embedded systems and motor control. CEO and Co-founder Steve Belyea studied electrical engineering technology, holds several patents in electronic control systems and founded BASE Engineering Inc. in 1996.

Now Signing North American Dealers

Victory is building a network of truck builders, OEMs, parts distributors and service shops across North America. Dealers receive dealer pricing and a full-spec dealer kit. Propane marketers can ask their existing truck shop about a Victory replacement motor or contact the company directly.

Rugged, industrial and built for the real world, Victory motors are made to take abuse, perform consistently and keep delivery trucks on the road. 📍

Victory Advanced Technologies
888-653-7380
sales@victorymotor.ca
victorymotor.ca



VICTORY
ADVANCED TECHNOLOGIES

EXPLOSION PROOF

REPLACEMENT HOSE REEL MOTORS



Introducing **Victory RefLEX** Smart Feature Set

SMART REEL-OUT ASSIST

Double-press the GuideMaster button; the motor then senses load and powers reel-out as the operator pulls the hose.

SOFT STOW

Slows reel-in as the hose nears the end of the wrap, protecting the nozzle, reel and surrounding equipment.

ADJUSTABLE SPEED CONTROL

Select reel-in and SMART Reel-Out Assist speeds to match the application and operator preference.

INTEGRATED JUNCTION BOX

Feature settings, speed adjustment, programming, diagnostics and system configuration in one location.

BASIC OPERATING MODE

A DIP switch inside the junction box disables every SMART feature and runs the motor conventionally.

HOSE REEL BRAKE

Locks the reel whenever the vehicle is in motion, preventing unintended hose deployment in transit.

BUILT-IN POLARITY REVERSAL

Wind and unwind from the one motor, with no external reversing contactor to wire or to fail.

RADIO REMOTE CONTROL READY

Wired for a radio remote, so the operator runs the reel from wherever the hose actually is.

CERTIFIED EXPLOSION-PROOF

Ex db IIA T3 Gb, ATEX & IECEx. IP67 fully potted, CE marked. Designed and built in Canada.

**4 YEAR
WARRANTY**



Available in 743/800
Mounting Configurations



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For Truck Builders, OEMs
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COAST TO COAST SALES + SERVICE

ADD Systems

A complete software solution provider

ADD Systems is a leading provider of back-office and mobile software for the propane industry. For over 50 years, the company has offered a complete solution to meet your needs. Gain efficiencies and improve profitability with accounts receivable, delivery and service scheduling and dispatching, mobile solutions for drivers and techs, liquid and parts inventory, BI reporting, financials, hardware/cloud solutions, and the ability to interface with partner products.

Constant Research & Development

ADD Systems keeps industry needs and new technology at the forefront through consistent research and development investment, driven by industry changes

and user priorities. ADD's technology empowers clients to turn challenges into opportunities. A major announcement is Atlas Intelligence, ADD's BI reporting tool that turns data into actionable information and can now integrate with Microsoft Power BI and Copilot AI. Raven, the company's mobile delivery platform, now includes Android and Windows hardware options.

Focused on Excellent Support

Your business relies on its technology partner for reliable support to keep you at your best. ADD Systems takes that responsibility seriously. The company's nationwide staff, made up of industry veterans, is dedicated to your success and works diligently to understand your needs.



From its extensive support staff to its president, ADD Systems is here for you.

Learn More

ADD Systems' continuously evolving solutions come from a partnership with clients and a commitment to the success of 20,000-plus users. Learn more with the information below. ▮

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American Standard Manufacturing Inc.

The standard of excellence in service & quality

American Standard Manufacturing Inc. (ASM) is the benchmark for cylinder storage and handling equipment. The company's commitment to excellence in service and quality, along with its highly innovative designs, has propelled ASM to the forefront of its industry. ASM was founded in 1990



to produce high-quality cylinder exchange displays for the grill cylinder exchange business, the brainchild of founder Coleman Vickary. That product line continues to set an industry standard

for durability and innovation.

Building on ASM's original product line of cylinder exchange cabinets, the company broadened its scope to include propane forklift cylinder storage, high pressure cylinder storage for welding and industrial appliances, and a range of innovative, ergonomic cylinder handling equipment. ASM prides itself on its quick turnaround, its custom design capabilities and its superior personal service. No job is too big or too small, and ASM treats every order with the same uncompromising devotion to superb quality.

ASM Does Things Differently

Customers choose ASM's products for several reasons:

- ASM's in-stock availability combined with superior quality, durability, selection and appearance positions the company in the lead of its marketplace.
- ASM's unique component design system allows the team to quickly configure cabinets to your needs.
- The galvanized substrate ASM uses in its manufacturing process, plus exterior grade powder coating, create a higher-quality, more durable product and provide a superior appearance. ▀

American Standard Manufacturing
518-868-2512
custserv@amrstd.com
amrstd.com



800.488.8816

amrstd.com

Built to Perform for Seasons Ahead *Proudly Made in America.*

As summer winds down, ASM is gearing up for the season ahead with new ways to enhance your cylinder storage & handling equipment. Whatever your needs, we have solutions built for your operation!



High-Security
HS Lock Shrouds



Custom Vinyl
Wrapped Doors



Custom Hole
Punch Patterns



B&A Energy Partners LLC

Putting the client's goals first, from start to finish

B&A Energy Partners helps propane business owners prepare for, administer and complete the sale of their company. Founded by former propane industry executives, B&A Energy Partners' firm combines decades of operating experience with mergers and acquisitions experience on both the buy side and the sell side. This background gives the company a practical understanding of the financial, operational and transition issues that can affect value and closing certainty.

B&A Energy Partners works exclusively with propane companies throughout the United States. B&A Energy Partners' services include business reviews and valuations, transaction preparation, buyer outreach, negotiations, due diligence

support, operational guidance, profitability analysis and transition planning. B&A Energy Partners manages the process from beginning to end so owners can remain focused on running their business.

Every engagement begins with the owner's goals. Whether a client is ready to sell or simply wants to understand their options, B&A Energy Partners provides straightforward advice and a confidential, transparent process. The company helps owners evaluate timing, prepare the business, identify qualified buyers and pursue the strongest possible outcome while respecting the employees, customers and legacy they have built.

If you are considering a sale now or in the future, B&A Energy Partners welcomes



a confidential, no-obligation conversation about your business and the next steps available to you. 

B&A Energy Partners
913-229-0783
baenergypartners.com
derek@baenergypartners.com

THINKING OF SELLING YOUR PROPANE BUSINESS?

WE HAVE WORKED IN YOUR SHOES.

Propane operators bringing real-world M&A experience to your sale.

- **We believe in Quality, not Quantity.**
- Representation designed to maximize your value and terms
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Derek Ashmore

913-229-0783

derek@baenergypartners.com



Trent Bischoff

303-895-4954

trent@baenergypartners.com

Industrial Propane Service & IPS Equipment

A family of solutions for the propane industry

Industrial Propane Service was founded in 1968 by Charles and Helen Vandemark with a clear mission: to provide high-quality propane plant construction and service. As the company grew, Robert and Brenda Vandemark led the organization from 1988 to 2008, expanding operations and establishing IPS Equipment as the wholesale distribution division.

In August 2008, the third generation of the Vandemark family assumed leadership. Today, they continue to guide the company with the same commitment to quality, innovation and customer service that has defined IPS for more than five decades. IPS is headquartered in Byron, Michigan, supported by distribution centers in Beaver Creek, Ohio, and Waupaca,

Wisconsin. These strategic locations allow IPS to efficiently serve customers across multiple regions with fast, reliable product availability.

IPS Equipment provides a comprehensive selection of industry-leading products, featuring trusted brands such as Rego, Blackmer, Worthington, LC, Neptune, Quality Steel, Empire and a complete line of dispensing cabinets.

Bulk Plant Construction & Service

- LPG/NH3 plant design and engineering
 - Storage tank sales
 - Plant service, maintenance, upgrades
- #### *Truck Specialists*
- New unit builds and rechassis projects
 - Testing and inspections



Autogas Systems

- Complete autogas dispensers, systems
- #### *Cylinder Cabinets & Evacuation Systems*
- Custom-built dispensing systems
 - Cylinder evacuation solutions

**Industrial Propane Service &
IPS Equipment**
800-621-4137
sales@ipsequipment.com
whyips.com



Jomar Valve

Dedicated to customers, innovation & quality

Founded in 1966 by former Navy Commander Joseph Martin, Jomar Valve set out to change the way the valve industry thought about valves. Innovation was paramount in Martin's quest, and as a result, several of his valve designs are now industry standards. In addition, Jomar Valve was first to offer one valve platform certified to UL, Canadian Standards Association, Factory Mutual and National

Sanitation Foundation — one valve for any application.

Today, Jomar Valve continues to provide customers with high-quality, innovative products to meet the demands of any project. The company's diverse product line supports plumbing, industrial, actuation, HVAC and gas applications. Jomar Valve's parent company, Fratelli Pettinaroli, is an ISO 9001 Italian manufacturer based in

northern Italy. Together with Jomar Valve's long-standing reputation for excellence and innovation, the company has redefined the standard of quality in the industry.

At Jomar Valve, every valve is made with the highest-quality alloy and material, ensuring optimum product performance and longevity. The company's extended product warranties are the result of 100% testing every product. Jomar Valve is proud to offer a wide variety of valve solutions to support the gas/propane industry, including gas ball valves, lockwings, propane truck valves and more. 



Jomar Valve
586-268-1220
csr@jomar.com
jomarvalve.com

PROPANE TRUCK VALVE LINEUP



Jomar's propane truck valves deliver reliable shutoff and precise control for safe propane transfer. Designed with durable, corrosion-resistant stainless steel, they're engineered to perform in the toughest conditions. **It's expertise you can trust.**

Stainless Steel Trim
3 Piece 4 Bolt
Swing Out Body
Full Port
1000 WOG

¼ Turn Operation
Mating Flanges Available
Repair Kits Available
100% Flow
Easy Installation



JOMARVALVE.COM

LPG & NH3 Supply

Your single source for propane equipment, construction & fabrication

For over 50 years, LPG & NH3 Supply (Buffalo, Minnesota) has been a trusted partner in the LP gas and anhydrous ammonia industries. The company provides comprehensive solutions for equipment, construction and project management, allowing its customers to focus on growing their business.

Representing Manufacturers You Know & Trust

RegO, Blackmer, Corken, Algas-SDI, Modine, Ward, X-Riser, etc. — offering a wide range of products including regulators, compressors, pumps, motors, vaporizers, tanks and more. LPG & NG3 Supply takes pride in offering quality items that are made in the USA.

The LPG & NH3 Supply Advantage

- Third-generation, family-owned American company
- Experienced, knowledgeable staff
- Large inventory and competitive prices
- Fast, reliable delivery

Unparalleled Fabrication Services

LPG & NH3 Supply fabricates items such as skidded dispensers, vaporizers and pump assemblies, built with quality components for agricultural, commercial and industrial use.

These products are fully piped and jobsite ready.

The company also offers PRINS EPA-certified systems for vehicles to run on propane autogas and gasoline.



Welcoming the Opportunity to Serve You

LPG & NH3 Supply values your business and sets out every day to earn it. The team's territory sales representatives connect with customers to better understand their needs and best serve them.

Contact the team today or visit the online store. 

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lpgnh3.com

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Featuring a More Durable Design



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www.lpgnh3.com

Metsa Tanks

Built to perform. Backed to last.

Tanks built for the long haul. Support that makes getting them into service easier. From production to your yard, Metsa protects your tanks along the way and helps reduce preparation when they arrive.

Aboveground Tanks

- 250- to 1,900-gallon sizes
- Residential, commercial and bulk applications
- Multiple configurations available
- Seven-year warranty

Underground Tanks

- Sacrificial anode system
- Protective coating for underground applications
- Preinstalled propane level and cathodic

protection monitoring by Mopeka is available

- Five-year warranty with preinstalled cathodic protection

From Production to Your Yard

- **Protected Delivery:** Tanks are protected during loading and transport to help them arrive the way they left the plant.
- **Unloading:** Tanks are unloaded at your location — one less thing to coordinate.
- **Purging:** Tanks are purged before delivery, saving a step at your yard.
- **Methanol:** Methanol is added before tanks ship.

Why Metsa

- 40-plus years building propane tanks



- Delivery throughout the United States and Canada
- Dedicated delivery fleet
- AG, UG, AG/UG and dome options
- Warranty protection up to seven years

Let's talk tanks. 📞

Metsa Tanks
800-609-8265
sales@metsa.com
metsa.com

**WINTER IS HARD ENOUGH.
GETTING TANKS SHOULDN'T BE.**

Quality-built propane tanks. From our plant to your site, we handle the logistics.

Order the tanks you need now.
One call and we'll take it from there.

Let's Talk Tanks. 📞 +1 (800) 609-TANK 📧 sales@metsa.com 🌐 metsa.com

Nexio Power Inc.

Purpose-built propane engines for propane distributors

Nexio Power Inc. is a Texas-based manufacturer developing purpose-built propane engines and commercial trucks for the fleets that keep America's propane industry moving.

At the heart of its technology is a 7.2-liter supercharged V8 producing 330 horsepower and 775 lb-ft of torque, paired with an Allison automatic transmission. Designed for demanding commercial applications, including propane bobtail delivery, the platform delivers diesel-competitive performance without the cost and complexity of diesel emissions and aftertreatment systems.

For propane marketers, Nexio presents an opportunity to operate delivery trucks on the same domestically produced fuel

they distribute, reduce exposure to diesel price volatility, lower maintenance complexity and leverage existing fueling infrastructure.

Nexio's expanding Class 5-8 vehicle portfolio includes single-axle and tandem-axle trucks, tractors and specialty chassis. The company conducts testing, validation and assembly operations in Nacogdoches, Texas, and at its new 77-acre manufacturing campus in Anderson, Texas. 📍



Nexio Power Inc.
936-221-5146
jlessaris@nexiotrucks.com
nexiotrucks.com

DIESEL PERFORMANCE PROPANE ECONOMICS

NEXIO DELIVERS DIESEL-LEVEL PERFORMANCE WITH PROPANE-POWERED ECONOMICS, ADVANCED SAFETY, AND ULTRA-LOW EMISSIONS. NEED ANOTHER REASON?



- ✓ POWER? PROVEN
- ✓ SAFETY? SMARTER
- ✓ COSTS? CUT
- ✓ EMISSIONS? EVISCERATED

nexio

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Propane Education & Research Council

Leading the development of propane solutions that Americans trust today & innovations they'll rely on tomorrow

The Propane Education & Research Council (PERC) leads the development of clean, innovative, propane-powered solutions that Americans trust today and will rely on tomorrow. Since its founding, PERC has been dedicated to advancing propane technology, supporting research and development, delivering industry-leading safety and workforce training, and educating consumers and professionals about propane's role in providing reliable, affordable and environmentally friendly energy.

Through collaboration with industry partners, manufacturers, researchers, educators and communities, PERC helps bring new propane technologies and applications to market across

transportation, agriculture, residential and commercial construction, power generation, material handling and other key sectors. These efforts help businesses and consumers take advantage of propane's versatility, portability, reliability and lower-emissions performance.

PERC also empowers the propane industry to thrive in a rapidly changing energy landscape. With a continued focus on safety, innovation, education and consumer awareness, PERC provides propane professionals with the resources, training, research and tools they need to strengthen their businesses, serve their



customers and support communities across the country. 

Propane Education & Research Council
202-452-8975
info@propane.com
propane.com



Come Together for a Safer Propane Industry

Keeping safety a priority means staying informed, connected, and ready for what's next. At the 2027 National Propane Education & Training Conference, propane educational professionals from across the country will come together for two days of industry-specific safety, compliance, and education resources.

Hear the latest information, learn from industry experts, and connect with peers who share your commitment to advancing safety throughout the propane industry.

► Register today at propane.com/training-conference

 Propane Education & Research Council



NATIONAL EDUCATION & TRAINING CONFERENCE



March 23-24

PT Risk Management Insurance Services

Helping to maximize your profits & minimize your potential risks

What Every Propane Marketer Should Know

Inflation, the rising costs of claims tied to natural disasters and the growing trend of nuclear jury verdicts are all major reasons insurance premiums continue to increase year after year. For propane marketers, this reality makes it more important than ever to be proactive, prepared and properly protected. As an industry, we must collectively commit to improving the way we document every part of our operations. Something as straightforward as a properly documented leak check or cylinder refill can make the critical difference between facing a massive judgment in court or successfully protecting your business from an astronomical payout.

Just as importantly, your insurance agent must truly understand the propane industry and its unique exposures. If you find yourself in the position of having to educate your agent about your business, chances are you're not partnered with the right agency.

That's where PT Risk Management Insurance Services stands apart. For more than 30 years, the company has specialized exclusively in insuring propane and petroleum marketers. With its boots-on-the-ground philosophy, PT Risk personally visits every location it insures to ensure nothing is overlooked when building your policy. The results speak for themselves: 86% of new clients not only secure better coverage but also pay lower rates.



Call the number below today and talk directly with an expert who knows your business inside and out. 📞

**PT Risk Management
Insurance Services**
800-556-8228
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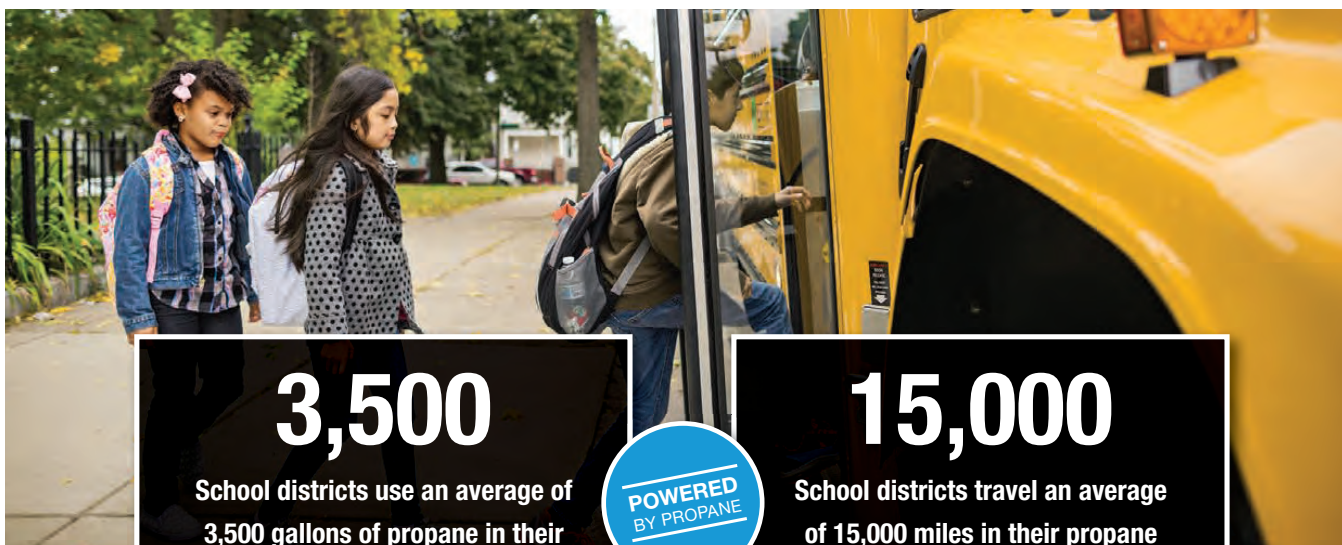
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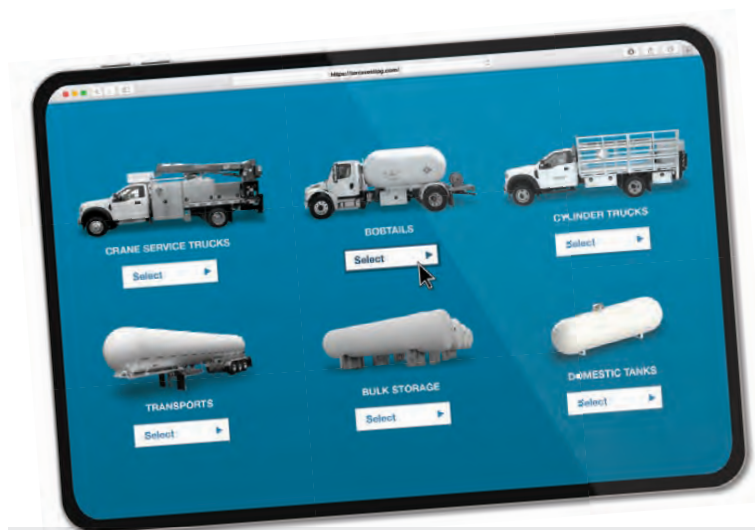
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3 Propane Supply Decisions for a Smoother Winter

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2. **Secure transportation capacity:** Contracted gallons only matter if you can move them. Reliable carriers are finalizing winter routes now. If demand has grown, confirm additional capacity before the strongest options are committed. Waiting can leave you with undelivered volume, paying a premium or rationing deliveries.
3. **Build supplier depth:** When supply tightens, access can matter more than price. Backup supplier-negotiated lift arrangements and clear allocation terms can give you options when your primary source is constrained. Without them, additional gallons may not be available.

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- 3 **SUPPLIERS —**
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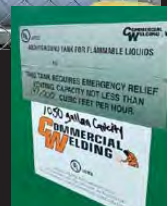
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RFID FOR CYLINDER TRACKING: WHAT PROPANE OPERATORS NEED TO VALIDATE BEFORE SCALING

The first steps propane distributors should take when conducting RFID tracking pilot

BY MICHAEL GILLMANN

A cylinder that reads reliably on its own can still be difficult to identify when loaded on a truck with dozens of others. For a propane distributor considering a radio-frequency identification (RFID) pilot, that difference will determine whether a project removes scanning work or leaves employees searching for cylinders.

Passive ultra-high-frequency RFID allows a reader to scan cylinder identifiers without lining up each barcode. The tag needs no battery, but its performance still depends on where it is mounted and how the cylinder passes the reader.

At a liquefied petroleum gas filling plant in North America, employees were scanning cylinders individually at arrival, departure and checkpoints. The distributor evaluated tags to reduce that manual work, but dense metal cylinders

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and variable tag positions were making reliable reading difficult in earlier trials.

The breakthrough came from adapting the tracking system as well as loading arrangements and tag placement to reduce interference from other cylinders and enable hands-free reading as cylinders pass through fixed portals.

BEGIN WITH 1 CHECKPOINT

For a distributor, the first question is which job RFID should improve: counting returned cylinders at receiving, confirming a dispatch load or reconciling stock in a yard. Time spent scanning, checking discrepancies and correcting records will provide a baseline for judging the result.

A fixed reader may suit a repeated movement through a controlled lane. But a handheld reader is more practical for an inventory check or resolving an exception.

The choice depends on how employees already handle the cylinders. If they must unload or rearrange a stack solely to obtain a read, that extra work belongs as a consideration when comparing reader methods.

VALIDATE TAG ATTACHMENT

When bonded to loose paint, a tag may come off with the paint even if the bond itself holds. Surface preparation, coating condition and the specified installation procedure therefore belong in the trial. Record the time needed to prepare and tag a cylinder as well as the result.

Cylinder curvature limits the area available for mounting an RFID tag. A bendable tag can follow a curved surface, while a rigid, rugged tag needs a suitable mounting area and protection from handling. A useful comparison is how each construction fits the cylinder designs and loading arrangements in the fleet.

Placement also affects exposure to impacts and contact with other cylinders. A protected position will improve survival but can make the tag harder to read on a loaded truck. Test candidate positions with the operators who handle

the cylinders. Keep markings and access to valves unobstructed and have the cylinder owner approve the attachment approach if needed.

The next test involves cleaning and refurbishment. Will the tags remain in place, be protected or be replaced during those processes? Exposure to a particular wash or refinishing process should be checked separately from ordinary outdoor use. A short pilot can reveal early attachment failures, but it cannot establish years of service life.

READ THE INTENDED CYLINDERS

A portal needs to identify the cylinders moving through, in bulk and at speed. But extending read distances can capture nearby inventory. Testing with tagged cylinders beside the lane, as well as those passing through it, will help fine-tune the tracking system.

Antenna position, power settings and the boundaries of the read area give the reader provider ways to address that trade-off. Tests need to include different cylinder orientations, load arrangements and normal travel speeds. One cylinder may respond repeatedly while another is unread, so the total number of tag responses only tells part of the story.

Comparing the distinct cylinder identities recorded against the known contents of each test load will create a baseline, with missed cylinders and unwanted reads logged separately.

How can the team tell a placement problem from an isolated damaged tag? Have the team note where the missed cylinders sat in the load. How should the team select readers and mobile devices? Take into account the operating location and any hazardous-area requirements. It will save your equipment layout and even your pilot budget.

CONNECT EACH CYLINDER TO THE RIGHT RECORD

When a cylinder appears overdue, operators need to check its last recorded dispatch and look for a missed return transaction before treating it as a lost

asset. Comparing time away from the plant can also help identify slow return loops. Both tasks will depend on connecting each movement to the correct cylinder record.

Which identifier should connect the tag to the cylinder record? A tag's electronic product code memory is most commonly used. It can be programmed with a unique number defined by the distributor or a standardized asset identifier. Your own internal identification scheme may suit a fleet managed within one system. But a standardized format becomes the norm when identification needs to be shared with partners in the value chain or understood by different software systems.

Another option is a serialized tag identifier (TID), the chip's factory-assigned identity. This avoids allocating the identifier yourself, but each still needs to be associated with the cylinder record. Verify that the selected chip provides a unique serialized TID and that the readers and software capture it reliably at the intended checkpoint.

Whichever approach is selected, verify the link to the cylinder record during installation, along with any printed identification (on the tag or separate). For operator-assigned numbers, agree who allocates them and how repeat tag orders avoid duplicates. Two cylinders sharing one identifier can end up with their movements recorded in the same history, even when the readers work correctly.

The software also needs to register what happened. At receiving, the reader location, direction of travel and expected return transaction can help distinguish arriving cylinders from nearby stock.

As for recording a return, that record does not establish that a cylinder is filled, inspected or ready for dispatch. Those statuses require their own process records.

Repeated reads and incomplete loads need agreed handling and exception rules in the software. Employees need a clear way to resolve an unread cylinder or a discrepancy

before closing the transaction.

What happens when a tag is damaged or removed? Its replacement should reconnect to the existing cylinder record. The old identifier should no longer create conflicting transactions. Testing this handover protects the usefulness of maintenance history and return records beyond the life of the first tag.

All these decisions depend on reliable handoff records, while RFID does not provide continuous tracking between checkpoints and sites.

DEFINE SCALING CRITERIA BEFORE THE PILOT

A good pilot will use a representative mix of cylinder sizes, surface conditions and load arrangements. It will ensure the selected movements are repeated through ordinary handling cycles as well as busy operating periods. And it will check both the physical tag and the resulting records.

What if a load needs several stops and retries before every cylinder is recorded? Those interventions should be counted as part of the result: how often employees stepped in and how long each intervention took.

The completed transaction is then reconciled against the cylinders that actually moved. The key here is setting acceptable limits before the pilot begins, regarding missed identities, unwanted reads, attachment failures and manual corrections.

What should be included in the cost comparison? I recommend taking into account installation labor, readers, software integration training and replacement tags. The pilot's measured operating effort can then be compared with the earlier baseline, making savings dependent on how much scanning and reconciliation work actually disappears.

More importantly: When exactly should you scale? Expansion should take

place once the pilot produces dependable records with an acceptable handling burden. The next site can then receive a documented setup and a clear exception process, with any differences in racks or loading methods checked before deployment.

The goal is for your team to finish an ordinary working shift with records they can trust and fewer discrepancies to resolve. ■

Michel Gillmann is cofounder and chief marketing officer at Xerafy, an industrial RFID tag and label manufacturer. He works with Xerafy's engineering, product, sales and partner teams on RFID applications for industrial assets, with a focus on practical tagging, validation and deployment in real operating environments. Visit xerafy.com.



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Statement of Ownership, Management and Circulation

Publication Title: Butane-Propane News

Publication Number: 457-950

Filing Date: 10/1/2026

Frequency: Monthly

Number of Issues Published Annually: 12

Annual Subscription Rate: \$34.00

Complete Mailing Address of Known Office of Publication

217 Country Club Park STE 101
Birmingham, AL 35213

Complete Mailing Address of Headquarters or General Business Office of Publisher

217 Country Club Park STE 101
Birmingham, AL 35213

Full Names and Complete Mailing Address of Publisher

ers, Editor-in-Chief and Managing Editors

Publisher: Matthew G. Conroy

217 Country Club Park STE 101
Birmingham, AL 35213

Editor-in-Chief: Jessica Graham

217 Country Club Park STE 101
Birmingham, AL 35213

Managing Editors: Johnny Nickel and Christina Miller

217 Country Club Park STE 101
Birmingham, AL 35213

Owner: Cahaba Media Group

217 Country Club Park STE 101
Birmingham, AL 35213

Contact Person:

Jacqueline Smith 203-219-9496

Known Bondholders, Mortgagees & Other Security Holders Owning or Holding 1% or More of Total Amount of Bonds, Mortgages, or Other Securities. None

Tax Status: Has Not Changed During Preceding 12 Months

Issue Date of Circulation Below: September 2026	Average No. of Copies Each Issue During Preceding 12 Months	No. Copies of Single Issue Published Nearest to the filing date.
Total Number of Copies (Net Press Run).....	11,557	12,178
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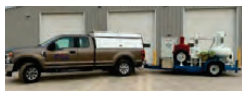
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How did you get your start in the propane industry?

I got my start in the propane industry at just 16 years old, washing and painting propane tanks at Euliss Propane. Propane was already familiar to me because my grandfather spent 50 years in the industry with Euliss. After graduating high school, I pursued a career as a firefighter with the Town of Cary in Cary, North Carolina. While working as a firefighter, I returned to Euliss Propane as a part-time delivery driver on my days off. That experience opened my eyes to how much opportunity existed within the propane industry. I wanted to learn more, so I transitioned into service and installation work, continuing to work at Euliss on my days off. After about a year of working part time, I made the decision to leave my firefighting career and pursue propane full time. I started as a service technician, eventually became the lead service technician and later transitioned into my current role as operations manager.

How has your experience working in different roles shaped the way you approach your role today?

Working in different roles throughout the propane industry has given me a much better understanding of the people I lead and the challenges they face every day. I've worked in delivery, service and installation, so I understand what it takes to safely complete the work in the field — not just from a management perspective, but from firsthand experience. I try to lead with empathy and by example. I understand the conditions our technicians and drivers work in, whether that means extreme weather, difficult installations, challenging service calls or simply trying to get everything done safely and efficiently. My goal is to help make those conditions as safe and manageable as possible.

Who have been the strongest influences on your career to date?

My mother taught me from a young age to never give up and that I could accomplish anything I put my mind to. That lesson has stayed with me throughout my career. There have been plenty of times when I've questioned whether I could figure something out or even wondered if I belonged in a particular room. In those moments, I remind myself of what she taught me. Chris Stanley, the owner of Euliss Propane, has invested

in me both professionally and personally. He has given me opportunities to grow, challenged me to expand my abilities and trusted me with responsibilities that have helped me become the leader I am today. My grandfather has also been an incredible influence. He spent 50 years in the propane industry with Euliss Propane and has shared a tremendous amount of his knowledge and experience with me over the years. There is no substitute for 50 years of experience, and I've been fortunate to learn from many of his lessons without having to spend 50 years learning them myself.

How can propane companies show younger generations that the industry offers opportunities for long-term career growth?

I think the biggest thing propane companies can do is show younger employees that this is more than just a job — it can be a career. We have to give people a clear vision of where they can go and what they can accomplish if they are willing to put in the work. If we want to attract and retain the next generation, we have to invest in them. Give them a mentor, give them training, give them responsibility and, most importantly, give them a reason to believe they have a future in this industry. I believe our goal should be to make propane a career, not just a job. When employees can see a clear path forward and know their company is willing to invest in them, they are much more likely to invest in themselves and in the future of the industry.

What or who motivates you?

My wife and my three daughters are my biggest motivation. They stand by my side through the long days, late nights, long weekends and even the times when work finds its way into our vacations. They understand the 'why' behind the work I pour myself into, and their support means more to me than I can put into words. I'm also motivated by seeing the people around me grow. I really enjoy watching members of my team become better technicians, better teammates and better leaders, but also better parents, spouses and people. When someone sets a goal for themselves and I get to watch them work toward it and achieve it, that's incredibly rewarding. 📌

For an extended conversation with Hodges, including what it was like to work alongside his grandfather at Euliss Propane, visit bpnews.com/industry-insider.



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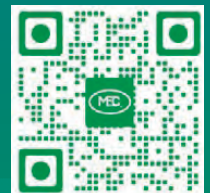
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