BUTANE-PROPANE NEWS

BPN

NOVEMBER 2023

Your Inside Look at Results From
Kentucky PERC's Propane Ad Campaign

4 Ways Your Company Can Thrive
in an Evolving Business World



THE 2023 CORPORATE CAPABILITIES ISSUE

31 companies driving industry growth, innovation & longevity in an evolving energy landscape

+ FEATURE:
IS RENEWABLE PROPANE THE ANSWER TO GLOBAL WARMING?

TEECO
PRODUCTS, INC.

Here For The Propane Industry Since 1946

Our FOCUS Is Serving You



Teeco has been serving the Propane Industry since 1946. In all those years, one thing that remains the same is our unwavering commitment to being there for our customers and our industry. We continue to work hard to bring you the products you need quickly and efficiently, as well as offering free online training opportunities so you and your team can get the knowledge you need to use these products safely.

You can count on Teeco for the best equipment, knowledgeable associates and professional services. Call us or visit us online or in person to let us know how we can help you.

Teeco is a Proud Member of Our Local and National Propane Industry Associations

NPGA · WPGA Western Propane Gas Association Member · PPGA · Rocky Mountain Propane Association · CPGA · Propane Arizona · NDPGA · NMPGA · Nevada Propane Dealers Assn. · WIP · South Dakota Petroleum & Propane Marketers Association

www.teecoproducts.com

Irvine, CA · Sacramento, CA · Auburn, WA · Rapid City, SD

"Otodata monitors save us money by reducing fuel costs and wear and tear on our trucks, so we can afford to pay our drivers more. Happy drivers make for good business!"

Doug Wolfe,
Ceres Solutions Cooperative,
Eau Claire MI



Otodata helps grow the value of your business

"Thanks to Otodata's low-level alerts, we contacted our Will Call customers who were running low, and we wrote 30 orders in one day! Emergency deliveries are a logistical and costly nightmare.

With Otodata's affordable monthly HaaS Lease Program, the monitors pay for themselves tenfold in savings on diesel fuel, driver salaries, and other delivery costs."

Jeff Davis, Ramsey Oil, Hutchinson KS

Rapid ROI - Starting at just $1.50 a month.

Contact our team today to find out how quickly Otodata can increase your return on investment **1-844-763-3344** or visit **otodatatankmonitors.com/grow** to sign up.



Dear Readers,

Two and a half years ago, I walked into the offices of Cahaba Media Group — BPN's parent company — and jumped right into the world of propane. I haven't looked back since. What an industry to be a part of! In my time so far at BPN, I've met passionate people who are eager to tell you why this fuel is reliable, clean and a viable part of the path to a sustainable future. You all have welcomed our newer team from the start, and I'm grateful to feel included in a long-standing industry with people who are driving it to an even longer future.

That's why I'm incredibly excited to step into this role as editor of BPN. To continue working with you and delivering the content that matters to you, while following in the footsteps of the likes of Bill Clark, Natalie Peal and Elizabeth Manning, is a welcome adventure I look forward to taking with all of you.

In that regard, I'd love to hear from you and talk more about the industry and BPN's role in providing the content you, as the readers, feel is important for us to cover. Whether you'd like to discuss what you'd like to read more of or what we've covered well, you can email me at jgraham@cahabamedia.com. Transition is a time for growth, and I plan to treat BPN's transition in leadership as an opportunity to ensure we're developing alongside the industry.

Speaking of, we've got a couple of sections in this issue that show just how dedicated the propane industry is to its own growth and longevity. Starting on page 66, our renewable propane feature series will explore research on converting carbon dioxide into propane and how the industry is poised to help address the issue of global warming, as well as the challenges — and opportunities — to address for existing infrastructure when DME and rDME propane blends are added to the mix.

For more on how individual companies are contributing to propane's future, check out our annual Corporate Capabilities section beginning on page 16. In this special advertising section, we highlight the products, services and solutions that are driving the industry forward. These companies each bring their unique and innovative solutions alongside their desire to contribute to a sustainable and positive future for the industry. Find out more about them in the pages ahead.

Together, the industry is building an exciting future — one I'm proud to be part of. I've got a front row seat where I get to learn about past wins, observe creative solutions to present challenges and watch as the industry continues to position itself as a viable and important part of clean energy goals in the United States and beyond.

From the friendly faces to the exciting prospects on the horizon for propane and the Hank Hill jokes I know we've all heard, I love being part of this community you've built. Thank you for all the ways you've made me feel welcome. I can't wait to see what the future holds.

Until next time,



JESSICA GRAHAM
Editor

BPN
BUTANE-PROPANE NEWS

STAFF
Editor
Jessica Graham
jgraham@cahabamedia.com
205-961-3389

Associate Editor
Johnny Nickel
jnickel@cahabamedia.com
205-273-3152

Art Director
Melanie Magee
mmagee@cahabamedia.com

Account Executive
Landen Franklin
lfranklin@cahabamedia.com
205-278-2875

Client Services — Team Lead
Sonya Crocker
scrocker@cahabamedia.com
205-314-8276

Client Services Coordinator
Holly Strickland
hstrickland@cahabamedia.com

Digital Production Designer
Shelby Dempsey

PUBLISHER
Matthew G. Conroy — President & CEO
Matt Lyons — Chairman
Greg Meineke — VP of Sales
Brandon Whittemore — VP of Finance
Laurie Tisdale — Director of Operations
Elizabeth Manning — Director of Content
Stacy Marshall — Director of Sales

Newsletter editorial communications and subscriptions for BPN Pricing & Supply should be directed to P.O. Box 530067, Birmingham, AL 35253. Phone: 205-212-9402

For circulation and customer service questions, please email bpnews@omeda.com.

AFFILIATION
NPGA
NATIONAL PROPANE GAS ASSOCIATION

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
CAHABA MEDIA GROUP

Butane-Propane News (ISSN 0007-7259), is published monthly by Cahaba Media Group, PO Box 530067 Birmingham, AL 35223 . Periodicals postage paid at Birmingham, AL and additional mailing offices (USPS 457-950). For Customer Service, email bpnews@omeda.com.

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

VOLUME 55 ISSUE 11

November 2023



8



10



68

SPECIAL ADVERTISING SECTION

CORPORATE CAPABILITIES



16-65

Feature Series:
RENEWABLE PROPANE

66 From CO2 to C3H8
Inside the groundbreaking green propane production method led by an Illinois Tech engineer that converts carbon dioxide to renewable propane

68 The Propane Carbon Cycle: An IndustryWide Solution to a Global Challenge
Is propane a problem or solution when it comes to global warming?

70 A Conversation on DME & Where It Stands in the Propane Sector
PERC's Jim Bunsey discusses propane blends, renewable propane & what's ahead for both



On the Cover
Left to right: Jordy and Sadie Anderson of Mount Perry Propane, and Lisa and Danny Anderson of Anderson Propane Services.
(Image courtesy of EDP)

4 Marketplace

6 News & Events

8 Verbatim
What is your comfort food?

10 Propane & the Law
North Carolina court sends gas explosion case to jury

12 Beyond the Mains
Kentucky Propane Education Council sets the bar high for digital engagement

14 Management
To address weaker spots on your team, look outside your own skills for team members who can fill in the gaps

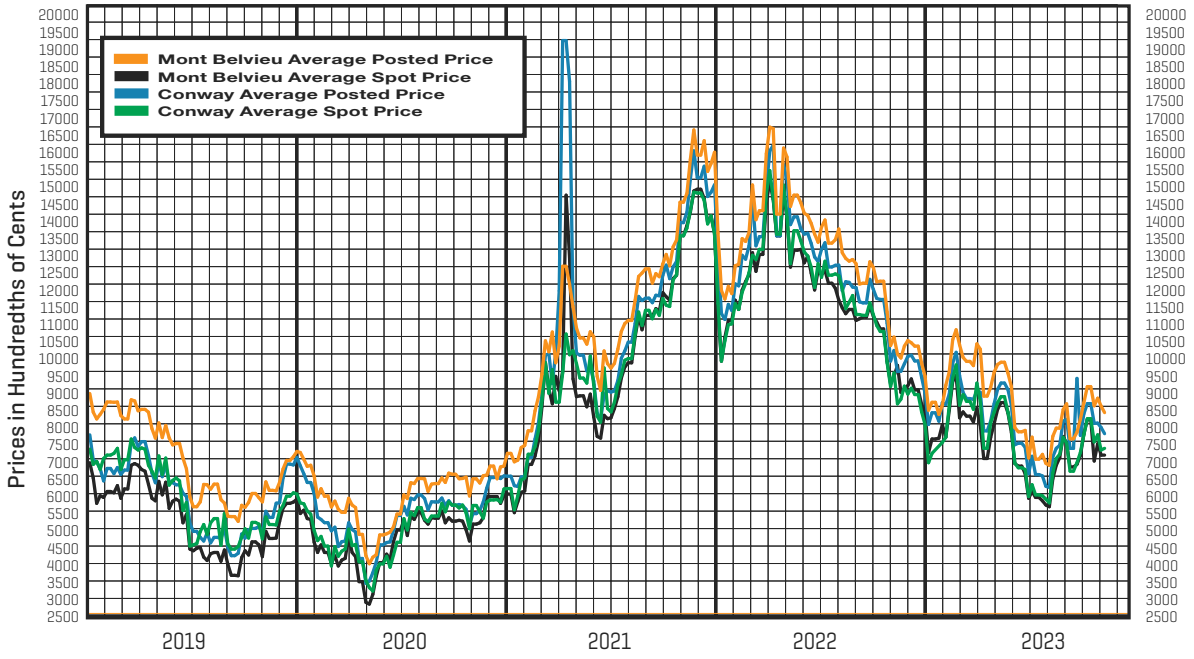
72 Strategy
4 tips to help your company thrive in an ever-changing business environment

74 Finance
Should owners reveal their compensation in M&A transactions?

79 Advertiser Index

80 Industry Insider

MONT BELVIEU & CONWAY AVERAGE THURSDAY PROPANE PRICES



at a glance During the latest mid-month period, prices at Mont Belvieu, Texas, decreased. The posted prices decreased 7.667 cents/gal, from September to October mid-month, and spot prices decreased 8.75 cents. Conway, Kansas, postings decreased 8.874 cents/gal and spots decreased 10.5 cents over the month.

MID-WEEK AVERAGE POSTED/SPOT PROPANE PRICES (Cents per Gallon)

	9/14/23	9/21/23	9/28/23	10/5/23	10/12/23
Mont Belvieu					
posted	86.964	81.297	83.547	81.214	79.297
spot	77.500 – 77.875	70.625 – 71.250	72.750 – 73.500	68.250 – 69.250	68.750 – 69.875
Conway					
posted	81.948	76.148	76.198	74.898	73.074
spot	77.250 – 77.875	65.000 – 69.750	70.125 – 70.750	66.750 – 68.000	66.750 – 67.000

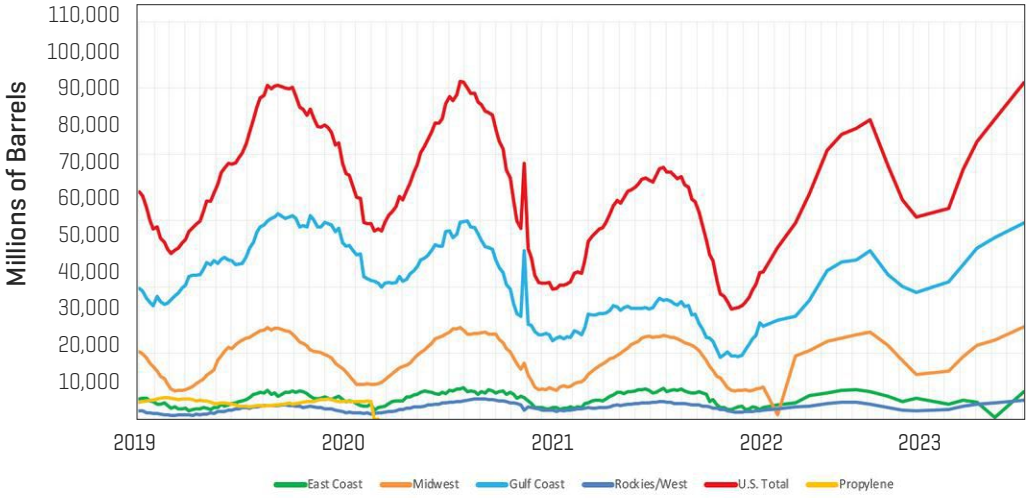
at a glance Canada's primary underground propane inventories increased by 8.17% in October, according to the Canada Energy Regulator. The total represented a month-to-month increase of 135.3 Mcm. Compared to a year earlier, stocks were lower, with 47.7 Mcm, or 2.59%, less product on hand.

CANADIAN INVENTORIES (Thousand Cubic Meters)

PROPANE	Sept. 2023	Oct. 2023	Change	Oct. 2022
Propane-East	644.0	672.3	4.4%	642.1
Propane-West	1012.6	1119.6	10.6%	1197.6
Total Propane	1656.7	1792.0	8.2%	1839.7
BUTANE				
Butane-East	593.6	556.4	-6.3%	633.2
Butane-West	690.0	576.4	-16.5%	678.0
Total Butane	1283.6	1132.8	-11.7%	1311.3

Source: Canada Energy Regulator

U.S. PROPANE INVENTORIES



at a glance

United States propane stocks experienced a 2.401-MMbbl increase from September to October. East Coast stocks increased 19,000 bbl, the Midwest increased 1.315 MMbbl, the Gulf Coast increased 851,000 bbl, and the Rocky Mountain/West Coast increased 216,000 bbl. Compared to the same time in October 2022, the October 2023 stocks were 16.031 MMbbl higher.

U.S. PROPANE INVENTORIES

Sept. 8, 2023 – Oct. 6, 2023, and One Year Ago (Thousand Barrels)

	9/8/23	9/15/23	9/22/23	9/29/23	10/6/23	10/7/22
East Coast	8.424	9.045	9.559	9.087	8.443	8.584
Midwest	26.666	26.956	26.625	26.759	27.981	24.864
Gulf Coast	58.421	58.970	59.383	59.627	59.272	47.127
Rocky Mtn & West Coast	5.603	5.730	5.865	5.934	5.819	4.907
U.S.	99.113	100.702	101.433	101.408	101.514	85.483

U.S. RESIDENTIAL PROPANE PRICES

(Mid-Month, Cents per Gallon)

	Oct. 2023	Sept. 2023*	Oct. 2022
East Coast (PADD 1)	324.7	N/A	340.8
Midwest (PADD 2)	189.4	N/A	224.3
Average U.S.	239.2	N/A	266.5

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

Source: "This Week in Petroleum," Energy Information Administration

Find out more:
For further commentary on mid-month prices and Canadian inventories, visit bpnews.com/news.

DEAD RIVER COMPANY ACQUIRES ROCKINGHAM OIL

Dead River Company has acquired Rockingham Oil, a full-service heating provider based in New Hampshire. The transaction was completed on Sept. 28. Family-owned and -operated Rockingham Oil was founded by Robert Knapp in 2004. Soon after the business was established, William West joined the company and contributed his technology skills to its operations. As co-owners, Knapp and West have managed Rockingham Oil, which today is known as a dependable provider to homes and businesses throughout Southern New Hampshire and Northeastern Massachusetts. Dead River Company, founded in 1909 by Charles Hutchins, had its roots in the forest products industry. In 1936, Dead River Company entered the petroleum business and has since grown to be the largest full-service heating provider in northern New England. Cetane Associates served as the sole arranger to Rockingham.

EMERSON/FISHER LP-GAS HIRES CRAIG GARNER AS SALES MANAGER


Craig Garner

Craig Garner has joined Emerson as the Fisher LP-Gas Equipment sales manager for North America. In this role, Garner will be responsible for growing LPG/propane and other pressurized gas product sales in North America. He will continue to develop relationships with key customers, marketers, OEMs, EPCs and distribution channel partners in the U.S. and Canada. Garner brings experience with both global and domestic manufacturing from his previous roles with Guardian Industries, Hartung Glass, MWI and others. Garner will be located out of the Emerson Pressure Management headquarters building in McKinney, Texas.

ARGUS LAUNCHES NEW EUROPEAN BIOPROPANE PRICES

Global energy and commodity price reporting agency Argus has launched European biopropane prices, completing its suite of prices covering the fast-expanding European market for hydrotreated biofuels. Hydrotreating animal and vegetable fats is a relatively recent refining technology that enables sustainable biofuel feedstocks such as vegetable and waste oils and animal fats to be converted into fuels that can substitute for conventional hydrocarbon-derived oil products. The new daily price for biopropane joins Argus' European assessments for HVO (hydrotreated vegetable oil, or renewable diesel), SAF (sustainable aviation fuel) and bionaphtha. The assessment focuses on biopropane from used cooking oil.

The Propane Education & Research Council (PERC) celebrated the second annual National Propane Day on Oct. 7, 2023. National Propane Day is an opportunity to celebrate all the ways propane keeps America running and to highlight the benefits of propane. "From delivering prime or backup power to homes and businesses, to powering school buses that safely transport children to and from school — propane increases resiliency in our communities," said Tucker Perkins, president and CEO of PERC.

2ND ANNUAL

MID-MONTH UPDATE: MID-OCTOBER POSTINGS DOWN FROM SEPTEMBER

During the September to October mid-month period, prices at Mont Belvieu, Texas, decreased. Posted prices decreased 7.667 cents/gal, and spot prices decreased 8.75 cents. Conway, Kansas, postings decreased 8.874 cents/gal, and spots decreased 10.5 cents. The Mont Belvieu mid-September posted price was 86.964 cents/gal. The next week the price decreased 5.667 cents to 81.297 cents, followed by a 2.25-cent increase to 83.547 cents the next week. Prices then decreased 2.333 cents to land at 81.214 the first week of October. At mid-month, postings decreased 1.917 cents to land at 79.297 cents/gal. Compared to the same time last year, October 2023 prices were 17.292 cents lower. The Conway mid-September posted price was 81.948 cents/gal. The next week the price decreased by 5.8 cents to 76.148 cents, followed by a 0.05-cent increase to 76.198 cents the next week. Prices decreased 1.3 cents to land at 74.898 the first week of October. At mid-month, postings decreased 1.824 cents to land at 73.074 cents/gal. Compared to the same time last year, October 2023 prices were 18.374 cents lower. Mont Belvieu spot propane opened mid-September at 77.5 cents/gal. The next week the price fell by 6.875 cents to 70.625 cents, followed by a 2.125-cent increase to 72.75 cents the next week. Prices decreased 4.5 cents to land at 68.25 the first week of October. At mid-month, they rose 0.5 cents to land at 68.75 cents/gal. Compared to the same time last year, October 2023 prices were 13.125 cents lower. Conway spots opened mid-September at 77.25 cents/gal. The next week the price fell 12.25 cents to 65 cents, followed by a 5.125-cent increase to 70.125 cents the next week. Prices decreased 3.375 cents to land at 66.75 the first week of October. At mid-month, they remained flat at 66.75 cents/gal. Compared to the same time last year, October 2023 prices were 26.5 cents lower.

GRIFFIN SHARP JOINS CETANE ASSOCIATES


Griffin Sharp

Cetane Associates announced that Griffin Sharp has joined its financial advisory firm as director, effective Oct. 16. Griffin has more than 13 years of experience in valuation, contract analysis, negotiation and acquisitions. During his career, he has held senior-level positions in business development and transactions across multiple industries. Prior to joining Cetane Associates, Griffin served as director of corporate development at Dead River Company, where he was a leader in the sourcing, valuation, closing and integration of acquisitions.

PROPANE SCHOOL BUSES HELP INDIANA SCHOOL DISTRICT MEET EMISSIONS STANDARDS EARLY

Zionsville Community Schools is now operating 33 new propane school buses

that are 90% cleaner than the current Environmental Protection Agency's standard for nitrogen oxides. The fast-growing suburban public school district, which is located outside of Indianapolis, currently serves 8,000 students across nine campuses. To keep up with the community's growth, the district increased bus routes using an alternative fuel that it knows and trusts: propane autogas. "We love operating propane buses," says Amy Eaton, transportation manager at Zionsville Community Schools. "They produce less pollution, which is great for our students. They're much quieter, which benefits the drivers. And, they provide fuel savings, which is great for the school." About 150 school districts across the country began the 2023-2024 school year with brand new Blue Bird propane buses powered by ROUSH CleanTech's innovative propane technology.

Industry Calendar

Nov. 3 Oklahoma PGA Board Meeting
okpropane.org
Oklahoma City, OK

Nov. 8-9 Ohio PGA Meeting
ohiopropanegas.org
Columbus, OH

Nov. 14-15 Illinois PGA Meeting
npga.com
Springfield, IL

Nov. 15 Arkansas PGA/PERC Q4 Board Meeting
npga.com
TBD

Nov. 16 Mobile Crane Safety Training, Mankato
discoverpropanemn.com
Mankato, MN

Nov. 29-30 PERC Council Meeting
propane.com
San Antonio, TX

Dec. 6 Leadership Summit
npga.com
Washington, D.C.

Dec. 12 Bobtail Delivery Refresher, Lamberton
discoverpropanemn.com
Lamberton, MN

Feb. 6 NPGA 2024 Winter Board of Directors, Committee & Section Meetings
npga.com
Monterey, CA

Feb. 13 PERC Council Meeting
propane.com
Virtual

Feb. 20-22 PERC Education & Trainers Conference
propane.com
Orlando, FL

Feb. 20-22 Minnesota PGA Annual Meeting & Convention
discoverpropanemn.com
Bloomington, MN

FOR ADDITIONAL CALENDAR ITEMS, VISIT BPNEWS.COM.





Nancy Coop is an industry advocate. She is director of marketing at the M&A advisory firm Cetane Associates. Contact her at ncoop@cetane.com. Visit cetane.com.

WHAT IS YOUR COMFORT FOOD?

Whether it's a chocolate chip cookie or a grilled cheese sandwich with soup, come away hungry with respondents' go-to foods for feeling better

As a season focused on food approaches, responders answered our question with glee. I learned about food I've never heard of and others I'd like to try right away.

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.

HEALTH FOOD VS. SOUL FOOD

My doctor will probably frown upon this answer, but my comfort food is chicken fried steak with mashed potatoes. Add white gravy on the side and a side of broccoli since I'm trying to be healthy.

SAM FUNG
EMERSON FISHER LP GAS
MCKINNEY, TEXAS

Pizza — always pizza. But as fall approaches and there is a chill in the air, there is nothing I love more than tomato soup and grilled cheese sandwiches. It warms the body, heart and soul.

JUDY TARANOVICH
PROCTOR GAS INC.
PROCTOR, VERMONT

My comfort food fluctuates. If I'm sitting down to a meal, then it's fried chicken and mashed potatoes. Road-trip snacks are usually a combination of unhealthy treats that my dad got me hooked on, including beef jerky, Doritos and candy bars. Such an unhealthy combination, but so tasty!

JASON SOULON
WESTMOR INDUSTRIES
SHAWNEE, KANSAS

My comfort food is a chocolate frosted donut in the morning with a cup of coffee. I don't have that every day, but I would never turn it down either. I'll typically eat that donut first thing in the morning and then have a healthier breakfast later.

BRUCE SWIECICKI
NATIONAL PROPANE GAS ASSOCIATION
TINLEY PARK, ILLINOIS

My Midwest background might be showing a bit on this answer. For comfort food in our area, we call it funeral hotdish. A hotdish with hamburger and chow mein noodles, veggies, etc. The ladies in our church would make a huge batch of it. Everyone who attended the funeral would be invited to the church basement for comfort food (along with great homemade desserts). After very sad times, eating together with a group of people gives comfort along with the fantastic homemade food. To this day, it still gives me a warm feeling when I see that special hotdish.

SUSAN PETERSON
RURAL COMPUTER CONSULTANTS
BIRD ISLAND, MINNESOTA

I joke that my love language is food. Making food for people is a big part of how I show up for and love people. My go-to meal when I want to comfort others is an herb-crusted pork tenderloin, roasted root vegetables and homemade applesauce, with some kind of brownie or cookie for dessert. When I make myself comfort food, I usually go for spaghetti and homemade meatballs or this chicken divan casserole recipe that my mom made when I was a kid.

LAUREN CLARK
BERGQUIST INC.
TOLEDO, OHIO

Buttered movie-style popcorn, almost anything filled with vanilla cream, bananas and Oreo cookies.

RICHARD STRYCHARZ JR.
WALTER'S PROPANE
SUNDERLAND, MASSACHUSETTS

Wait! All food isn't comfort food? If I have to pick just a couple, it would be potato soup, my mom's spaghetti recipe or a



big bowl of ice cream and Oreo cookies! I'll stop there because the list would get pretty long!

TONYA CROW
GROWMARK INC.
BLOOMINGTON, ILLINOIS

I have never met a baked good that I didn't like. For me, there is nothing better than a chocolate chip cookie, which has proven time and again to be the best and most reliable comfort food. As stated in a card I gave someone many years ago, "When things are bad and getting worse, keep a cookie in your purse!"

JESSICA JOHNSON
THOMPSONGAS
ASHEVILLE, NORTH CAROLINA

Pizza — all types and on any day of the week! Living in Rhode Island, which has a large Italian population and a section in Providence called Federal Hill, I have access to some very special pizza restaurants. When I travel, I absolutely look for pizza, since it's part of my weekly meal planning, and have discovered some exceptional pizza pie establishments in Chicago, Detroit, Boston (North End) and especially New York!

JERRY SCHIMMEL
P3 PROPANE SAFETY
CUMBERLAND, RHODE ISLAND

My comfort food is chocolate! I am particularly fond of dark chocolate candy, cake and cookies. I have learned, however, in recent years to eat all of this in moderation!

ROSIE BUSCHUR
MCMAHAN'S BOTTLE GAS
DAYTON, OHIO

For the last couple of years, I have begun to make my own salsa and more recently five-layer dip. This combination with tortilla chips has become my comfort food. It works during football games, for a quick afternoon or evening snack and to bridge the gap to the next meal. It has become my comfort food — until it gets old and I come up with a new one.

TOM KRUPA
NGL SUPPLY TERMINALS CO.
RICHMOND, VIRGINIA

After eating salads all summer, I am ready for a change. My favorite comfort food is soup, and I have several favorites. One of the best dishes is our hybrid gumbo-jambalaya. I don't remember when this mashup happened, but it is a crowd pleaser.

JULIE JOHNSON
TED JOHNSON PROPANE
BALDWIN PARK, CALIFORNIA

For me, comfort food is seasonal. In the winter, I like a great chili, but I love homemade ham and beans. I make them once a year in January using the Honey Baked Ham bone from Christmas, with a lot of ham left on it. My mom's side of the family was from the South, and they would have ham and beans frequently. I got my start there. My year-round, go-to comfort food has to be pizza. I love thin-crust, St. Louis-style pizza the best, but I have begun to appreciate the Chicago deep-dish pizza, too.

BOYD H. MCGATHEY
EDP
PARKVILLE, MISSOURI

Ice cream! You scream; I scream; we all scream for ice cream! I absolutely love everything about it. The cold, creamy way it feels in my mouth and the sweetness of it definitely make it my comfort food! My all-time favorite is Häagen Dazs' coffee flavor. I have favorites in different brands as well. I even make a delicious homemade lemon sherbet. You might say I'm a connoisseur of ice cream.

PAULA MOORE
BLACKBURN PROPANE SERVICE INC.
DURANT, OKLAHOMA

COMFORTING OURSELVES

When we reach for comfort foods, we are being extra generous to ourselves. Life has plenty of challenges. Let's enjoy those little pleasures along the way.



David Schlee is of counsel to The McCarthy Law Firm P.C.
He may be reached at david@mokpclaw.com.

NORTH CAROLINA COURT SENDS GAS EXPLOSION CASE TO JURY

A jury will decide if a landlord violated the state's Residential Rental Agreements Act

In a split decision, the Court of Appeals of North Carolina recently reversed a trial court's summary judgment order in a residential gas explosion lawsuit, sending the claim against the property's landlord to a jury. The gas supplier was also sued but apparently settled with the plaintiff. The case is Terry v. Public Service Company of North Carolina.

CRAWL SPACE

In September 2006, Stephanie Terry entered a written lease with William Lucas for a house in Durham, North Carolina. Stephanie and her husband, Anthony, then moved into the home, which had a crawl space below the first floor.

Inside the crawl space was a gas water heater and furnace. The furnace was located under the home's single bathroom. In January 2017, the Terry family was on their way back from taking their oldest son to college when Stephanie received a phone call from her brother informing her that he had seen a Public Service Company of North Carolina (PSNC) truck and fire truck at the Terry home. He also told Stephanie that a neighbor had reported smelling natural gas near the home. When the Terrys returned from their trip, there was no one at their home and they received no follow-up information from PSNC, their landlord or the fire department.

CONTINUED GAS ODOR

In March 2017, Anthony smelled natural gas while in the front yard of his home. In the same month, a neighbor informed him that she smelled natural gas around the Terry home. In mid-March 2017, the fire department and PSNC technicians came to the Terry house after a report from someone in the neighborhood about the smell of gas.

PSNC technicians used what Anthony later identified as "leak detectors" around manhole covers near the house and around the meter at the residence. A PSNC technician informed Anthony at that time that they did not identify any leaks around the fitting of the meter. They apparently did not check inside the house.

EXPLOSION

A few weeks later, on April 13, Anthony and Stephanie were at home when Anthony walked into the bathroom at approximately 6 p.m. Immediately as he turned on the light, there was an explosion. This explosion caused Anthony's clothes to catch on fire, resulting in burns over much of his body. He was in a coma at the burn center of the University of North Carolina at Chapel Hill Hospital from April 2017 until August 2017.

On Sept. 21, over five months after the explosion, Anthony was discharged from the hospital. Following his release, he returned to the hospital on a bi-weekly, then monthly, basis until he was fully released from care at the end of 2018. He continued to suffer constant pain in his legs and feet, nerve damage in his left hand and was bed-bound for most of his daily life.

CORRODED GAS PIPE

After the explosion, the floor of the bathroom was removed for replacement, revealing a severely rusted and corroded pipe leading from the gas meter to the home's furnace. The landlord, Lucas, had not conducted an inspection of the home's furnace, the pipes leading from the gas meter or any other part of the property since the time the Terry family moved into the home in 2006. Lucas did conduct a move-out inspection before the Terry family moved in. That inspection did not involve going into the crawl space to examine the furnace or the pipes leading from the gas meter.

Anthony Terry filed suit against PSNC, claiming negligence in failing to inspect and find the corroded gas line. Anthony asserted the same negligence claim against Lucas and also claimed violations of North Carolina's Residential Rental Agreements Act (RRAA).

GAS SUPPLIER SETTLEMENT

Lucas responded with a motion for



summary judgment, asking for a dismissal of all claims. At the same time, Anthony filed a notice of voluntary dismissal of the claim against PSNC. This almost certainly signified that Anthony had reached a confidential out-of-court settlement with PSNC. So, the case continued against Lucas alone.

The trial court granted Lucas' summary judgment motion, and Anthony appealed. In considering the appeal, a three-judge panel of the appellate court first addressed the claim of negligence by Lucas. Should Lucas, as landlord, have inspected the gas piping in the crawl space and found the corroded pipe?

The court recognized there is no general duty on the part of a landlord in North Carolina to conduct periodic general inspections of rental property. However, it stated that a landlord must inspect if they "know or in the exercise of ordinary care should have known" of an unsafe condition on the property.

DEBRIS IN THE BACKYARD

Of course, Lucas knew nothing about the reports of gas odor on the premises, and certainly was not told there were dangerously corroded gas pipes in the crawl space. So, the question was, should he have known? The court said yes:

"Here, evidence was introduced that defendant had not performed any inspection of plaintiff's property during the entirety of plaintiff's lease — a period of more than 11 years. Defendant also testified at his deposition that, at the time the tenants prior to plaintiff moved out of the property, he conducted a 'move out inspection,' but that this inspection did not involve an examination of the furnace or pipes located in the crawl space under the bathroom.

"Further, in the summer of 2016, defendant saw debris in plaintiff's backyard and became upset at how the property was being maintained. However, despite his concerns, defendant did not conduct inspections of any other portions of the property to make sure they were being appropriately maintained."

The fact that no inspections had been done for 11 years, plus Anthony's apparent failure to maintain the yard, should have been enough, in the court's opinion, to prompt an inspection of the crawl space. It held that there was enough evidence to allow a jury to consider the negligence claim against Lucas.

NECESSARY REPAIRS

The court then addressed the Residential Rental Agreements Act. Anthony claimed that Lucas failed to maintain the gas furnace and associated piping "in a manner that was safe for tenant occupancy."

The court agreed, finding that the RRAA creates a statutory duty to "make all repairs and do whatever is necessary to put and keep the premises in a fit and habitable condition." There was, in the court's view, evidence that Lucas violated that statutory duty:

"Just as the evidence presented by defendant and plaintiff creates a question of fact about whether defendant's actions constituted 'reasonable care,' that same evidence presents a jury issue about whether defendant did 'whatever necessary' to maintain the premises in a fit and habitable condition."

The court sent the case back to the trial court for a jury trial on the negligence and RRAA claims against Lucas. However, one of the three judges dissented from the ruling. In his view, the existence of a messy yard was simply not enough to give Lucas constructive notice of badly corroded gas piping in the crawl space.

In addition, the dissenting judge pointed to a notice provision in the RRAA that required that a tenant give written notice to the landlord of a potentially hazardous condition in the rental property. This would prompt a duty to inspect. Anthony gave no such notice to Lucas.



Tom Underwood serves as the executive director of the Kentucky Propane Education & Research Council. He is a third-generation member of the propane industry.

KENTUCKY PROPANE EDUCATION COUNCIL SETS THE BAR HIGH FOR DIGITAL ENGAGEMENT

Inside the state council's boots-on-the-ground strategy to reach the public & expand propane's reach

Propane advertisements are hitting record engagement levels in Kentucky after a multi-month effort to expand the public understanding of propane's incredible flexibility, affordability and safety.

The effort began eight months ago when the Kentucky Propane Council greenlighted the project and invested in a four-phased approach. The council felt it was time to respond to the "electrify everything" conversation. As a result, we have engagement on propane content between twice and three times the industry standard.

Advertising on the state's PBS affiliate, Kentucky Educational Television, via the popular home improvement show "This Old House" and its spin-off "Ask This Old House," began in February of this year. The show has higher ratings than any other cable network and has higher rates of influential consumers than HGTV, DIY, ESPN, MSNBC and USA.

This 12-month segment of the advertising campaign only cost $10,000 in educational funds and will yield 1,560 ad placements.

After that, we began working with the Propane Education & Research Council (PERC) on a joint funding project and campaign that allowed us to maximize every dollar. With that, we began serving digital ads online.

These "yard signs of the internet" performed incredibly well. To date, we have delivered over 1 million impressions of static ads and videos, with a click-through rate of 0.17% — more than twice the industry average.

The current video is performing even higher, with a click-through rate of 0.21%, which is nearly three times the industry average. In total, over 4.4 million impressions were generated across the media types.

In sum, we delivered seven different ads over a period of six weeks in a purposefully rural campaign that has reached more than 1 million people outside of the five largest counties by population. Kentuckians on social media have seen the ads an average of 11 times per week.

We are set to begin delivering the next phase of ads across what's called "over the top," or OTT, ads during Phase III on top of current efforts. OTT ads are

> There is a vast & growing market for alternative energy sources, particularly among homebuilders & young adults looking to make more environmentally & wallet-friendly choices. The power of digital advertising has proven worth the time & investment.



delivered via streaming services that are directly offered to viewers over the internet.

This allows your ads to bypass the traditional and costly deployment of your ads on traditional cable, broadcast or satellite television. This is an important market for the short and long term.

Currently, the highest numbers of streamers are in the range of 18 to 34 years of age. One-third of streamers are in this age range. These represent future customers with some fringe impact on potential current customers who are in their early 30s.

The next highest is represented by ages 35 to 54, your prime buying market. One in five streamers are in this age range.

As we begin the "Road Show" in Phase IV of this campaign, we are preparing for several site visits in key target markets across the state that will allow us to show potential propane users the ease, economy and variety of uses propane has to offer.

Media, local officials (including school board members, local government and state officials) and propane marketers will be able to connect at these road shows and witness firsthand the power of our display school buses, police cars and zero-turn mowers.

This on-the-ground approach is intended to tie our digital advertising to the market by making it approachable and fun.

Overall, we learned there is a vast and growing market for alternative energy sources, particularly among homebuilders and young adults looking to make more environmentally and wallet-friendly choices. The power of digital advertising has proven worth the time and investment.

With the data that we can collect, we have been able to determine which ads to serve to which groups dynamically throughout the campaign, and it allowed us to show our members new information about their target markets.

Further, the exercise showed us that the future of propane is bright. We were happy to learn that the appetite for propane use in agriculture is strong in our state.

Propane landscaping fleets are already operating at the University of Louisville, among others. Twenty-four public school districts have begun integrating propane into their bus fleets.

Propane has a place in the energy conversation. We need to speak up.

THE LAW OF REPLICATION: PEOPLE DO WHAT THEY SEE

To address weaker spots on your team, look outside your own skills for team members who can fill in the gaps

BY JIM MATHIS



"To be a leader, you have to make people want to follow you, and nobody wants to follow someone who doesn't know where he is going." — Joe Namath

The law of replication: People do what they see. We attract who we are, not who we want. Only secure leaders give power and security to others. People want to follow those who take them on a journey, rather than just point the way. We can't add value to others if we don't have it in ourselves to give. Model the results you want, and people will grow.

THE 'LAW' OF ATTRACTION?

There has been a movement for the past two decades based on a book called "The Secret." The book says you will attract what you want by just concentrating on that, and then the "universe" will give it to you. Many people have read and followed the teachings of the book only to be disappointed in their results. Why? Because just thinking about what we want doesn't make it happen. Life doesn't work that way. We must be actively involved and have realistic goals to succeed in any endeavor. Just wanting a change doesn't bring it about.

People will do what they see. We can't change that fact.

We can desire the best employees, the best customers and the best clients, but we naturally attract people who are like us. We must diligently work at overcoming this tendency.

At a conference, a man came to me to tell me about a problem he had with employees who were not very friendly to his customers. They were curt and almost rude to people when they came into his business. He was losing customers because of their attitudes. He had read "The Law of Attraction" and was disappointed that he hadn't attracted better staff.

He told me that prior to becoming the office manager, he worked comfortably in a back room where he could run figures and work on the computer without interference or contact with people. When he was promoted after the previous manager left, he kept the same practice of working in the back office. He came in each morning through a back door and only came out of his office once or twice daily to get coffee or hand off assignments to an assistant. He seemed surprised that the front-line staff on his team weren't being nice and outgoing to his customers. He wanted me to change their behavior, because his insistence wasn't having any effect on their actions.

Do you see the problem? The employees saw him neglecting and often ignoring them, regardless of what he told them he wanted them to do. What he had unwittingly done was model his behavior for everyone, rather than the behavior he wanted.

I've learned in various jobs that the leader's behavior is inevitably replicated by the followers. We often want to hire people who will do what we won't do ourselves. The result is that we get the

people who are like us — not the people we want.

If you tell me you want to hire hardworking employees, my first question is, "Are you hardworking? What would your people say if I asked them that question?" If you say you want friendly people to attract your customers, I want to know how friendly you come across to other people you work with. If you say you want people who add value to others, I want to know how much value you are already adding to others now.

THE INFECTIOUS LEADER

John Maxwell uses the illustration that most leaders see themselves as either travel agents or tour guides. A travel agent sends people places they aren't going themselves. They have read the reviews on the tours and the resorts and may have been there in the past. But most of them aren't going along with the people they are sending on those journeys.

A tour guide takes their followers with them. Have you ever been on a holiday trip and seen tour groups following a leader holding up a tall pole or colored banner? The group can see where the leader is and know where they are going each step of the way. They have confidence that the leader will be with them on the journey.

Many leaders try to hire people who are strong in one skill and then spend time training them to do other skills they are weak in performing. This gives them an offset team that is only strong in certain skills.

Hone your strengths; hire to your weaknesses.

If you work on what you are strong at doing — people skills, administration, confronting, etc. — you will automatically attract people who are strong at your skills. However, if you hire people who are strong in your weaknesses, you will cover your shortcomings and have an organization that encompasses all the necessities to run a successful business.

In golf, I am a terrible driver off the tee. I can spend an hour on the driving range and not really improve much. In a four-person tournament, I am almost never the one who drives the ball best. However, I am a great putter. Put me on a team and 90% of the time, they will use my putts. Put me on a putting green for an hour and I'm even better.

The same is true in our businesses. If we hire people with strengths in areas we are not as strong in performing, the overall business will be more successful. We spend our time doing what we are gifted in and supporting and resourcing those gifted in other areas.

If you can't project security, people won't want to go with you on the journey. If you have people who don't do what you tell them to do, it may be because they don't see you doing it yourself. You've heard the phrase "monkey see, monkey do," right? Employees, salespeople, customer service representatives — they see, then they do what you are doing. It's viral.

SUPER MODELS

The difference between successful people and successful leaders is this: Successful people have discovered what they are good at doing. But successful leaders have discovered what other people are good at doing and bring them alongside to encourage, hone their skills, train, equip and empower them to do it more often. I've learned that when I speak with confidence, more people enjoy it and are engaged with me and the program. If I am timid and don't like to reach out to others, I can't expect my sales staff or customer service people to do the opposite of what they see me doing.

Many years ago, a man named "Vandy" taught me sales techniques. He modeled the behavior they wanted to see in me. It worked each time. He didn't yell, "Get off your backside and go sell!" Vandy took me with him, showed me how he attracted people, added value, showed friendliness — and then watched me do it the next time. Then he said, "Repeat what you saw me do for you in someone else's life."

Vandy modeled the behavior he wanted to see in me, equipped me with his behavior and then let me try it myself as he observed. I still use it today and lead others to do the same.

"People won't go along with you if they can't get along with you." — John Maxwell

You can't take people to many places if you won't go there yourself. Otherwise, you are just painting a blurry picture and reinforcing bad behaviors by your actions. Your people will do what they see you doing.

If you want the best employees, you need to become the best leader you can be. If you want people who will grow as future leaders, what are you doing to grow yourself daily? The more you want to grow other people, the more you need to grow yourself frequently. Don't be surprised if you avoid taking actions in your own life, then see no results in the lives of your team.

Commit now to learn something new — a new technique, a new habit, a new skill — that you can show others and then take them on the journey with you to success and fulfillment. Commit to adding value to people and watch them repeat your actions in the lives of others.

"Before you are a leader, success is all about growing yourself. When you become a leader, success is all about growing others." — Jack Welch

Jim Mathis, IPCS, CSP, CJMT is The Reinvention PRO, an International Platform certified speaker, certified speaking professional, certified John Maxwell Team speaker and trainer, and bestselling author of "Reinvention Made Easy: Change Your Strategy, Change Your Results." For more information on how Mathis and his programs can benefit your organization or group, call 404-922-8199 or visit jimmathis.com.



2023 CORPORATE CAPABILITIES

In BPN's annual special advertising section, we delve into the products and services that are driving momentum and creative solutions in our market. In the pages ahead, you'll find companies on the cutting edge of innovation that are working with the propane industry to ensure a bright future. Whatever needs your business may have, these industry leaders endeavor to assist you as you continue on your path to success and longevity in a changing world.







Contents

AMERIGAS PROPANE 54
ANOVA 17
BERGQUIST INC. 26
BLT TANKS LLC 28
BLUE PEAK RESOURCES 30
C THREE LOGISTICS 32
CAVAGNA NORTH AMERICA 34
CRESTWOOD 36
EDP 38
ELAFLEX PACIFIC PTY LTD 40
EMERSON/FISHER LPG EQUIPMENT 60
FERRELLGAS 42
H&H SALES COMPANY 61
ICOM NORTH AMERICA 62
IPS EQUIPMENT INC 55
MARSHALL EXCELSIOR 56
METSA TANKS 44
MOPEKA PRODUCTS 63
OTODATA INC 18
PROPANE EDUCATION & RESEARCH COUNCIL 46
PT RISK MANAGEMENT 57
QUALITY STEEL CORPORATION 48
RAY MURRAY INC. 65
REGO PRODUCTS/ECII 19
RENEWABLE PROPANE ALLIANCE 58
SUPERIOR ENERGY SYSTEMS 64
SUPERIOR PLUS PROPANE 59
TEECO PRODUCTS INC 20
TERRAVEST INDUSTRIES 22, 23
TRIARC TANK 50
WORTHINGTON INDUSTRIES 52

Anova

The industry's most trusted tank monitoring hardware

Anova is the leading provider of smart solutions to remotely manage industrial assets. The company has over 30 years of experience and award-winning tank telemetry and monitoring solutions. With over 1 million devices monitoring propane/LPG, fuels, oils, lubricants, chemicals, cryogenic gases and LNG, Anova is connecting the industrial world — for better.

More Than a Vendor, Anova Is Your Partner

Anova partners with its customers to help them transform their businesses. Beyond the foundation of Anova's award-winning tank monitoring hardware, actionable software and comprehensive integration services, the company's deep industry expertise, analytical tools and convenient services help customers digitize their operations and drive profitability. Anova works directly with customers, taking a holistic approach with tailored solutions. Anova's customers refer to the company as their partner, not their vendor.

Success Through Collaboration

Anova takes pride in working closely with customers to develop tailored solutions that meet the challenges of a fast-evolving industry. Anova's innovative solutions originated from decades of discussions and collaborative problem-solving with long-time customers and industry partners.

Anova Installation Services

Anova enables propane marketers to realize the benefits of tank monitoring faster by utilizing Anova Installation Services. Anova-trained installation teams save customers time and labor while accurately capturing valuable tank information, GPS location and photographic documentation of every installation and upgrade performed. The service is efficient at any scale; large deployments are completed quickly and efficiently regardless of location area size. Alternatively, use Anova's sophisticated logistical and routing support with your own team of installers.

Anova Universal Tank Monitor

The Anova Universal Tank Monitor (UTM) automatically connects to the best signal among all major cellular networks, thanks to its universal SIM. Providing reliable, submersible pressure measurements across fluids, petroleum products and chemicals, the Anova UTM supports multiple sensors, including for propane tank level measurement. With easy installation, a 20-plus-year battery and clip-in cables, the Anova UTM helps drive better distribution, more volume and less miles.

Gain True Business Intelligence With Anova

Anova provides an unparalleled analytics platform that enables sophisticated business intelligence and better forecasts derived from your data. With decades of industry experience, Anova will assist in helping transform a business and driving profit. Outcomes include better fill efficiency, less churn with higher margins and better truck use with more delivered volume, ultimately producing higher profitability.

Advanced Analytics & Forecasting

Optimize your propane marketing operation by building customer engagement and seamlessly managing all assets in one place with the help of Anova Unify. Anova's combination of smart and artificial intelligence also provides accurate fuel tank level forecasting on unmonitored tanks, outperforming the accuracy of traditional forecasting methods. Advanced algorithms learn from every collected data point across a tank population, including telemetry and delivery data, resulting in higher-efficiency deliveries.

Anova
+1 908-464-2546
marketing@anova.com
anova.com



Otodata Tank Monitors

North America's most accurate & affordable tank level monitor

Otodata is revolutionizing the industry by making your remote tank level monitoring integration affordable.

Stop Relying on Predictions

The team at Otodata knows that getting accurate tank level information is critical for your business. It can substantially reduce your operating expenses while significantly improving your service level. Otodata's award-winning tank monitors are extremely reliable, precise and compatible with all tanks and software.

Free Integration Support Into Your Existing Software

Otodata understands that some customers have heavily invested in their management software, and the company has made sure to create a very flexible and dynamic data sharing platform. Otodata solutions can integrate with virtually any existing software using our documented APIs.

Easily Manage Your Tank Monitors With Otodata's Free Online Portal

Otodata's online portal was designed to streamline your process, diminishing your drop frequency and increasing drop sizes. The portal does this by helping you increase route efficiencies and reduce overall delivery costs by as much as 30%. Remember, optimizing routes and drops can even double your driver performance! Through the portal you can also send notifications to customers, export data to spreadsheets for analysis (CVS), manage lists of recipients for notifications and reports, set four customizable notifications per tank monitor and much more.

Let Clients View Their Tanks Anywhere, Anytime With Otodata's Free Mobile App

Nee-Vo is designed to let your clients view their tank levels in real time, consult usage history, be alerted when their tanks are low on fuel, request refills and contact you directly. Additionally, Otodata brands your app with your logo and colors at no additional cost! With Nee-Vo you can generate business by creating in-app marketing campaigns and push messages to your customers. The app is a great way of increasing customer retention and loyalty by increasing 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:

- Robust industrial design
- Industry-leading battery life (up to 20-plus years)
- Works with all tanks and software
- GPS positioning
- The only dual SIM with CATM and NBIOT cellular technology
- Five-year warranty
- Quick and easy installation
- No internet or gateway needed
- Free branded app and promo materials



Otodata's New 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 new U.S.-based, state-of-the-art facility and its growing sales team, you are in good hands. Otodata will continue to ensure you get the highest return on investment from its tank monitoring solution. Visit Otodata's website today at otodata.com and reserve your free starter kit!

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

RegO

The highest quality materials for the best quality products



RegO is a part of the OPW Clean Energy Solutions business unit and is committed to helping create and deliver precision-engineered products that make clean cryogenic and industrial gases and liquids like propane, liquefied natural gas (LNG) and hydrogen more accessible and safer for use across a variety of industries. This helps RegO's customers meet their sustainability goals with clean and alternative fuel solutions.

RegO is a big part of making cleaner energy accessible in tough-to-meet areas — not only in the U.S., where RegO delivers propane to the countryside, but in many emerging markets around the world where they're still using coal and wood for cooking and heating homes. RegO is able to deliver cleaner solutions such as propane to those remote areas.

RegO is a North Carolina-based company with 100-plus years of advanced manufacturing technologies, innovative product development and global sales network capabilities. RegO has been manufacturing a complete line of expertly designed, long-lasting gas flow and control solutions that are 100% tested and backed by the industry's best technical and sales support. RegO designs and tests its products in the U.S. for supply around the world with regional customization.

> RegO is a big part of making cleaner energy accessible in tough-to-meet areas ... in many emerging markets.

Only the highest-quality materials go into all RegO products. The machining operation uses robotics, CNC machining and computer-integrated manufacturing to achieve exacting standards. After passing stringent quality controls, components go to one of two assembly facilities.

At a 7,000-square-meter machining facility, brass and ductile iron castings are crafted into product components. A 9,300-square-meter facility houses both assembly operations and the company's corporate headquarters. That facility also has an in-house test laboratory, complete with a working tank farm and high-pressure lines, allowing engineers to complete design and performance tests on-site. A third North Carolina automated facility is dedicated solely to the production of regulators. Following assembly, all products receive 100% testing for reliable performance, and most RegO products feature an industry-leading, 10-year warranty. All facilities are certified to ISO9001 by UL.

The mission of RegO is to build on its 100-year legacy of success, creating the highest-quality gas and liquid control solutions and continually earning the trust of its customers, employees, suppliers and investors. The company does this through customer focus, open and honest communication, and continuous improvement.

RegO
ecii@regoproducts.com
regoproducts.com

Teeco Products Inc.

The leading LPG equipment distributor in the West since 1946

Teeco Products was founded in 1946 by Ben Tilden. Since then, the company has been providing the propane industry with the highest-quality products and services. With distribution locations in Sacramento, California; Auburn, Washington; Rapid City, South Dakota; and Irvine, California, Teeco is well positioned to serve customers in the western U.S. and beyond.

Its three regional operations managers have a combined 73 years in the propane industry, and its four regional sales managers have a combined 85 years. That's not to mention the rest of the Teeco family! Those decades of knowledge and experience translate into a team you can trust.

Teeco Products Sacramento Branch

7471 Reese Road | Sacramento, CA 95828 | 800-225-6621

Teeco's Sacramento, California, branch serves the Southwest U.S. and Hawaii. The regional operations manager for this location is Mike Cooper. Customers in this territory are serviced by two regional sales managers — Gary Morse covers California, Hawaii and Nevada, and Tim Smith visits customers in the Four Corners region: Colorado, New Mexico, Utah and Arizona.

In addition to one of its largest distribution warehouses, the Sacramento location houses Teeco's engineering and fabrication department. Headed by Randy Rothschiller, the fabrication department builds propane dispensers to the highest standard, using all UL-listed equipment. The engineering and construction department, headed by Paul Connelly, creates custom designs for bulk storage facilities, commercial and industrial propane systems, transshipment terminals, retail propane systems and more — handling the design and construction process from start to finish.

Teeco Products Auburn Branch

1601 Pike Street NW | Auburn, WA 98001 | 800-426-9456

The Auburn, Washington, branch covers the Northwestern states. Regional Operations Manager Ray Gutierrez and his crew handle the branch and all its functions, and Regional Sales Manager Randy White hits the road visiting customers in the Pacific Northwest and Alaska.

Teeco Products Rapid City Branch

414 E Blvd N | Rapid City, SD 57701 | 800-843-8660

Teeco's Rapid City, South Dakota, branch is headed by Regional Operations Manager Dean Travis, with Regional Sales Manager Mike Lorenz ticking off the miles as he visits customers in the Rocky Mountains and Midwest territory. Housed in an old bowling alley from the early 1960s, this location is small but mighty.

Teeco Products Corporate Headquarters

16881 Armstrong Avenue | Irvine, CA 92606 | 800-854-3463

Teeco's corporate headquarters is located in Irvine, California. This location is home to the company's accounting, purchasing, information technology and marketing functions and also includes a small distribution warehouse serving customers in Southern California.

Call or stop by any of Teeco's locations anytime, or visit the website for online ordering, account information and more at teecoproducts.com.

Teeco Products Inc.
800-225-6621
info@teecoproducts.com
teecoproducts.com



Teeco Corporate Headquarters, Irvine, CA



Teeco Auburn, WA



Teeco Sacramento, CA



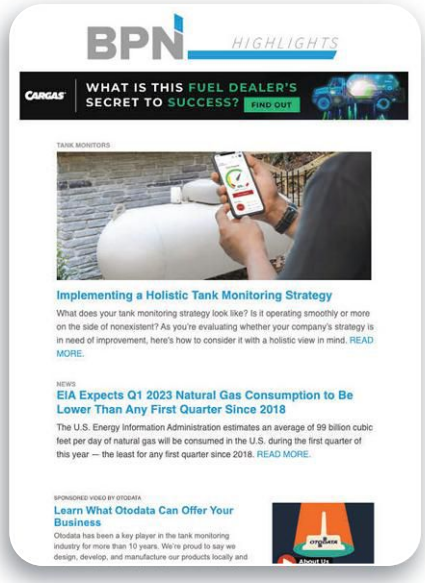
Teeco Rapid City, SD



ALL THE INFO YOU NEED TO GET AHEAD

The latest business advice and industry news at your fingertips.

Subscribe to our free newsletter, BPN Highlights, and get a twice-weekly digest of content from industry experts and business veterans on common workforce challenges, propane supply trends, safety best practices and more.



BPN Highlights
twice-weekly

BPN
butane-propane news

bpnews.com/subscribe

TerraVest Industries

One source, many solutions

TerraVest Industries, along with its esteemed family of brands, stands as a leading manufacturer of compressed gas equipment in North America. Its unwavering dedication lies in delivering "one source, many solutions" that are meticulously crafted to address the distinct requirements of each customer.

Setting new standards in the industry, TerraVest adopts a holistic approach to designing, manufacturing and servicing compressed gas storage and transport equipment. Its commitment extends beyond product excellence to providing exceptional customer service throughout the entire journey. With TerraVest Industries, every customer is guaranteed a trusted partner and an invaluable resource, thanks to its highly knowledgeable territory managers conveniently located throughout the U.S.

By offering its customers access to five different brands — Fischer Tanks, Signature Truck Systems, Mississippi Tank Company, Maxfield and Pro-Par Inc. — TerraVest is able to provide:

- Timely deliveries
- Larger amounts of available inventory
- Flexibility to finance, lease and/or rent
- A wider range of parts and services

TerraVest Industries' Products

Bobtail Trucks/Bobtail Tanks

TerraVest's bobtails are available in standard or drop-deck design. Drop-deck designs feature a one-piece deck and replaceable one-piece fenders. Decks are available in steel or stainless, and aluminum covers are optional.

Custom-built bobtail delivery units may be built on customer-supplied chassis, or customers can let TerraVest Industries representatives offer preferred pricing on their chassis needs.

TerraVest offers the following:

- Complete bobtail repair and restorations
- An extensive parts inventory
- In-house maintenance
- 1-year, 5-year and 10-year testing, inspections and repairs
- In-house engineering team
- Refurbished bobtails
- Manufacturing facilities across the U.S. and Canada



Bulk Storage Tanks & Storage Terminals

TerraVest Industries manufactures a large variety of sizes from 5,000 USWG up to 180,000 USWG for bulk storage of propane, chlorine, anhydrous ammonia (NH_3), natural gas liquids (NGL) and other chemicals and compressed gasses. TerraVest stocks common sizes (5,000 USWG to 45,000 USWG) and configurations to provide industry-leading lead times to its customers.

On-site stress relieving (PWHT) allows TerraVest Industries to provide large tanks for severe service applications at extremely competitive pricing and lead times.

All design and engineering is done in-house, letting TerraVest provide custom builds and larger designs. TerraVest also provides shipping anywhere in the U.S.

Tank options include:

- Standard designs from 5,000 USWG to 120,000 USWG
- On-site stress relieving (PWHT)
- Aboveground or underground
- Hemispherical or semi-elliptical heads
- Various tank connections
- Horizontal or vertical
- Stationary or portable
- Saddles
- Multiple paint and coating systems
- Flanged openings
- Fitting/instrument packages through the company's parts and services

Crane Service Trucks

All of TerraVest's truck bodies are built in-house out of its Michigan facility with on-site engineers so TerraVest can control the quality and provide the maximum level of customization. In



addition, everything TerraVest produces is signed off with a signature by the lead technician and a member of the management team because the company wants its customers to know it stands behind its products.

TerraVest's crane service trucks provide versatility and value with features such as:

- Aluminum body and cabinets in any configuration for a lighter truck
- Body sizes from 12 feet to 16.5 feet
- The choice between Chevy, Dodge or Ford
- Flip-up doors
- Double cabinets
- Shovel and rake holders at ground level
- Bright, LED lighting on cabinets for working at night
- Non-slip, durable Rumber flooring
- Versatile, weight-saving yet durable design
- Hydraulic or manual outriggers
- Designed to carry two 500-USWG tanks or two 1,000-USWG tanks for fewer trips back and forth to the plants
- Multiple crane manufacturers available
- Base radio remote
- Liftgate and winch options

Domestic Tanks

TerraVest Industries offers aboveground (AG) and underground (UG) domestic tanks from 330 USWG to 1,999 USWG, with custom sizes available upon request. TerraVest gathers regular input and opinions from compressed gas industry professionals and draws inspiration from seeing decades of tank designs to deliver tanks that consistently withstand the test of time.

The company's customers appreciate the following features:

- Straight legs with center supports for solid support and the most manageable leveling
- 100% RegO valves
- The industry's best powder coat finish
- Manufactured across the U.S. and Canada

Transports

TerraVest Industries engineers its transports for maximum payloads. In addition, the finest quality is assured from tank to taillight because all work — including tank fabrication and assembly — is done under the watchful eye of the industry's most exacting quality control specialists.

TerraVest Industries offers extensive customization options for transports as it designs and builds almost everything in-house. TerraVest can build to your specifications, or its engineering staff will design units for your needs.

TerraVest offers the following:

- Complete tank trailer repair service — TerraVest's services include all NDA examinations, NDE testing, hydrostatic testing, calibration, ASME welding and alterations, sandblasting and painting
- 14,550-USWG East Coast special compressed gas trailer with tri-axle suspension
- 17,750-USWG compressed gas trailer equipped with six axles to allow huge payloads under Michigan's high-gross weight limits
- 5,600-USWG insulated CO_2 trailer with optional stainless-steel jacket. Custom-built units are available in various sizes with a host of options
- 5,100-USWG refrigerant gas trailer equipped with multivoltage, electrically driven uploading system, micro-filtering system and inert gas purge upon delivery
- Certification — All transports are designed and constructed in accordance with Department of Transportation (DOT) and Federal Highway Administration (FHWA) regulations and the ASME Code. TerraVest Industries is registered with DOT for the design, construction, testing and repair of MC-331 trailers and maintains U and R ASME certificates

Refurbishing

TerraVest Industries provides refurbishing services for bobtails, domestic tanks and transports with a proprietary, multistep process to ensure restoration to excellent condition.

For more information, call TerraVest Industries at 855-477-9828 or visit terravestlpg.com.

TerraVest Industries
855-477-9828
info@terravestsales.com
terravestlpg.com





Limited Time Offer!

Place your signed orders on any new aboveground and underground domestic tanks between January 1, 2024 and May 31, 2024 and set your preferred delivery date. What's more, enjoy a generous 60-day term period post-delivery for hassle-free payment settlement.*

FREE Yeti Rambler

Scan the QR code to receive a hassle-free quote, and we'll send you a Yeti Rambler as a thank you for the opportunity to earn your business.**

For details, contact us at **855-477-9828** or visit us at **terravestlpg.com**.

TerraVest TANKS

One Source, Many Solutions.

*Subject to availability. Terms and conditions apply. Call for details.
**Valid while supplies last. Shipping available to the USA and Canada.

Bergquist Inc.

Providing wholesale propane equipment & appliances to companies across the US & worldwide

Karl Bergquist, founder of Bergquist Inc., created his company in 1963 under the name Bergquist Propane Equipment Inc. At the time, Karl served a regional area of customers out of a single garage location.

Today, Bergquist Inc. continues to operate as a family-owned entity under the leadership of Lauren Clark, providing wholesale propane equipment and appliances to companies across all 50 states and worldwide.

To serve you better, the company's staff of more than 30 experienced propane specialists is dispersed throughout four national sales and distribution centers. With so many years of expertise in this industry and multiple locations across the U.S., Bergquist is the propane supplier you can count on for the equipment you want and the service you need.

Core Values Designed to Benefit You

Over the years, Bergquist has expanded to meet the needs of its customers and developments in the industry. Yet no matter how the company may change and grow over time, it remains focused on four core competencies:

1. *Timely distribution of equipment* — Your order is pulled, packed and shipped within hours of your call.
2. *Representation of leading global manufacturers* — As the largest independent distributor of propane equipment, you have access to a great selection of technology and industry trends from around the world — with just one call.
3. *Technical competence by sales personnel* — Your questions are answered by the people who know propane equipment. Every member of the Bergquist team is highly knowledgeable about its product line and participates in ongoing industry and product training.
4. *Involvement in industry associations* — At Bergquist, the team stays involved and gives back to the propane industry:
   - Bergquist Inc. is an active member of 26 state associations.
   - Lauren Clark, president and CEO, sits on the National Propane Gas Association (NPGA) distributor section and Women in Propane Council.
   - Joe Montroy, vice president — sales, is a member of the NPGA membership committee and Propane Education & Research Council industry engagement working group.



With locations and area sales managers throughout the country, you can expect fast, personalized service.

Bergquist's Mission

Bergquist is a wholesale distributor of equipment for propane and other industrial gases. The company is committed to providing innovative products, outstanding customer service and technical support to deliver the best outcomes for its customers, the industry and its families.

Bergquist Inc.
800-537-7518
sales@bergquistinc.com
bergquistinc.com

Telemetry

ANOVA

Connecting the industrial world - for better.



Create a network for easy asset management. Remote tank monitoring from Bergquist.

- For propane *and* refined fuels
- Quick and simple installation
- Multi-carrier SIM - works with multiple networks
- Ability to measure 2 tanks with 1 monitor
- 20 year average battery life
- Hassle-free cable options for remote ready and non-remote ready dials
- Award winning analytics with Transform

Bergquist



Shipped fast.
Shipped right.
Hassle-free.

Toledo
800 537 7518

Bowling Green
800 448 9504

Indianapolis
800 662 3252

Kansas City
800 821 3878

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. BLT Tanks emphasizes quality at a reasonable cost. The company's main line is refurbished tanks from 120 gallons to 1,000 gallons, selling mostly 250-, 330- and 500-gallon tanks.

BLT'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 HIS Paint of Oklahoma City.

BLT's 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 gauges are replaced with offerings from Rochester Gauges. The tanks are fitted with steel domes, pressure tested with propane and 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 the company's 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 its customers' locations. BLT Tanks primarily deals in load lots but occasionally does partial loads. The company will purchase tanks 100 gallons and larger in semi-load lots nationwide. BLT Tanks also sells and delivers used tanks at a reasonable price. These vary from serviceable newer model tanks to older tanks that might need painting and refurbishing. BLT's refurbished tanks come with a warranty.

BLT Tanks has quality customer service to meet your needs: Owner Brad Ragains, Eastern USA Sales Manager Tina Johnson, Western USA Sales Manager J.R. Heredia, Business Manager Toddie Rollins, Valving Manager Shawn Cruz, Painting Manager C.J. Ewell, Logistics Manager Ignacio Guzman, Safety Director/Marketing Tabitha Ryan, Tank Inventory Specialist Eva Ryan, DOT/Fleet Specialist Nick Rollins, and Customer Service Specialist Alison Cue. The BLT Tanks team counts 65 employees in total.

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

BLT Tanks LLC

800-753-5467

BLTTanks.com

Ready to Go Valves
Save Time
Save Money
Reduce Emissions
REGO

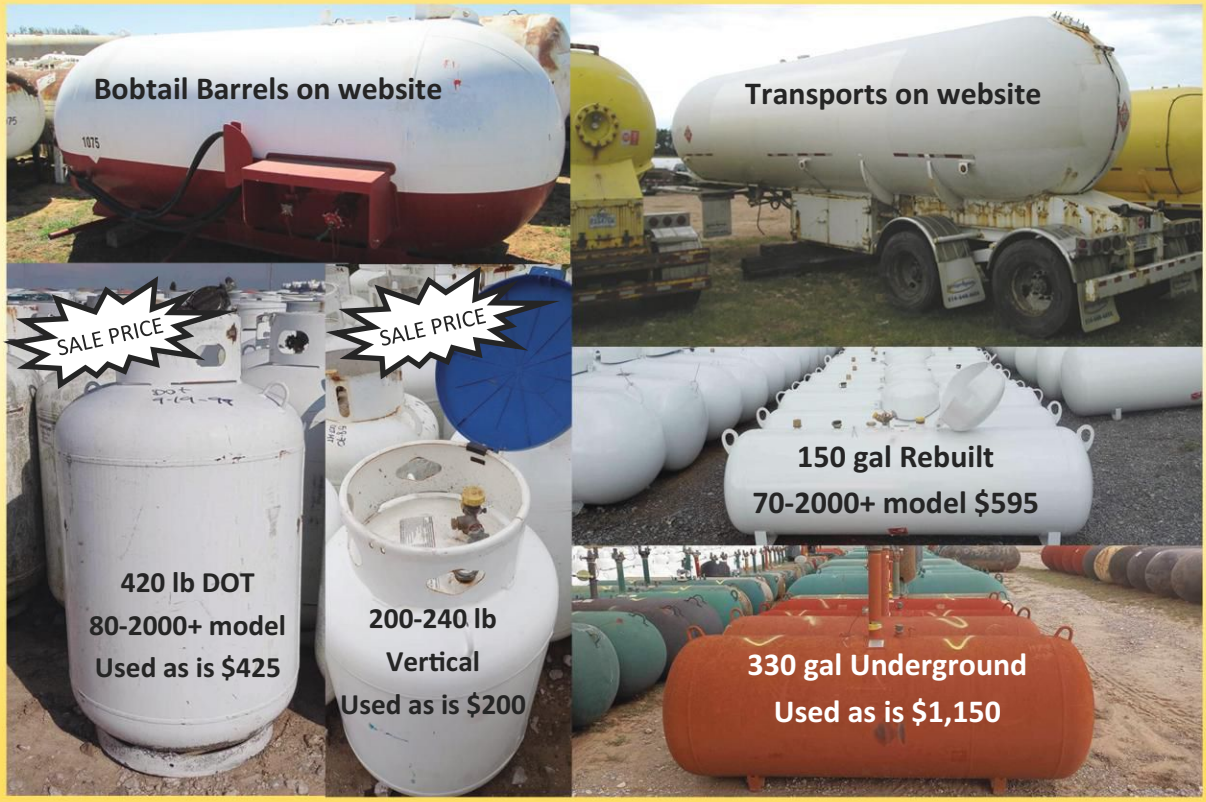
BULK PROPANE STORAGE TANKS LISTED ON OUR WEBSITE

5,000 gal Used as is vertical dispensers in excellent condition

29,600 gal New storage tank $99,500 new pictures on website

2,000 gal Used as is vertical tanks each $3,950

All prices are plus freight. Prices and availability are subject to change.
Limited Warranty on all Rebuilt tanks. Call for domestic tank prices.



Selling & Refurbishing Propane Tanks Since 1994

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

We offer quality rebuilt, used, and new tanks at volume discounts to commercial customers.

At BLT Tanks our customers are our priority, and that is as true today as it has always been.

WE PURCHASE GOOD & JUNK TANKS IN LOAD LOTS NATIONWIDE

EACH OF OUR TRUCKS HAS A CRANE TO LOAD OUR TRAILERS

Blue Peak Resources

The right solutions are within your reach

Blue Peak Resources is a full-service consulting firm specializing in propane gas and fuel oil mergers and acquisitions. Clients engage Blue Peak Resources to sell their business or advise them on increasing the value of the company they have worked so many years to build. Blue Peak Resources' mission is simple: The company connects the right businesses with the right people at the right time. Selling a family business can be an emotional and life-changing experience. Blue Peak Resources' team of professionals will keep the process simple, yet effective, so you can receive maximum earning potential.



History

Blue Peak Resources was created by John Armentano and Mike Gioffre, who grasped the opportunity to help independent propane and fuel oil business owners more effectively navigate the process of selling their business.

When planning an exit strategy, where do you begin? Mergers and acquisitions are a complicated process, and each client's set of circumstances is unique. The right partner needs to have a clear understanding of your expectations and goals. You may need a few more years to get things in order, or you might be ready now. Regardless of which stage you're in, you want the best possible guidance and resources.

With over 100 years of combined industry experience successfully growing their own companies, the trustworthy leadership team at Blue Peak Resources has unparalleled knowledge of the propane and fuel oil industry.

Each team member has the expertise to deliver the exceptional service you require since they know what you need and are here to guide you each step of the way.

Services

The company's team of industry leaders can help your business prepare for the next steps in propane gas and fuel oil mergers and acquisitions. Additionally, while maintaining confidentiality, Blue Peak Resources qualifies all potential buyers through its extensive network as the team ensures the best match for your business. The team can provide you with:

- Consulting in propane gas and fuel oil
- Seller representation
- Business analysis and valuations
- Buyer qualification
- Due diligence evaluations
- Contract preparation and execution
- Transitional support
- Value-added offerings
- Marketing support and tools
- Margin and profitability trending

Industry Affiliations

Keeping up to date with industry changes and providing consistent value to clients require that the company's leadership team stays active in associations. Blue Peak Resources is proud to be affiliated with the following:

- Michigan Propane Gas Association
- National Propane Gas Association
- New York Propane Gas Association
- Pennsylvania Propane Gas Association
- Propane Education & Research Council
- Propane Gas Association of New England
- Southeast Propane Alliance
- Virginia Propane Gas Association

Blue Peak Resources is based in West Palm Beach, Florida, with team members across the country. The company's vision is to be your trusted and valued resource when exit planning is your next step. So, if you're looking for a trustworthy partner that understands the energy industry's complexity, you've found your match.

Blue Peak Resources
914-420-2940
mg@bpeakr.com
bluepeakresources.com



Do you need a few more years to get things in order, or are you ready now?

Selling a family business can be an emotional and life-changing experience. We connect the right businesses with the right people at the right time. Our team of professionals will keep the process simple yet effective, so you can enjoy maximum earning potential.

If you're looking for a trustworthy partner to help you navigate the complexity of the energy industry, you've found your match.

Let's focus on your future!

BLUE PEAK
RESOURCES
BLUEPEAKRESOURCES.COM



JOHN ARMENTANO
914.420.2933
JA@BPEAKR.COM

C Three Logistics LLC

C Three Logistics LLC announces Henry Papiano Sr. as chief operations officer

As any good coach will say, "You always want your best 11 on the field." C Three Logistics has been fortunate to build an amazing company with a great group of individuals. However, owner Henry Papiano Jr. (aka "Butchy") had the feeling something was missing. With over 40 years of experience in the trucking industry, Papiano Sr. will be coming out of retirement to oversee the daily operations of C Three Logistics LLC.

"I never thought when starting this business that we would be where we are today. Not saying that I did not believe I could — more so that I am humbled by what I was able to do with the amazing support of the people in this industry, my family and friends," said Papiano Jr. "One of the worst days of my life was pulling into Papco the day after my father sold to Inergy and not seeing his truck in the driveway. I had no one to talk to and ask advice or bounce ideas off of. It was at that moment that I knew I had to figure it out. Over the years, the only person I was able to confide in was my father, and I value his advice. This was the best move for our company as we continue to grow and will enable me to focus more on the sales side of the business. My entire life, I wanted to carry on my father's legacy of Papco, and with C Three Logistics LLC, I feel proud that I am doing that and providing something not only to our customers but to our employees as well with his support and guidance once again."

> 'Over the years, the only person I was able to confide in was my father, & I value his advice. This was the best move for our company as we continue to grow & will enable me to focus more on the sales side of the business.'



Papiano Sr. was the owner of Papco LLC, a common carrier trucking company with over 250 power units spreading across the entire Eastern Seaboard. He will be assuming the role with an arsenal of over 210 MCC331 trailers, 50 MC407 chemical tankers, 20 van trailers and 20 gasoline tankers. He will also be assuming oversight of three dispatch terminals.

C Three Logistics LLC
856-265-0704
c3orders@cthreelogistics.com
cthreelogistics.com



C Three Logistics, LLC

22 Gorgo Lane Newfield NJ 08344
856-265-0704 | 856-364-4181
Cthreelogistics.com

ABOUT US

C Three Logistics LLC is an authorized carrier of Hazardous Materials in the Mid-Atlantic region. Our family company was built on the core values of safety first and customer service. We can handle a variety of different products, and pride ourselves on time delivery and communicating real time information. With our GPS tracking through Carrier Web and our partnership with our software program McLeod Software, we are able to not only deliver your products safely, but we can also provide real time information and have invoicing done within 24 hours of delivery.

SERVICES

- Propane, Butane, Propylene
- Separate Anhydrous Ammonia fleet
- Van Division
- Gasoline tanker division
- Chemicals
- Flatbed Division



Henry Papiano
President

SERVICING THE NORTHEASTERN UNITED STATES 24/7

To schedule a load email c3papiano@cthreelogistics.com

The Cavagna Group

More than 70 years of innovation & quality

Founded in 1949, and still operated as a family-run business, the Cavagna Group has carried the mechanical excellence of the "made in Italy" essence and authenticity into every continent of the globe. The Cavagna Group can provide solutions and services at every stage of the supply chain, establishing itself as a leading manufacturer of regulators, metering, valve and controls used in all types of gas equipment.

This includes energy gases like propane and natural gas, as well as compressed, medical and speciality gases. All products are designed and developed with a social conscience and responsibility to provide dependable quality and safety for all of the industries served.

Drawing on more than 70 years of experience with a progressive vision of the future energy marketplace, the Cavagna Group continues to drive meaningful innovations in the fields of smart technology and digitization, while keeping a consistent focus on its core products. The Cavagna Group remains devoted to its mission: "Wherever gas is used, we are there."

To be able to continue to offer the best solutions, the Cavagna Group invests in research and development every year, managing to integrate the most advanced technologies into its products and customizing them to the different needs of the market.

With 17 manufacturing units and 11 subsidiary distributors, 100% belonging to Cavagna Group, the Group has extended its presence to every continent. Cavagna Group has achieved significant results, with 94% of its turnover coming from exports.

Cavagna North America

In North America, the company's products are recognized by AGA, ASME, CGA, IAS and UL as conforming to ANSI, NFPA and other recognized standards. As part of the Cavagna Group, Cavagna North America also adheres to the UN Global Compact.

With the establishment of Cavagna North America in 1996, as well as its North American distribution center, the company has further expanded its service network to meet the demands of the global marketplace. Its philosophy is to provide all of its customers with quality products, continuous innovation and superior service in a competitive environment.

A few notable recent developments for the U.S. market include the design and testing of an ultrasonic smart meter to enhance and improve tank monitoring systems; expansions in the truck and plant line of product; an added pressure tap option to tank and cylinder valves; and the introduction of a slam-shut regulator with over- and under-pressure protection to the LP market.

The Cavagna Group
info@cavagnagroup.com
cavagnagroup.com



cavagna group

Wherever gas is used, we are there

PRODIGI

ULTRASONIC GAS METER

THE NEXT GREAT LEAP FORWARD IN TANK MONITORING





- Remote monitoring
- Provides a familiar customer interface similar to other utilities
- Optimize efficient deliveries
- Adds control to overall storage efficiency

Type of communication available:

- LoRaWAN
- LTE

MESURA METERING
A Cavagna Group Company

Mesura Metering is part of the Cavagna Group of Companies

Cavagna North America Inc. 50 Napoleon Court, Somerset NJ 08873
Phone 732-469-2100, Fax 732 469 3344
Cavagna Noth America Distribution Center,
5910 W By Northwest Blvd.
Houston, TX 77040
Info@us.cavagnagroup.com - www.cavagnana.com

Crestwood Services

Connections for America's energy

Crestwood Services connects supply with demand across North America — providing reliable, responsive service for all your propane and NGL needs. The company's best-in-class midstream network means customers are assured supply, risk management and exceptional customer service.

Crestwood anticipates joining the Energy Transfer family of companies by the end of calendar year 2023.

Serving Your Propane & NGL Needs

Crestwood Services provides complete marketing, supply logistics and risk management solutions to propane and NGL marketers, no matter your size or location. Crestwood's experienced NGL professionals — with a proven track record and combined 150-plus years of experience — are committed to assuring your supply.

And given a significant expansion of the company's NGL storage, pipeline, terminal and marketing capabilities, Crestwood can deliver. Plus, Crestwood has shipper status on all common carrier pipelines, a flexible rail car fleet and contracts with major tractor/trailer fleets in the industry to better accommodate your schedule.

The result? Crestwood is positioned better than ever to meet your supply and logistics needs.

We'll Help You Develop a Supply Plan

Propane marketers breathe easier with a solid supply plan in place heading into winter. Crestwood's team of NGL professionals will help you create a plan that takes an in-depth look at your customer base, considers factors like expected weather and economic situations and encompasses the likelihood of any potential industry-wide supply or transportation challenges.

More than ever, it's critical to have a supply plan that is flexible enough to adapt to changes and resilient enough to assure reliable flow of propane. Getting this right makes the difference in meeting your customer needs and earning a good profit, especially in challenging times during peak winter months.

Extensive Capabilities

With Crestwood's strategically located assets, the company is well-positioned to meet your supply and logistics needs. Plus, with Crestwood's planned expansion into the western U.S. later this year, the company can offer you even broader capabilities, including:

- 13 LPG terminals across the central and eastern U.S.
- 25-plus through-put terminals
- 10 million barrels of NGL and LPG storage
- 43 states served
- Flexible rail car fleet
- Contracts with major tractor/trailer fleets

When it comes to the partner of choice for your NGL needs, look to Crestwood. For more information, please contact:

- Chris Roth, eastern NGL marketing, 816-714-5417
- Bryon Muchow, central NGL marketing, 816-329-5311
- Pete Kowalewich, heavies & Y-grade marketing, 816-329-5333

Crestwood Services
877-446-3749
john.powell@crestwoodlp.com
crestwoodlp.com



Crestwood™
Connections for America's Energy

Positioned Better Than Ever to Meet Your Supply and Logistic Needs



Thanks to our strategically located assets — including NGL storage, pipeline and rail supply terminals — and our marketing capabilities, Crestwood is well-positioned to meet your supply and logistics needs.

13 LPG terminals across the Central and Eastern US

10 million barrels of NGL and LPG storage

Flexible rail car fleet

Extensive tractor/trailer connections to better accommodate your deliveries

Plus, regardless of your size or location, you can count on our experienced team of propane industry professionals to help you create a supply plan tailored to your business needs.

Want to know more? Call Crestwood today:

Chris Roth	Eastern NGL Marketing 816.714.5417
Bryon Muchow	Central NGL Marketing 816.329.5311
Pete Kowalewich	Heavies NGL Marketing 816.329.5333

Crestwood™
Connections for America's Energy
2440 Pershing Road, Suite 600
Kansas City, MO 64108

EDP

Preserving the legacy of propane business owners

Are You Thinking About Selling?

If you're considering selling your business — and if preserving your legacy is important to you — EDP invites you to talk with its team. Since its founding in 2012, EDP has closed on 35 companies of varying sizes and is pleased to say that sellers who chose EDP are its biggest advocates.

Who Is EDP?

EDP's retail operations stretch from the West Coast to the Northeast and are directed by a leadership team of propane industry veterans with a deep understanding of retail and commercial propane sales, operations and finance. Today, EDP is recognized as one of the Top Ten Propane Marketers, serving customers in 19 states, with further expansion on the horizon.

Preserving Your Legacy

EDP takes a long-term view of the propane industry, acquiring quality businesses to operate for the long haul. Since its inception, EDP has built a track record of excellence in partnering with owners and further enhancing their companies' performance.

EDP offers business owners peace of mind. When EDP acquires an operation, local management and leadership are preserved. Most operating decisions are made locally, allowing everyone to perform at a higher level. Customers appreciate the continuity.

When you choose EDP, rest assured the company will:

- Invest in your business's ongoing growth
- Continue to be active members of your local community
- Provide your customers with an unwavering commitment to safety and quality of operations
- Provide a workplace that embraces fairness, respect and opportunity for your employees
- Ensure a continued commitment to excellent customer service

Satisfied Sellers

When Jordy and Sadie Anderson decided to sell Mount Perry Propane, they turned to EDP. Jordy's parents, Danny and Lisa Anderson, sold Anderson Propane Services to EDP in 2018, and Jordy and Sadie had heard positive things about how EDP was taking excellent care of Anderson's employees and customers. Plus, they watched how EDP had continued to grow Anderson Propane Services and they wanted the same outcome from the sale of their business.

"Choosing a buyer who would take good care of our employees was very important to us," said Jordy. "Since EDP has maintained the legacy of my parents' business by taking excellent care of both their employees and their customers, it made sense for us to entrust EDP with our company, as well. We are confident we made the right choice."

See what other sellers have to say at edplp.net/testimonials.

EDP Welcomes the Opportunity to Talk to You

The EDP team seeks quality operators who understand the business, have good people on board and possess the know-how to serve propane customers. For more information or for a confidential conversation, reach out to David Stroupe at 312-254-5954 or dstroupe@edplp.net.

EDP
312-254-5954
dstroupe@edplp.net
edplp.net



Left to right: Jordy and Sadie Anderson of Mount Perry Propane and Lisa and Danny Anderson of Anderson Propane Services

Proud of Our People

Choose a buyer with a culture that values its people



At EDP, we can't say enough about our people. Whether they take customer calls, drive a bobtail or fill a 20 lb. cylinder, we are proud of them. And we take excellent care of our employees.

So, if you're thinking about selling, consider EDP. We'll take exceptional care of your people, provide a superior benefit package and new career opportunities. We'll also ensure your legacy lives on.

Thirty-five propane business owners have chosen EDP when it came time to sell. See what sellers have to say by visiting edplp.net/acquisitions.



If you're thinking about selling your propane business, contact David Stroupe, 312.254.5954 or dstroupe@edplp.net for a confidential conversation. Dave can work with you to achieve a positive outcome.

EDP

WWW.EDPLP.NET

Elaflex Pacific Pty Ltd

Autopropane transfer equipment specialists

The Elaflex Group is a leading international specialist for refueling equipment and safe connections for the transfer of dangerous goods and sensitive fluids.

The company's hoses, fittings, couplings, expansion joints and nozzles have been setting the standard since 1923. Elaflex provides high-quality engineered products, a sound investment in terms of both performance and total lifetime cost benefits.

Elaflex has a team of over 750 people within the group. Headquartered in Hamburg, Germany, Elaflex has 16 locations around the world to help you gain experience with standard and unique fluid handling applications. This global reach has allowed the company to draw on a wealth of engineering and local experience in fluid transfer systems.

Elaflex Pacific is a third-generation, family-owned and -operated company based in Sydney, Australia. It is a subsidiary of the Elaflex Group and has supplied its "GasGuard" propane filling nozzle into the North American market for over 25 years. Propane transfer equipment is what Elaflex Pacific specializes in.

More recently, the company has extended its product offering into the U.S. and Canadian markets, highlighting the following products:

- Flexible, durable propane hoses
- Low-loss, re-attachable couplings and pull-aways
- Reliable K15 and ACME autopropane nozzles

Elaflex's quality speaks for itself, and its U.S. and Canadian distribution partners are on hand to provide sales and technical support to help you build a better autopropane system for you and your customers.

Product Focus — Dispenser Hanging Hardware

LPG UL Transfer Hoses:

- Elaflex's range of UL- and CSA-listed ½-inch to 2-inch propane transfer hoses have proven to be a superior investment for your propane fleet, combining flexibility and durability.
- If you are conscious of ongoing maintenance costs, the Elaflex LPG UL hose is for you.

ZVG2 EURO UL — K15 Quick Connect Nozzles:

- Light, durable, repairable and cost-effective, the ZVG2 EURO nozzle is a perfect addition to your new or existing propane dispensing system.
- Spare parts for the nozzle are readily available from several distributors who also offer repair and refurbishment to extend the nozzle's service life.

1 ¾-Inch GasGuard ACME Nozzles:

- Trusted for decades, the GasGuard range of 1 ¾-inch ACME filler nozzles ensure safe and reliable filling of small to medium propane tanks.
- A nozzle holster "NB-GG" is available for both ACME and Quick Connect nozzles.

ARK 19 Pull-Aways:

- Reconnectable under pressure, the ¾-inch pull-away removes the need to drain the hose after a separation event, increasing on-site safety.



With a great distributor network in North America, Elaflex is proud to be part of a market that has supported generations of the Elaflex family. For more information on the company's range, you can find its distributor contacts at elaflex.com.au/contact/distributors-gasguard-products#north_america.

Elaflex Pacific Pty Ltd
+61-2-8058-9258
info@elaflex.com.au
elaflex.com.au

ELAFLEX

THE PERFECT SOLUTION FOR YOUR DISPENSER, BOBTAIL AND PLANT APPLICATIONS.



Benchmark for quality and longevity.

PERFORMANCE CHARACTERISTICS

- Cold and hot climate flexibility.
- Higher flow rate.
- No delamination, Cover - Seamlessly extruded.
- High UV and abrasion resistant cover.
- Hose assemblies available in sizes ½" to 2".

The Elaflex range of hoses leads to lower maintenance and downtime costs.

CSA® CLASSIFIED UL®



Contact our distributors
elaflex.com.au/contact/distributors-gasguard-products

Ferrellgas

We make propane acquisitions easy

What does Ferrellgas mean when the company says it makes propane acquisitions easy? As propane experts and a leading propane industry consolidator, Ferrellgas knows the decision to sell a family business can be challenging and stressful. In other words, it's a decision that's anything but easy. That's why Ferrellgas strives to "fuel life simply" by guiding business owners through the process to make the transition a little easier.

Ferrellgas' roots began as a small, independently owned propane retailer in Atchison, Kansas. When the company's executive chairman Jim Ferrell took over the struggling family business in 1965, one of the ways he wanted to grow the company was by acquiring some of that region's top independent propane companies.

How Does Ferrellgas Make Propane Acquisitions Easy?

The Ferrellgas acquisitions team includes a wide range of propane experts, from accounting to safety, who collect data to gain a thorough understanding of your business to get you the value you deserve. Whether you are just thinking about selling or are ready to sell, Ferrellgas looks forward to discussing your goals.

What Else Sets Ferrellgas Apart?

Ferrellgas' emphasis in propane acquisitions is also evident through its acquisitions integration team. This first-of-its-kind group includes employees dedicated to developing and implementing processes to ensure a smooth — and easy — transition for both the employees who helped build a family-owned propane company and the customers who put their faith in them.

Ferrellgas knows you've worked hard to help your business thrive and grow, so you want to sell it to someone you can trust. The team at Ferrellgas were proudly recognized as one of 2023's Most Trustworthy Companies in America by Newsweek — the only propane company to receive this honor. This is a claim the team is proud to make to existing and prospective customers and to the owners of independent propane companies who want any additional assurance their customers will remain in good hands.



Who Should You Contact for More Information?

Ferrellgas' vice president of business development, Richard Mayberry, came to Ferrellgas in 1999 when the company acquired Thermogas, where he was employed as director of operations. He has been in the propane industry for more than 25 years and has held several roles during that time, including general manager of Ferrellgas' Birmingham Service Center, Central Region manager, vice president of operations for the eastern U.S., and a member of the executive committee. He holds a degree in business administration from the University of Alabama at Birmingham School of Business. Mayberry and his team are well-equipped to help you through the process as you sell your business and answer any questions you may have.

Ferrellgas
816-792-6950
richardmayberry@ferrellgas.com
ferrellgas.com

FERRELLGAS MAKES PROPANE ACQUISITIONS EASY!



You worked hard to build your business, from your team of employees to the customers you serve so well. When it's time to consider the future, think Ferrellgas. As an industry leader, we are committed to continuing your legacy of success.

LEARN MORE



Contact us today for a confidential, no-obligation valuation.

Richard Mayberry
VP of Business Development
816-792-6950
RichardMayberry@Ferrellgas.com
Ferrellgas.com

Ferrellgas
Fuel Life Simply

© Ferrellgas I MT-41921

Metsa Tanks

Direct service, premium quality

Metsa Tanks is a family-owned tank manufacturing company that has worked for the past 40 years to bring ASME-certified propane tanks ranging from 120 gallons to 1,990 gallons to its customers and help them grow their business. Metsa aims to accomplish this by making the process of equipment acquisition as easy and cost-effective as possible while guaranteeing its customers are receiving the best quality product available.

Metsa manufactures tanks for aboveground, underground and AGUG use to cover all its customer needs. Metsa strives for excellence in its processes and vendor relationships, opting to only use top-of-the-line materials. The company's powder-coating process is first class, giving it the best finish in the market. Metsa goes a step further to offer a heavy-duty option for high-risk areas such as the far north and coastal areas.

Metsa goes to where you are and is fully capable of delivering products quickly to the entire continental United States and Canada through its in-house transportation fleet. Metsa has highly trained, professional drivers who deliver and safely unload your propane tanks with the company's crane truck right where you need it. Metsa's unique tank design will allow the company to continue to lead in transportation efficiency by carrying a larger number of tanks per truckload and offering easier handling for customers.

Metsa is constantly researching, improving and investing in its process, workforce and equipment to deliver customers the best product in the market. Therefore, Metsa developed and invested in an automated paint booth, which has been running for more than three years with excellent quality on products. This equipment consists of 14 automated paint guns, powerful powder extraction and a climate-controlled environment that will provide Metsa increased output and controlled paint thickness, resulting in the best finish in the market. Metsa currently offers a five-year, no questions asked warranty on its paint.

Metsa is committed to supporting industry growth, including in the autogas infrastructure sector, where it offers a highly customizable tank offering and turnkey solutions through its commercial partners. Metsa offers tanks ranging from 1,000-gallon to 1,990-gallon systems. These systems are designed to minimize piping and angles that create leak risks and pressure loss in your system, while also increasing pump life and use of your propane. Metsa has established commercial partnerships with Gas Equipment Company and Parafour Innovations to deliver turnkey products that have the highest quality builds to ensure performance and safety. Where most tank manufacturers offer "cookie cutter" solutions, Metsa goes above and beyond to customize for specific applications and increased safety.



Metsa's direct, one point of contact sales team is expanding to offer better service to customers, increasing the company's numbers to have a better geographic representation. Your sales rep will take care of you wherever you are. Metsa is always striving for the best customer service; its team will take good care of you and provide the best solution for your needs. The team is made of industry allies and is directly involved in the various national, regional and state associations fighting for the propane industry. Metsa attends events by NPGA, TPGA, WPGA, PGANE, and soon the Rocky Mountain Propane Association.

Metsa wants to thank all its customers for their valuable feedback through the company's service calls and emailed surveys. Metsa takes every detail into account to improve and be the tank manufacturer you deserve. Be sure to call your sales representative today to learn more about Metsa!

Metsa Tanks
1-800-609-8265
metsa.com



METSA

We are committed to provide the best quality and service in the market

5 YEARS WARRANTY ON PAINT



- Premier Propane Tanks, ranging from 120 - 1990 gallons
- Delivered & Unloaded by METSA
- 2-3 WEEKS LEAD TIME!
- Best Paint Finish in the market
- Outstanding Customer Service

LOCK IN your special pricing NOW for your fall needs!

Give us a call, we have that TANK you need! / 1-800-609-TANK.

Metsa Tanks sales@metsa.com

Propane Education & Research Council

Promoting the safe, efficient use of odorized propane as a preferred energy source

The Propane Education & Research Council (PERC) is responsible for leading the development of the clean, propane-powered solutions Americans trust today and the innovations they'll rely on tomorrow. PERC fosters new product technology and training and educates consumers about the safe, efficient and environmentally friendly benefits of propane. PERC inspires Americans to choose propane at home, at work, on the road and on the farm. It's why propane is the energy for everyone, and it all starts at propane.com.

Training the Propane Workforce

The Learning Center at propane.com makes workforce training and certification better, faster and more economical than ever. All of PERC's materials on safety, compliance, environmental messaging, sales, workforce recruitment and other market-trending topics are now accessible through your PC or mobile device. Explore classes, get enrolled and take charge of your training today at propane.com/propane-learning-center.

Keeping Consumers Safe

PERC's consumer safety products include its best-selling brochure, "Important Safety Information for You and Your Family"; videos that help customers understand the safety features of their propane systems; new training for first responders; and much more. Keep the safety conversation going at propane.com/safety.

Developing Propane-Fueled Products

PERC's investments in new technology have generated hundreds of millions of new gallon sales nationwide. The council accelerates the research, development and demonstration of innovative, propane-powered appliances, equipment and vehicles that reduce emissions and save money for homeowners, businesses, farms and fleets.

> PERC inspires Americans to choose propane at home, at work, on the road & on the farm.



Winning New Propane Users

Through data-driven messaging, PERC shows consumers and energy influencers how propane is a clean energy option that partners with other energies on a wide path to zero emissions. PERC's nationwide marketing programs lead a national dialogue about the role that propane plays as the energy for everyone — today and into the future. Want help talking with homeowners and business owners about the benefits of propane? Start at propane.com, in the Resource Center.

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

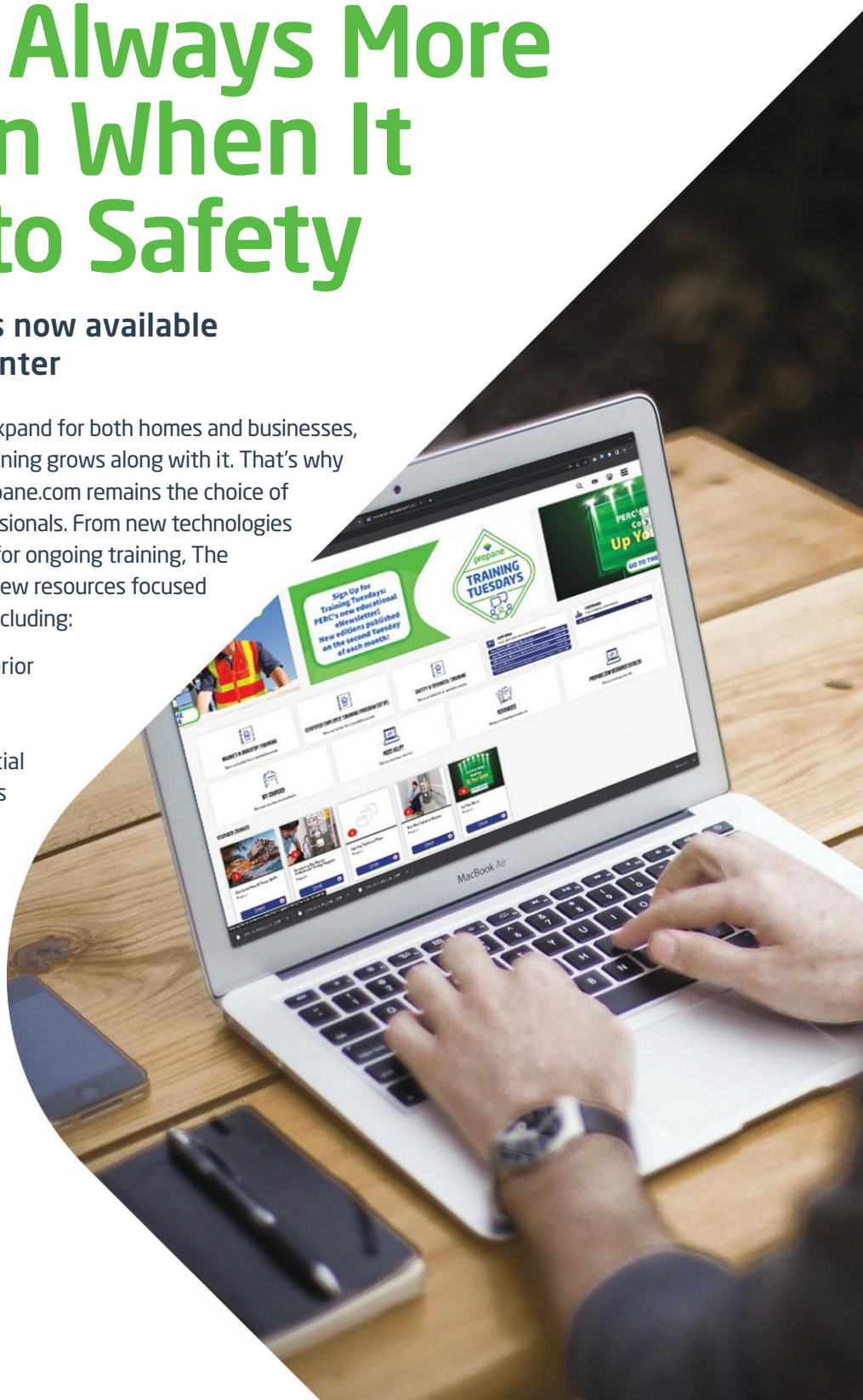
ENERGY FOR EVERYONE
propane

There's Always More to Learn When It Comes to Safety

New safety resources now available from The Learning Center

With propane use continuing to expand for both homes and businesses, the need for continued safety training grows along with it. That's why using The Learning Center at Propane.com remains the choice of more than 60,000 propane professionals. From new technologies and new regulations to the need for ongoing training, The Learning Center is updated with new resources focused on furthering workforce safety, including:

- Conducting a New System Interior Site Assessment
- Purging Gas Piping Systems
- Understanding Large Commercial & Industrial Regulator Operations



See the full range of helpful safety modules that you can access at **The Learning Center** by scanning the code below:

Quality Steel Corporation

Your steel assets solution

With more than 60 years in the propane industry and 40 years in the National Propane Gas Association, Quality Steel Corporation strives to offer a superior experience, with knowledgeable regional sales managers and talented operations professionals. Quality Steel is committed to bringing valued products and services to its customers.

Partnerships with LP Cylinder and Buckeye Fabricating ensure marketers that Quality Steel has their propane storage tank needs in mind. Quality Steel and its partners cover all the following: newly manufactured domestic propane tanks; anhydrous ammonia tanks for agriculture use and autogas dispensers; and custom pressure vessels, including the refurbishing/recertification of DOT and ASME vessels.

As a U.S. manufacturer of 120-gallon to 2,000-gallon ASME steel tanks, there are three strategically situated manufacturing facilities across the U.S. dedicated to producing, servicing and delivering your steel assets. The hands-on sales team guides customers through assessing, purchasing and managing their steel asset inventory. Quality Steel takes pride in offering the best delivery lead times and world-class customer service.

Quality Steel's success comes from the pursuit of gaining its customers' and distributors' trust and exceeding expectations — persistently aiming to raise the bar. As the market leader for ASME tanks in the U.S. and throughout Canada, Quality Steel's strategic partnerships with LP Cylinder in Shohola, Pennsylvania, and Buckeye Fabricating Company in Springboro, Ohio, serve to strengthen Quality Steel's stance on meeting its customers' expectations.

Lowry Tims started Quality Steel to build a quality product and provide excellent customer service; each day, Quality Steel aims to uphold his vision.

Visit propanetank.com to view a list of regional sales managers that service your area, valuable distributor partners, information about consignment yards throughout North America and product information.

Tanks you know, people you trust!

Quality Steel Corporation
800-345-2495
qsc@propanetank.com
propanetank.com



Quality Steel's success comes from the pursuit of gaining its customers' & distributors' trust & exceeding expectations — persistently aiming to raise the bar.

Your Steel Assets Solution!



TANKS YOU KNOW
PEOPLE YOU TRUST

- **Safety First For Employees & Customers**
- **New, Refurbish/Recertification and Custom Tanks Available**
- **Communication and Customer Service You Can Depend On**



P.O. Box 249 | 2914 Highway 61 | Cleveland, MS 38732 | 1-800-345-2495

TRIARC TANK

High-performance innovation

TRIARC TANK provides high-quality steel pressure vessels, serving energy and agricultural markets. TRIARC TANK's innovation continues to impact and change the industry. From cylinders to large-scale storage systems, TRIARC TANK provides the superior products and service you value and trust. The company's coatings, quality components and manufacturing craftsmanship combine to deliver the best tanks in the industry.

TRIARC TANK's quality process measures more than product defects. The company grades its performance throughout the entire value chain. From acceptance of raw material and components, through manufacturing and product delivery to its customers, TRIARC TANK applies lean processes and principles to gauge performance.

The continuous improvement process reflects TRIARC TANK's commitment to providing you the best products and experience in the industry. From consulting with you on your business needs, confirming your orders and updating the status of your order, to final delivery and beyond, TRIARC TANK is investing in its people, technology, systems and processes to better serve its customers.

From the manufacturing floor to its offices in Dallas, TRIARC TANK applies lean principles and processes to drive continuous improvement with the goal of providing high-value, innovative products and exceptional service. TRIARC TANK will continue to build on this legacy, which will make the company the clear choice in the industry.

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



From the manufacturing floor to its offices in Dallas, TRIARC TANK applies lean principles & processes to drive continuous improvement with the goal of providing high-value, innovative products & exceptional service.

TRIARCTANK
HIGH PERFORMANCE INNOVATION

ESSENTIALS PRODUCT LINE

500 - 1,000 wg



Tank Features:

- 2 Shell 500 WG & 3 Shell 1000 WG
- Aboveground Tanks: White/Tan/Gray Powder Coat
- Standard Color Matched Metal Domes
- Underground & AG/UG Tanks: REDOX Powder Coated
- Injection Molded TRIARC LID & Standard UG Shroud
- Valves: UL Listed & CA Compliant Available
- Float Gauge: Snap-on Dial & Standard Gears
- Fabricated to A.S.M.E. code, Section VIII, Division 1
- Registered with National Board
- Vacuum Purged
- 1 Year Standard Warranty
- Standard delivery: Boom Service Option Available

For more information
888 558 8225
info@TRIARCcorp.com

Worthington Industries

A legacy of driving progress

Worthington Industries is a leading U.S.-based manufacturer of LP gas cylinders and tanks. With over 65 years of manufacturing experience, Worthington has a relentless dedication to customer success and advancing the propane industry.

The Worthington Difference

Worthington continues to operate under a "people-first" philosophy that guides every aspect of its business. More than just words on a card, it is infused in Worthington's culture — a culture that drives the company to exert every effort to see that its quality and customer service are world-class.

That same philosophy extends outside Worthington's four walls. Worthington is proud to represent the customers it serves on a global scale through its participation in key industry groups and its relationships with governing bodies. For several decades, Worthington has stayed at the forefront of regulatory developments and worked to inform the decisions that impact its customers and peers.

Your Premium Pressure Cylinders & Tanks Manufacturer — & More!

Worthington specializes in manufacturing propane cylinders and tanks used to heat, power and cook — providing a safe and convenient containment solution for any propane gas application. The company's quality tanks and cylinders are available in a variety of sizes, from small portables to large system tanks, and are manufactured to not only meet, but exceed industry standards. Every Worthington cylinder for the LPG industry is manufactured in domestic facilities that have won awards for proactive safety practices and stringent regulations. Worthington's cylinders are produced to DOT, TC, ASME, CRN and National Board Certified specifications.

Partnering with customers to continue to drive the industry forward is Worthington's passion. By leveraging deeply rooted relationships in the LP gas space, the company is developing new and innovative solutions that solve for the wide range of challenges its customers face in today's market. Partnering with Worthington doesn't just secure a supply of high-quality, domestically produced cylinders and tanks — it means having a partner dedicated to working alongside you, focused on improving your operations and continually advocating for the industry.



SmartLid: The Universal Tank Monitor

A prime example of that innovative spirit is Worthington's SmartLid. Designed with the fuel technician in mind, SmartLid is the only integrated lid and monitor solution for both vertical and horizontal LP tanks. Each SmartLid is powered by Otodata's tank monitoring technology, featuring dual SIM cellular technologies for a broader and more reliable coverage, the longest battery life in the industry and a user-friendly app delivering real-time data. SmartLid is compatible with most tanks already in your fleet.

Worthington is helping customers scale their fleets with its hardware-as-a-service (HAAS) program with no upfront costs, no need to wait and no need to worry with its 5-year warranty. For more information and to keep an eye on what Worthington has in store next, visit hcc.worthingtonindustries.com/lpg or contact the team at cylinders@worthingtondindustries.com.

Worthington Industries
866-928-2657
cylinders@worthingtonindustries.com
hcc.worthingtonindustries.com



WORTHINGTON INDUSTRIES

SMARTLID®

The superior remote tank monitoring solution

Make remote tank monitoring **easier** and more **reliable** with SmartLid – available for vertical, horizontal above and underground tanks. SmartLid was designed to save you time and money. **Here's how:**



Simplify

Easy installation & consistent monitor placement

One monitor solution for every tank



Streamline

Dual SIM with CAT-M and NBIOT technologies for optimal coverage

Free app, unlimited reports and alerts, integrates with most ERPs



Save

No upfront costs with Hardware-as-a-Service program (HaaS)

Industry-leading battery life (up to 20 years)

Made in the USA with global components

See what SmartLid monitoring solutions can do for your business at hcc.worthingtonindustries.com/smartlid

Talk to a specialist 866.928.2657

AmeriGas

Become more with AmeriGas



When you sell your business to AmeriGas, your business becomes part of something bigger. AmeriGas identifies and connects with companies like yours, which is one of the key reasons why AmeriGas has become the largest propane retailer in the country.

The Tools for Success

AmeriGas' expansive, connected network was once hundreds of small, individual enterprises that made the decision to sell to AmeriGas. These companies had a passion for their customers, people and products. You don't entrust that to just anyone. AmeriGas has the team, experience and resources to offer the highest value for your business. More importantly, you'll know the future of your company, employees and customers is in capable hands.

The Experience to Guide You

Led by dynamo Amy Heuer, AmeriGas' corporate development team has over 50 years of collective deal-making experience and is supported by a nationwide AmeriGas operations network. It is AmeriGas' sole objective to provide you with a great offer delivered with the utmost discretion.

The Values to Put You First

The AmeriGas way puts people first, and the company will do the same for your employees once they become part of AmeriGas — especially because AmeriGas knows how important your staff and their professional well-being are to you. AmeriGas is proud to offer competitive salaries, excellent benefits and career development opportunities for your employees.

AmeriGas' Leadership, Your Legacy

When the time is right to sell, work with the team dedicated to advancing your dreams and your business — work with AmeriGas.

AmeriGas
acquisitions@amerigas.com
amerigas.com

LOOKING TO SELL?

FIND THE COMPANY THAT'S PRO-POSSIBILITIES, PRO-YOU

Considering to sell your company is a big decision. AmeriGas works hard to make the sales process as seamless as possible for sellers. With the exceptional financial, personnel and distribution resources of America's largest retail propane distributor, AmeriGas provides significant advantages for you to consider when making your decision.

For a confidential, no obligation consultation, contact:



AMY HEUER
GROUP DIRECTOR BUSINESS DEVELOPMENT

925•588•8282
Amy.Heuer@amerigas.com

AmeriGas®
PROPANE THAT'S PRO-YOU

Learn more at: amerigas.com/company-information/acquisitions

Industrial Propane Service & IPS Equipment

Family of solutions for the propane industry



Since Charles and Helen Vandemark founded the company in 1968, Industrial Propane Service has focused on propane plant construction and service. Under Robert and Brenda Vandemark's leadership from 1988 to 2008, the company divided into two, with IPS Equipment serving as the wholesale distribution arm of the company. In August 2008, the third generation — Jeff Vandemark, Rob Vandemark and Kim Godlewski (all siblings) — took over and continue to manage the company today.

Jeff oversees the bulk plant construction and autogas dispensing systems. Rob handles all truck work and on-site truck testing and service. Kim runs IPS Equipment and manages the office for both companies. IPS is headquartered in Byron, Michigan, with distribution centers in Lucasville, Ohio, and Waupaca, Wisconsin. IPS Equipment is a full-line equipment distributor, featuring preferred name brands such as RegO, Blackmer, Worthington, LC, Neptune, Quality Steel, Empire and a complete line of dispensing cabinets.

Industrial Propane Service is a full-service company, including:

- Bulk plant construction and service specialists — LPG/NH3 plant design and engineering; storage tank sales; and plant service work
- Truck specialists — New units; rechassis; and testing and inspections
- Autogas specialists — Complete line of autogas dispensers and systems; UL and NTEP approved
- Cylinder cabinets and evacuation systems — Dispensing systems custom-built to specifications; cylinder evacuation systems

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



Marshall Excelsior Company

Innovation made simple



Marshall Excelsior Company (MEC) is a full-line manufacturer of world-class equipment used in LPG, NH3 and other service applications.

MEC With the Power of BASE

Together with BASE Engineering, an MEC company and leader in radio remote technology, MEC has integrated MEC equipment functionality into the BASE ProControl3, offering the most efficient way to see, control and understand every aspect of your delivery truck.

Expanding Product Lines & Systems

- *Excela-Wynd Hose Reel* — Designed to provide increased delivery efficiency and safety while reducing downtime, compensation claim injuries and driver fatigue. Fully compatible with the PC3 to control reel-in and reel-out functions and uses a variable speed controller to maintain safe and consistent walking speed.
- *Excela-Flange Hose End Valve* — The ME1075 series has been designed for optimized high-flow performance and low-emissions, using a streamlined bonded seal and flow path. Featuring stainless steel construction, an integrated flange connection, swivel design and ergonomic nozzle grip.
- *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. It is fully compatible with the BASE ProControl3 remote and capable 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 new technology and optimal product functionality. MEC is "innovation made simple!"

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

NEW!

ME1075 EXCELA-FLANGE ™ HOSE END VALVES

Designed for optimized high flow performance and low emissions, utilizing a streamlined flow path and bonded FKM main seal for LPG applications.

- Stainless steel construction and isolated packing seals for maximum service lie for maximum service life
- *Excela-Flange*™ connection for ease of service
- Integrated swivel design option
- Ergonomic nozzle grip
- 3/4" and 1" inlet options



THIS IS WHAT INNOVATION LOOKS LIKE

MEC™

PLANT | TRUCK | DOMESTIC | RECREATIONAL | INDUSTRIAL

1506 George Brown Drive Marshall, MI 49068 | P 269.789.6700 | www.marshallexcelsior.com

PT Risk Management Insurance Services

Exclusively insuring petroleum & propane marketers for more than 30 years

What Every Propane Marketer Should Know

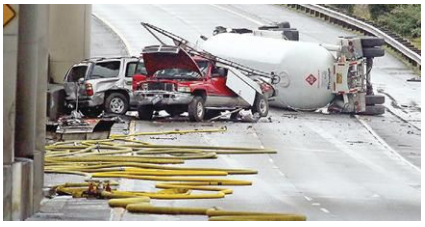
Inflation, rising claims costs due to natural disasters and nuclear jury verdicts are just a few of the reasons insurance premiums are on the rise. Collectively as an industry, propane marketers need to become more sophisticated in their documentation across the board. A properly documented leak check or cylinder refill could mean the difference between a large judgment against the propane company and avoiding a potentially astronomical payout.

It's vital that your agent fully understands the unique insurance needs of the propane industry.

PT Risk Management has been exclusively insuring petroleum and propane marketers for over 30 years. PT Risk Management operates with a boots-on-the-ground philosophy and personally visits each location it insures to make sure there is nothing missed on the policy.

Call 800-556-8228 to talk to a professional now.

PT Risk Management Insurance Services
800-556-8228
laurena@ptrisk.com
ptrisk.com



It's vital that your agent fully understands the unique insurance needs of the propane industry.



Is Your Business Properly Protected?

Propane

- Propane Marketers
- Propane Wholesalers
- Propane Transport
- Agriculture Co-ops

Petroleum

- Bulk Fuel Distributors
- Refined Fuel Jobbers
- Lube Oil Distributors
- Ethanol & Biodiesel

Transportation

- Common & Contract Carriers
- Individual & Fleet Autos
- Cargo
- Hazardous Materials

Renewable Propane Alliance

Creating a dynamic marketplace for off-grid renewable liquid gases

The Renewable Propane Alliance is comprised of innovative companies, industry organizations and thought leaders. The Alliance is united in the goal of introducing, promoting and expanding the marketplace for renewable propane gas (rPG) and other innovative liquid gas blends.

The Renewable Propane Alliance is a benchmarking point for businesses, organizations and individuals to share knowledge, insights and experiences regarding this emerging clean energy source. The Alliance develops marketing guidance for industry stakeholders and encourages the growth of rPG's ever-increasing production. The Alliance magnifies advocacy efforts and promotes research and development from its members and beyond.

The Alliance explores ways to ensure the most dynamic rPG marketplace possible. This could include pricing hubs, auction platforms, book and claim accounting, etc. The team also supports updating the aspirational goals for carbon index levels and percentage blends to meet and exceed environmental energy standards.

The Renewable Propane Alliance invites fuel marketers, retailers, wholesalers, producers and other stakeholders in the energy space to join the Renewable Propane Alliance. As an Alliance member, you can strengthen your focus on decarbonization, access up-to-the-minute rPG news, connect with the Alliance's engaged advocacy network and explore the growing rPG supply chain.

Together, you and the Renewable Propane Alliance can expand the horizons for affordable, effective decarbonization strategies that still guarantee reliable energy for America's households and businesses.

Renewable Propane Alliance
info@renewablepropanegas.com
renewablepropanegas.com



Superior Plus Propane

A diverse team of more than 2,800 employees meeting your everyday propane needs



Superior Plus Is Looking for the Best of the Best in Propane Retailers

When Superior Plus Propane considers an acquisition, the company carefully partners with companies that align with its values:

- A focus on customer service
- Strong ties to your community
- A commitment to safe operations

Superior Plus takes a thoughtful, patient approach to ensure the businesses joining the company are just as committed to these values as the Superior Plus team. If you believe your company shares this perspective, Superior Plus believes it would be an exceptional steward of the business you've built.

Steel Prices, Driver Shortages & Regulations — Why Now Could Be the Right Time

Lead times may be coming down for new tanks, but costs haven't. Everyone is paying more for tanks and trucks, and interest rates continue to rise — but cash flows don't always keep up with inflation and economic pressure.

The most common conversation Superior Plus is having these days is around the driver and tech storage. It's undoubtedly harder and harder to find qualified people. Critically, everyone is facing a growing regulatory environment — building codes, DOT rules, climate regulation — and compliance is an increasing headache.

With all of these headwinds to your business, now is the perfect time to see what the options are to unlock the value you've built.

Superior Plus Propane
855-804-3835
superiorpluspropane.com



Once we decided to sell our family's business, we looked for a company that could take care of our employees and customers and provide great value and we found that with Superior. The transition was smooth and we've been happy to see the company continue its track record of success.

- Rob Freeman, President Freeman Gas

Let's Get to Know Each Other



Trent Nagata
Sr. Director of Business Development
610-644-4647
TNagata@superiorplusenergy.com

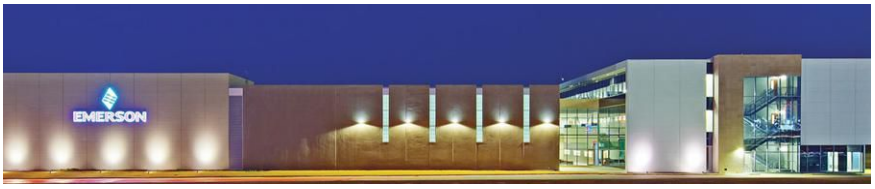
Emerson/Fisher LPG Equipment

Dependable products, consistent supply, expert training

Crafting Reliable Solutions

Emerson/Fisher LPG Equipment, a global company with its headquarters in McKinney, Texas, has a long and established legacy of providing the LPG industry with highly dependable products and services. With more than 125 years in pressure regulator design and more than 80 years of experience catering to the LPG market, the company is renowned for its broad range of Fisher residential, commercial and bulk storage transportation equipment.

Emerson/Fisher LPG Equipment takes pride in demonstrating how it creates high-quality solutions through its meticulous design process, the careful selection of materials and its stringent environmental testing capabilities.



The Flow of Quality: Building Products That Outlast & Out-Perform

Emerson/Fisher LPG Equipment's regulators and valves are engineered to withstand the most extreme conditions, ensuring optimal performance, efficiency, reliability and safety. Through their robust supply chain and global manufacturing capabilities, they drive uninterrupted customer satisfaction and are known for delivering tailor-made solutions suited to dynamic industry demands.

Developing Expertise: Sharing Knowledge & Empowering the Industry

Emerson/Fisher LPG Equipment believes in developing its people, empowering them to become the next generation of industry leaders through high-quality training courses and knowledge-sharing initiatives.

With more than 2,000 technical experts spread over 200 locations worldwide, Emerson/Fisher LPG Equipment continually raises the bar in its quest to design advanced systems that operate safely and reliably while contributing to a sustainable and prosperous future.

Whether you need an urgent replacement or expert advice on long-term growth strategies, Emerson/Fisher LPG Equipment's local sales offices stand steadfast to provide crucial support promptly and efficiently.

Emerson/Fisher LPG Equipment
214-250-4387
craig.garner@emerson.com
go.emersonautomation.com/NA-LPG

Unmatched Reliability When You Need Products The Most

Our commitment to unparalleled customer satisfaction stems from our robust supply chain, global manufacturing capabilities, and time-tested durable products crafted to withstand even the toughest conditions.

Fisher™, the Original Brand.



Find out more

FISHER™ EMERSON™

H&H Sales Company Inc.

Your source for all gas handling needs since 1951

H&H Sales Company Inc. is conveniently located in Huntertown, Indiana. From trailers and custom truck bodies to gas cylinder storage cabinets and custom steel fabrications, H&H can equip your business needs. Since 1951, H&H has been a specialist in fabricating everything from service and delivery bodies to storage and in-plant materials handling equipment. All the company's truck bodies are designed with many work-saving options, so you can customize your work truck to suit your exact needs.

H&H has worked extensively with the commercial construction, propane and welding gas industries in helping dealers get the best-quality equipment for their money. They design and build products that save you money, labor and time.

H&H Sales Company offers a variety of products and services to its customers. The company also provides low-cost bank financing and leasing programs.

H&H Sales Company is a repair center for many types of 12VDC vehicle components, hydraulic cranes, lift-gates, snowplows and other truck equipment. The company is authorized by both Donlen Fleet Maintenance and Holman Fleet to make repairs on their respective vehicles.

H&H also provides custom fabrication with services such as:

- Steel and aluminum cutting and forming
- MIG and TIG welding
- Sandblasting and painting capabilities for production of multiple parts, as well as for "one-of-a-kind" custom parts

Free quoting is standard and design assistance is available.

H&H has worked extensively ... in helping dealers get the best-quality equipment for their money.

No matter what industry you're in, call today and put H&H's custom truck bodies and equipment to work for your business. H&H is dedicated and determined to provide its customers with the best in durable and dependable custom truck bodies and equipment.

H&H Sales Company Inc.
800-551-9341
info@hhsalescompany.com
hhsalescompany.com



ICOM North America

The revolution of propane autogas vehicle systems



For 20 years, ICOM North America has manufactured the patented ICOM propane liquid injection system for the North American market for numerous successful original equipment manufacturers (OEM) and aftermarket projects. The ICOM propane system includes the patented external fuel pump on the tank for ease and safety of service, as well as replacement without draining the tank.

The ICOM propane system and technology have used hundreds of millions of gallons of propane autogas to date. Propane vehicles with ICOM systems go as far back as 20 years old.

With one phone call, ICOM provides technical support, parts, service and replacement tanks, including for other liquid injection systems using ICOM technology.

Some advantages of the ICOM Blue 3.0 Propane Liquid Injection Systems include:

- Equal to gasoline OEM torque, horsepower and performance
- All are available as bifuel, as well as some monofuel applications
- Available for most popular Ford and GM fleet vehicles
- U.S., Canadian, Mexican and Caribbean dealer networks
- ICOM factory technicians are positioned across the U.S. for on-site installation, service and training

> The ICOM propane system includes the patented external fuel pump ... for ease & safety of service.

Dual-fuel propane and diesel systems are available for numerous engines (on-road and off-road) outside the U.S. and are available soon for popular engines in the U.S.

Reduce your fuel costs dramatically, use your own propane supply, ensure energy security and minimize emissions with a domestic energy source.

ICOM North America
248-573-4935
albert@icomnorthamerica.com
icomnorthamerica.com



Mopeka Products

Home of the world's leading SONAR tank monitoring solutions

Mopeka is the global leader in sonar tank monitoring solutions. Mopeka caters to the intricate needs of both pressurized and non-pressurized tanks, spanning from modest residential 20-pound grills and RV tanks to colossal industrial behemoths exceeding 110,000 gallons in capacity. Mopeka lives by the creed "accuracy above everything," ensuring that your volume management is streamlined, accurate and optimized.

Mopeka offers cutting-edge solutions for industries where precise liquid measurement is critical, including propane/butane, water, oil, diesel, chemicals and various beverages like wine, beer and milk. In addition, Mopeka's liquid transportation industry solution will assist all firms with their on-the-road deliveries, load maximization and DOT compliance.

Mopeka's solutions adhere to the highest standards, leveraging advanced sonar technology to provide real-time level readings consistently. Additionally, you tap into Mopeka's expert team and global partner network.

Mopeka's solutions cater to both top-down or bottom-up measurement and various tank materials such as steel, aluminum, plastic and poly. Mopeka offers a comprehensive range of services:

- Seamless wireless, mobile and satellite communications
- Cloud-based software for remote tank level management from any internet-connected device
- Integration with Amazon web services (AWS) for advanced cloud-based software
- White labeling options

All telemetry is independent of existing mechanical tank gauges (no matter their condition) to ensure accuracy.

With Mopeka, you align with an organization dedicated to helping you achieve your long-term business objectives.

Mopeka Products
833-667-3521
sales@mopeka.com
mopeka.com

> Mopeka lives by the creed 'accuracy above everything,' ensuring that your volume management is streamlined, accurate & optimized.



Superior Energy Systems

Propane equipment specialists



For more than 45 years, Superior Energy Systems has brought together engineering, manufacturing, construction and safety expertise to focus on operational excellence. Superior provides the best in turnkey propane systems and infrastructure solutions, as well as safety and compliance training.

Midstream

Superior completes builds of rail, pipeline and barge terminals, including:

- Compressors
- Pumps
- Unloading racks (metering skids)
- Rail unloading/loading stations
- Options: heaters/dryers, odorant (mercaptan) skids, fire suppression systems
- Equipment, parts and used tanks

Industrial Equipment

- Peak shaving
- Standby fuel
- Primary fuel
- Vaporizers
- Mixers
- Blending

Autogas

Superior also engineers and manufactures a wide range of certified turnkey propane autogas dispensers that are safe, secure and simple to use. Superior's affordable base price and options will fit your budget and custom specifications. Some dispensers Superior manufactures include the following:

- PRO-Vend 1000/1500 is Superior's best-selling dispenser. The unit comes with everything you need to get started and can connect to any external fuel management system available today.
- PRO-Vend 2000/2500 is Superior's most advanced dispenser. The state-of-the-art unit is a fully integrated, customizable web-based dispenser that operates from a built-in PC and tracks key fleet data and reports at the click of a button.

Superior custom-designs and manufactures complete propane autogas refueling systems, which include one or multiple dispensers, skid-mounted tanks of various sizes and all the necessary components.

In addition to providing all the equipment for any propane project, Superior can provide turnkey management and construction oversight, serving as the general contractor for any-sized project. Superior is in the unique position to handle your entire job from start to finish — from planning and installing to service and maintenance. High-quality materials, customization, superior craftsmanship and responsive management go into every job.

Superior Energy Systems
440-236-6009
marketing@superiornrg.com
superiornrg.com



Superior Energy Systems

**THE SOLUTIONS YOU NEED.
THE SERVICE YOU TRUST.**

From vapor systems to bulk plants
and everything in between, we do it all.

Contact us today: 440.236.6009 | superiornrg.com



Ray Murray Inc.

Gas equipment, heating & hearth distributor

For more than 50 years, Ray Murray Inc. (RMI) has been providing its customers with the highest quality of care. RMI's factory-trained team of industry professionals stands ready to assist you through any situation you face.

With four warehouses strategically located across the East Coast and Midwest, RMI is positioned to provide you with inventory where and when you need it.

Call or visit Ray Murray Inc.'s website to easily check pricing and availability.

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

rmi
RAY MURRAY, INC.



Statement of Ownership, Management and Circulation

Publication Title: Butane-Propane News
Publication Number: 457-950
Filing Date: 09/14/2023
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 Publishers, Editor and Associate Editor
Publisher: Matthew G. Conroy
217 Country Club Park STE 101
Birmingham, AL 35213
Editor: Jessica Graham
217 Country Club Park STE 101
Birmingham, AL 35213
Associate Editor: Johnny Nickel
217 Country Club Park STE 101
Birmingham, AL 35213
Owner: Cahaba Media Group
P.O. Box 530067 Birmingham, Alabama 35253
Matthew G. Conroy, Matthew C. Lyons
P.O. Box 530067 Birmingham, Alabama 35253

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 2023	Average No. of Copies Each Issue During Proceeding 12 Months	No. Copies of Single Issue Published Nearest to the filing date.
Total Number of Copies (Net Press Run)	12,180	11,647
Paid/Requested Outside County Mail Subscriptions Stated on form 3541 (Include advertisers proof and exchange copies)	8,788	9,026
Sales Through Dealers and Carriers, Street Vendors, Counter Sales, and Other Paid or Requested Distribution Outside USPS®	0	0
Total Paid and/or Requested Circulation	8,788	9,026
Non-Requested Distribution Outside County as stated on 3541	3,172	2,620
Non-Requested Copies Distributed Outside the Mail	192	1
Total Non-Requested Distribution	3,364	2,621
Total Distribution	12,152	11,647
Copies not Distributed	28	0
Total:	12,180	11,647
Percentage Paid and/or Requested Circulation	72.32%	77.50%
Electronic Copy Circulation		
Requested and Paid Electronic Copies	357	501
Total Requested and Paid Print Copies + Requested/Paid Electronic Copies	9,145	9,527
Total Requested Copy Distribution + Requested/Paid Electronic copies	12,509	12148
Percent Paid and/or Requested Circulation (Both Print and Electronic Copies)	73%	78%

I certify that 50% of all distributed copies (electronic and print) are legitimate requests or paid copies. I certify that all information furnished on this form is true and complete. I understand that anyone who furnishes false or misleading information on the form or who omits material or information requested on the form may be subject to criminal sanctions (including fines and imprisonment) and/or civil sanctions (including civic penalties). Matthew G. Conroy, Publisher 9/14/2023

FROM CO2 TO C3H8

Inside the groundbreaking green propane production method led by an Illinois Tech engineer that converts carbon dioxide to renewable propane

BY ELIZABETH MANNING

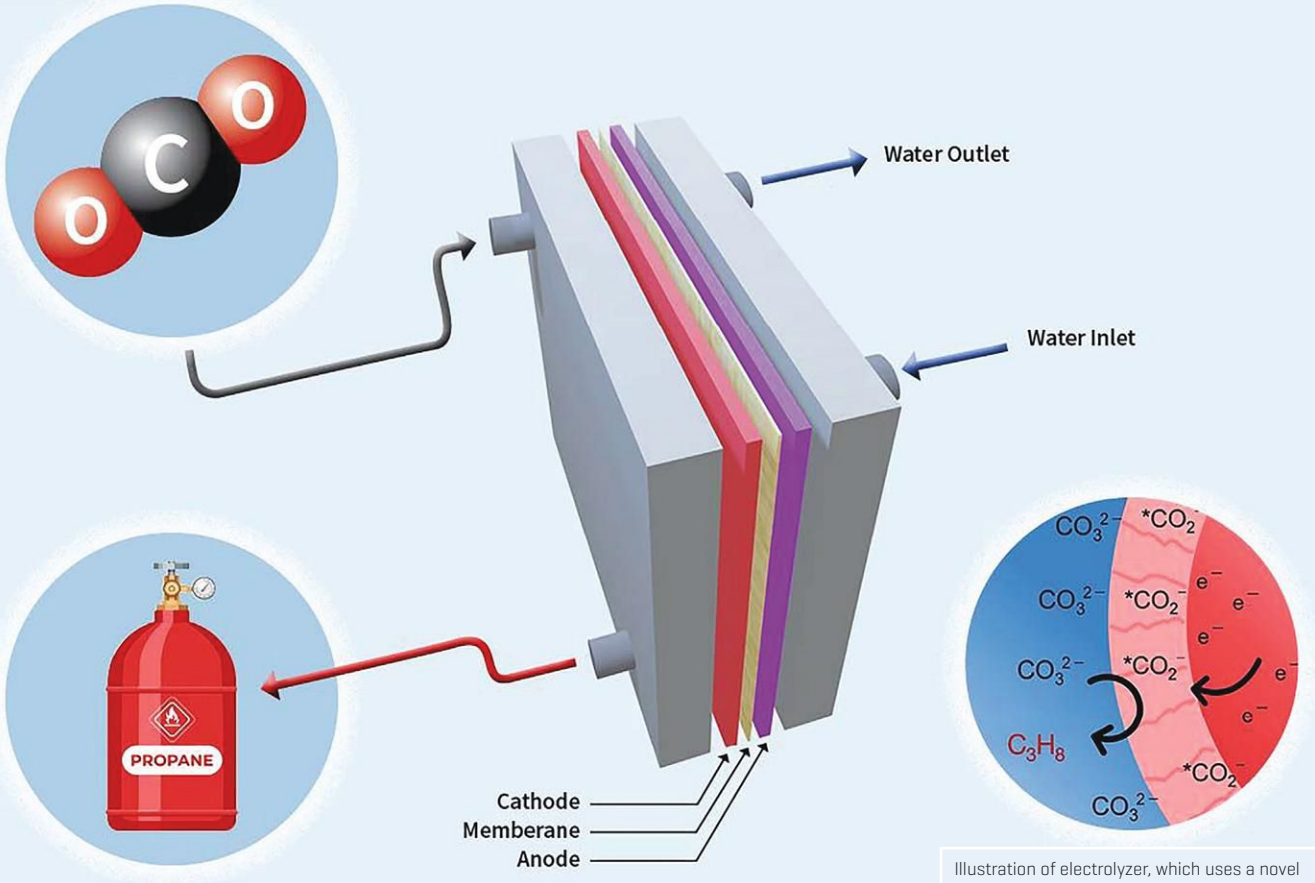


Illustration of electrolyzer, which uses a novel catalyst to convert carbon dioxide into propane. Photo courtesy of Illinois Tech.

In the push for cleaner energy sources, and as the United States works toward its goal of net-zero greenhouse gas emissions by 2050, what better solution is there than taking carbon dioxide — the primary greenhouse gas causing climate change — and converting it into propane in a way that is both economically viable and scalable across many different use cases?

In recently released research in the form of a paper co-authored by Assistant Professor of Chemical Engineering Mohammad Asadi (Illinois Institute of Technology, or Illinois Tech), the team accomplishes just that: the breakthrough of an electrolyzer device that takes CO_2 and creates usable, sellable propane — all at a relatively low cost considering the technology involved. In a press release concerning the research, Asadi reiterated the importance of making renewable chemical manufacturing: "It's the best way to close the carbon cycle without losing the chemicals we currently use daily."

Wondering how it works? The electrolyzer's unique catalytic system uses inexpensive, readily available materials to produce tri-carbon molecules — fundamental building blocks for fuels like propane.

To ensure a deep understanding of the catalyst's operations, the team employed a combination of experimental and computational methods. This rigorous approach illuminated the crucial elements influencing the catalyst's reaction activity, selectivity and stability. A distinctive feature of this technology, lending to its commercial viability, is the implementation of a flow electrolyzer. This design permits

continuous propane production, sidestepping the pitfalls of the more conventional batch processing methods.

"Designing and engineering this laboratory-scale flow electrolyzer prototype has demonstrated Illinois Tech's commitment to creating innovative technologies. Optimizing and scaling up this prototype will be an important step toward producing a sustainable, economically viable and energy-efficient carbon capture and utilization process," says Advanced Research Projects Agency-Energy Program Director Jack Lewnard.

This innovation is not Asadi's first venture into sustainable energy. He previously adapted a version of this catalyst to produce ethanol by harnessing carbon dioxide from industrial waste gas. Recognizing the potential of the green propane technology, Asadi has collaborated with global propane distributor SHV Energy to further scale and disseminate the system.

"This is an exciting development, which opens up a new e-fuel pathway to on-purpose propane production for the benefit of global users of this essential fuel," said Keith Simons, head of research and development for sustainable fuels at SHV Energy. Illinois Tech Duchossois Leadership Professor and Professor of Physics Carlo Segre, University of Pennsylvania Professor of Materials Science and Engineering Andrew Rappe, and University of Illinois Chicago Professor Reza Shahbazian-Yassar contributed to this work. Mohammadreza Esmaeilirad (Ph.D. CHE '22) was a lead author on the paper. Below, hear more from Professor Asadi on his work and the implications of this research for the propane industry at large.

Can you briefly explain how the electrolyzer works?

The driving force for the catalytic reaction is electricity. From there, it can use that force to create chemicals — propane in this case. It's a relatively simple process of using gas/liquid/solid interface through chemistry (a catalytic reaction). It could be used to convert other fuels besides propane, but our research tells us that propane, or C3+ products, is one of the most economically feasible byproducts of this innovation. *[Editor's note: Professor Asadi started his research on this topic in 2012.]*

> 'The overall goal is to make renewable LPG in the market range that consumers are used to paying. …'

How inexpensive are we talking? How does it compare to traditional costs to produce/transport propane?

Absolutely — the overall goal is to make the renewable liquefied petroleum gas (LPG) in the market range that consumers are used to paying for conventional propane. I know this varies by season as well as demand and supply, but that gives us an opportunity to level out the gaps in the market, too, to some extent. Currently, because of the newness of the technology, we are on the upper limit of the market price. But this is without considering the government incentives available for producing and selling renewable fuels. There are some challenges we are still working to resolve as we move forward and try to get the tech to market, and one of those is scalability for larger operations.

On that note, you mentioned you have partnered with SHV to scale and disseminate the technology. What does this involve at this point?

The partnership with SHV Energy helps us get the research to the market in a way that is viable for producers to see a return on investment and a feasible way to grow the production using the tech. Additionally, for renewable fuels and chemicals, there is instant government incentives — either through tax cuts or other funding. SHV is helping in this arena as well and is how we were originally connected (through an ongoing project with the Department of Energy). The main goal of the partnership is to take the research we've done (and the tech that was created from it) and help Illinois Tech take it to the point of commercialization.

What are the current challenges to mass adoption for the electrolyzer?

Currently, the biggest challenge is with supply chain issues and concerns. To scale this tech up significantly, it needs a lot of materials involved. Determining the best way to scale this model and ensure all safety challenges are considered will be the next big steps in getting the tech to mass adoption. One good thing about the technology is that through the use of renewable electricity in the production of the fuel, we further the end goal of using all renewables for this production. But that also means working toward cleaner electricity production in the U.S. as well.

Disclaimer: "Research reported in this publication was supported by the National Science Foundation under Award Number 2135173, the Advanced Research Projects Agency-Energy under Award Number DE-AR0001581, and SHV Energy. This content is solely the responsibility of the authors and does not necessarily represent the official views of the National Science Foundation, the Advanced Research Projects Agency-Energy, or SHV Energy."

Mohammad Asadi, "Imidazolium Functionalized Transition Metal Phosphide Catalysts for Electrochemical Carbon Dioxide Conversion to Ethanol," National Science Foundation; Award Number 2135173

Mohammad Asadi, "Direct Conversion of Flue Gas to Value-Added Chemicals Using a Carbon-Neutral Process," Advanced Research Projects Agency-Energy; Award Number DE-AR0001581

Elizabeth Manning is director of content at Cahaba Media Group and former lead editor of Butane-Propane News.

THE PROPANE CARBON CYCLE: AN INDUSTRYWIDE SOLUTION TO A GLOBAL CHALLENGE

Is propane a problem or solution when it comes to global warming?

BY CINCH MUNSON



You've probably heard the old adage, "Focus on the solution, not the problem" — which is valuable advice for taking a proactive approach to problems. However, what happens if we focus on the solution and lose sight of the actual problem we're trying to solve? Perhaps that's why there is also the saying, "Focus on the problem, not the solution" — and why we shouldn't put much stake in sayings.

Global warming is a very complex problem, and overly simple solutions such as, "We have to decarbonize, and the single solution is 'this,'" risk disrupting economies, industries, businesses and lives. The propane industry is well-positioned to provide a solution, but it is paramount that the industry takes a holistic view of the challenge, keeps a focus on the core problem and considers a wide range of actions to address the challenge.

The Core Problem

Assuming you paid more attention than I did in junior high science class, you likely remember that the carbon cycle involves the continual movement of carbon among different reservoirs: the atmosphere, oceans, vegetation, soils and the Earth's crust. Throughout the cycle, carbon is never created nor destroyed, so decarbonization is a misnomer in the context of the entire cycle. So what specifically do we need to decarbonize?

The core problem is the concentration of greenhouse gases (carbon dioxide, methane, nitrous oxide and fluorinated gases) in the atmosphere, which is causing global warming. Most of the attention is on carbon dioxide and methane emissions, which per the Environmental Protection Agency respectively make up 79% and 12% of greenhouse gas (GHG) emissions in the U.S. So, when people say we have to decarbonize, it means we need to lower the concentration of carbon dioxide in the atmosphere.

Lowering the Carbon Intensity of Propane Directly

Keeping the core problem in mind — GHGs in the atmosphere — let's reference the propane industry carbon cycle (see Figure 1). Propane industry emissions generated from extraction to combustion make up the life cycle analysis (LCA) and determine the carbon intensity (CI) of propane, which is measured in grams of CO_2-equivalent emissions-per-megajoule of work done by the fuel. The CI of propane directly correlates to the industry's GHG emissions into the atmosphere.

There is a lot of discussion about how the propane industry can help address the GHG problem by integrating more renewable fuels into the propane supply, including renewable propane and renewable dimethyl ether (rDME). It is important that the industry pursues renewable options to improve the CI of the fuel, and many renewable fuel options provide a

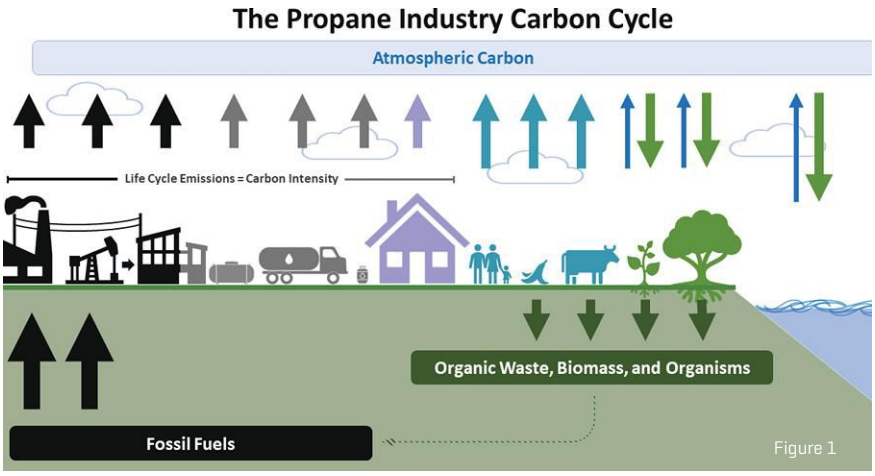


Figure 1

double benefit to the industry. There are significant emissions from agricultural, food and municipal wastes.

By capturing these emissions and producing renewable propane or renewable DME, the industry can access carbon-negative fuels that eliminate the GHG emissions from the waste while also displacing fossil fuel emissions. Renewable fuels produced from biomass are also an important feedstock to pursue because biogenic carbon captured by vegetation is used as a fuel in place of anthropogenic carbon from fossil fuels. It is critical the industry continues to pursue all renewable options; at the same time the industry needs to think beyond renewable fuels to assure a viable future.

The propane industry must also optimize efficiency throughout the life cycle of the fuel. For example, are you using delivery routing software and tank monitors to improve your delivery logistics? Are you using a low-carbon fuel (for example, propane autogas) for your delivery and service trucks? Are you upgrading your own equipment to modern efficiency standards? Are you sourcing renewable power for your terminals and your offices? There are numerous ways to improve operational efficiencies, and these improvements can lower the CI of propane today while renewable fuel supplies are developing.

At the point of use, the combustion of propane makes up a significant proportion of the CI. Across the residential, commercial, industrial or agricultural markets, there are investments the industry can make to lower the CI of propane. It is important to educate customers on energy-efficient practices, to promote modern appliances and equipment, and to encourage changes at the customer level that reduce their emissions.

The industry must also continue to invest in research and development of more efficient equipment and appliances that reduce emissions. Fortunately, the Propane Education & Research Council (PERC) is already doing work on propane education and research; leveraging PERC's efforts will help your operation.

Carbon capture, utilization and storage (CCUS) can also be a valuable piece of the decarbonization puzzle. From production to distribution to combustion of propane, capturing CO_2 can have a significant impact on the CI of propane. These technologies can even result in negative net emissions if the CO_2 is stored permanently. Although a relatively new technology, CCUS is advancing quickly. The propane industry should stay engaged in the progress in this space.

Lowering the Carbon Intensity of Propane Indirectly

If the industry is only focused on decarbonization within the life cycle analysis of propane, then it is missing additional opportunities that can help solve the core problem of GHG in the atmosphere, while further lowering the CI of propane and generating diverse opportunities for revenue. Companies around the world are investing in carbon credits to offset their emissions. Investing in carbon offset projects, such as reforestation, renewable energy initiatives or methane capture initiatives, can reduce global emissions while helping the propane industry achieve a net-zero balance. Because today's propane is already low-carbon and the industry has numerous strategies available to further lower its CI, carbon offset investments can position propane in a very enviable place compared to competing energy sources.

Industry Coordination

You may have picked up on this already, but this approach beckons back to a 1970s saying: "Think globally, act locally." With decarbonization, we need to think globally, act locally and then think globally again. As carbon reduction strategies are implemented across the propane carbon cycle, those strategies need to be documented and monitored. Industrywide initiatives, commitments, collaboration and transparency will help ensure a coordinated effort that properly measures and assesses the impact. This then allows industry organizations like PERC, the National Propane Gas Association (NPGA) and the World LPG Association (WLPGA) to engage with regulators to re-evaluate the industry's LCA, lower propane's CI and benefit everyone.

So, back to the original question: Is propane a problem or solution for global warming? Clearly, propane is not the problem, as the problem is the concentration of GHGs in the atmosphere. As a low-carbon fuel, propane is a solution today — and propane can still be a solution in the future as the industry works together to further lower the carbon intensity of its fuel. Here's to a prosperous and sustainable future!

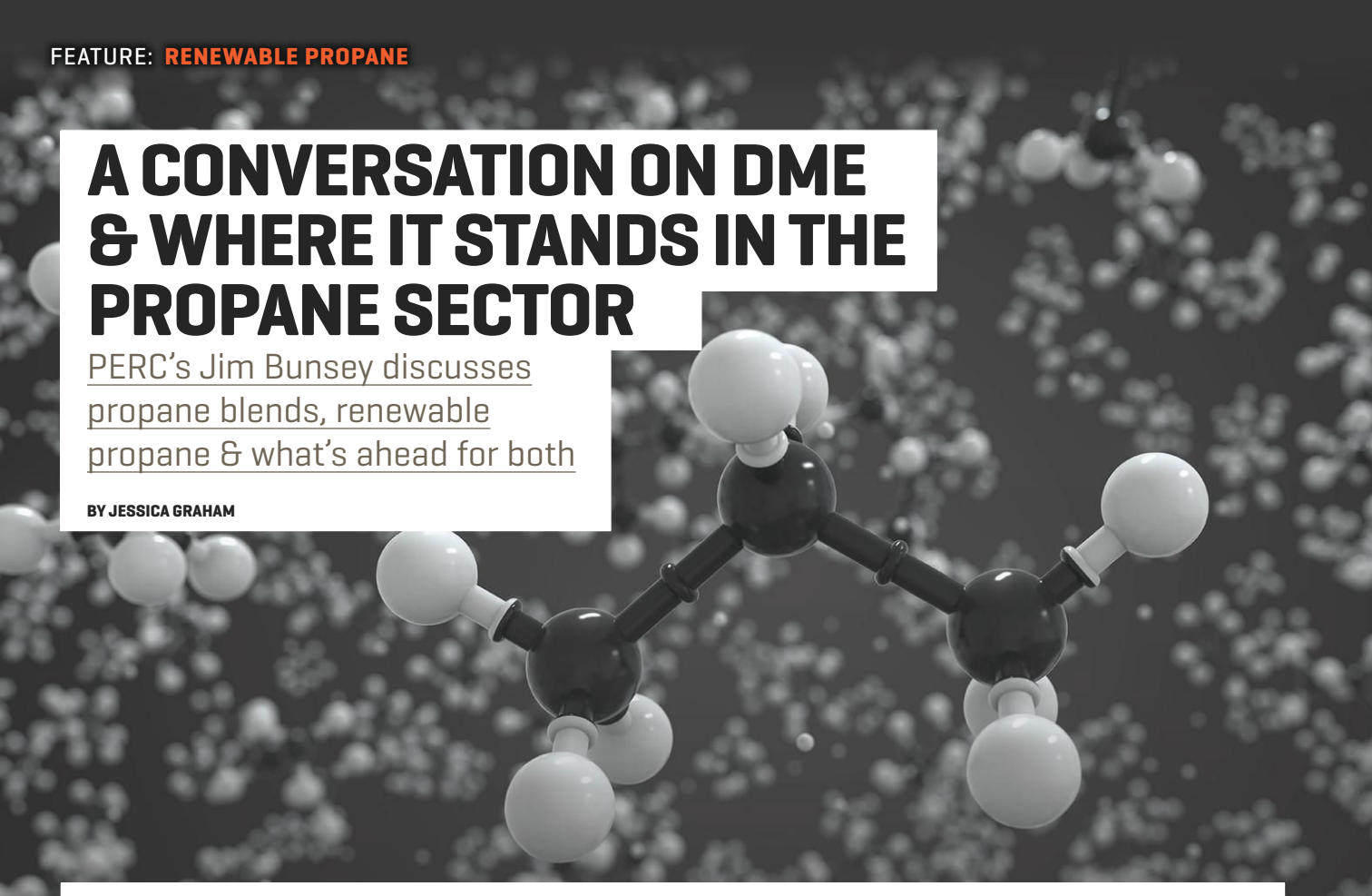
Cinch Munson is the vice president of business development for Oberon Fuels, while also serving on the NPGA board of directors, the WLPGA Innovation & Growth Committee and the International DME Association Executive Committee. For over 20 years, Munson has led innovation and market development efforts in the energy and agribusiness industries.



A CONVERSATION ON DME & WHERE IT STANDS IN THE PROPANE SECTOR

PERC's Jim Bunsey discusses propane blends, renewable propane & what's ahead for both

BY JESSICA GRAHAM



With much talk about dimethyl ether (DME) and renewable dimethyl ether (rDME) and the potential for creating propane blends with lower carbon intensity (CI), it's imperative for the propane industry to keep a close eye on both the benefits and challenges they present. BPN sat down for a conversation with Jim Bunsey, director of commercial business development for the Propane Education & Research Council (PERC), to talk all things DME/rDME, propane blends and renewable propane.

BPN: Can you give a basic explanation of DME/rDME?

Bunsey: DME and rDME are basically the same compound as propane, except they have one oxygen molecule. It bonds well with conventional propane. They have a very low CI. They can have a CI of close to negative 273. What we're trying to do in the industry is bring DME in and make it a blend so we can still have conventional propane with near zero or even negative CI scores.

What infrastructure challenges arise in using a propane/DME blend?

Propane has infrastructure all across the U.S. We have barge terminals, truck terminals, pipelines — but there's not a DME system set up. We do have some compatibility issues that we're working through. We're seeing right now, if we can go with a 5% blend, 10% blend, or up to a 25% blend, we don't have to change any propane infrastructure. But that oxygen molecule makes some changes. It actually helps it burn cleaner in some cases, but the oxygen brings in the chance for corrosion. When propane is stored in our tanks, there's no corrosion inside of the tanks, and the seals, pumps and valves are designed for liquid petroleum gases. We can have blends of butane, propane and propylene. But we're not really listed with DME. Because it has an oxygen molecule, things do change. And that's why as an industry, we're working with them because if we can go 5% DME with a negative 273, and we have a conventional propane of 79, then we start getting CIs down in the 20s and 30s. And that keeps states like California talking to us.

Is staying below a certain percentage how you avoid the corrosion and some of these challenges?

That's what our studies say, and that's what we're seeing. Most of the studies right now are for on-road equipment or internal combustion engines, and we're having good results. The next step is when we start to look at the domestic market [and] vapor service. In all the homes, we have vapor service rather than liquid service. When it stays in liquid, it stays mixed together. But when we use vapor, then you start to have separation. Maybe more propane comes off, maybe more DME comes off, and we don't know where the blends change in the tanks. That's where the studies are and where the money's being spent right now to come up with rules and regulations of how the blends can go out, how much you can have in. ... There is a mix and there is a percentage of the mix. Once

there's a study of the facts, figures and science behind it, they're going to say, 'OK, 8% DME is fine. It can go in all of it, and it doesn't affect anything.' Until we get there, we need the science behind it to make the true decision of how to do it. And it's going to happen, we just need to be ready to do it properly.

How difficult would it be for the industry to have to rework all this infrastructure equipment?

We're trying to use the existing infrastructure without making changes. We represent 3,200 marketers across the U.S. — that's the propane industry. … We don't want to disrupt it, so that's why we're doing this. There are all these new blends coming. There isn't [a single] solution. It's going to take multiple solutions for the energy that's going to be required to get us to 2036. That's why we want the industry to keep an open mind. … We're going to do studies — and it's happening fast, but we're going to do it properly so we can have these blends available to everybody to help become carbon neutral and be good stewards to the earth. That's our end result.

How does renewable propane factor into this?

There are a lot of new processes coming out to make renewable propane, which is great because … we've always been the byproduct of processing natural gas and other fuels. So as the renewable feedstocks come in, we're letting the processors know there's value to that renewable propane because they take it and put it back in the process for making their fuels because it takes heat and energy. [Renewable propane] actually changes their CI score.

Do you think the challenges we discussed previously will affect the future of renewable propane?

No. But it's going to be part of it. Even if it's a 5% blend that goes in, and as regulations change and allow it, we don't want people to have to change their equipment. Propane-powered equipment is going to be ready for the blends coming down the road, and that's how we're going to regulate it and bring it in because we don't want to need different pumps, seals and fittings. Even that one oxygen molecule doesn't completely change it, but there are some infrastructure solutions we want to make sure it changes. One-hundred percent DME has different seals and elastomers than 100% propane. That's where we want to watch the blends. We're pushing it so the DME blends are going to be able to be dropped into conventional propane. The shift right now is because the renewable propane sources have become available, and it's an easier transition because we don't have compatibility issues. But I'm not counting it down because we're going to need it all to make sure we stay successful in this game.

Jessica Graham is editor of Butane-Propane News magazine.





BUILDING YOUR COMPANY FOR THE FUTURE

4 tips to help your company thrive in an ever-changing business landscape

BY MARTY KIRSHNER

Fifty years ago, most propane dealers kept customer records on index cards and were "technologically advanced" if they had a fax machine in the office. Those company leaders who took a long-term, strategic outlook and were purposeful in their planning, hiring and investment are responsible for creating today's successful companies. What will tomorrow's success stories look like?

In the rapidly changing business environment in which we are all operating, it is crucial for propane companies to not only adapt to the current market conditions but to also prepare for the future. Building a business that will be viable and successful for many years to come involves strategic planning, innovation and a strong focus on resiliency. At the same time, a company must also strive to arrive at that future by staying relevant, competitive and adaptable. How can a propane business leader focus their energy and attention on building a company that will thrive in the future?

1. EMBRACE INNOVATION & TECHNOLOGICAL ADVANCEMENTS

One of the fundamental aspects of building a future-ready company is to embrace the evolving technology landscape.

The pace of technological change has accelerated dramatically, and businesses that fail to keep up with these advancements risk being left behind. By fostering a culture of innovation within the organization, companies can stay ahead of the curve and continuously improve their products, services and processes.

Even if they are not directly conducting research and development, companies should allocate resources to explore new technologies, trends and emerging markets.

By leveraging the power of technology, businesses can improve operational efficiency, enhance customer experience and develop innovative solutions that meet the evolving needs of their target markets.

2. DEVELOP AGILE & ADAPTABLE ORGANIZATIONAL STRUCTURES

Flexibility and adaptability are essential qualities for a company aiming to build a future-ready organization.

One way to foster agility is by implementing a flat organizational structure that promotes collaboration, cross-functional teams and decentralized decision-making. This allows for faster communication, increased innovation and more efficient problem-solving. Additionally, companies should support a learning culture where employees are encouraged to continuously develop their skills and adapt to new challenges.

Embracing digital transformation can also enhance a company's agility. By leveraging technologies such as cloud computing, data analytics and artificial intelligence, businesses can streamline processes, automate repetitive tasks and gain valuable insights. This digital agility enables companies to stay ahead of competitors and seize emerging opportunities.

3. DEVELOP A CULTURE OF LEARNING & DEVELOPMENT

Employees will continue to be a company's most valuable asset. To prepare them for the future in a knowledge-based economy, a business must invest in their growth and development, building a skilled and adaptable workforce that can navigate the challenges they will face.

Organizations should encourage employees to acquire new skills, whether through formal training programs, mentorship/apprenticeship opportunities or online learning platforms. Providing regular feedback and performance evaluations can also help identify areas for growth and create a culture of continuous improvement.

Furthermore, fostering a culture that encourages innovation, individual action and creativity can attract and retain top talent at all levels of an organization. Companies should create an environment where employees feel empowered to take risks, explore new ideas and contribute to the company's success. Offering competitive compensation packages, providing opportunities for career advancement and promoting work-life balance are also important factors in attracting and retaining the kind of employees who can take your company into the future.

4. FOSTER A CUSTOMER-CENTRIC APPROACH

Building a company for the future requires a strong focus on understanding and meeting the needs of customers. Customer preferences and expectations are constantly evolving, and businesses must be proactive in anticipating and addressing changes. By adopting a customer-centric approach, companies can build stronger relationships, enhance customer loyalty and differentiate themselves from competitors.

To build a customer-centric culture, companies should invest in gathering customer feedback and conducting market research to gain insights into customer preferences, pain points and emerging trends. This information can be used to tailor products, services and marketing strategies to better meet customer expectations.

Nobody can accurately predict what the future holds. But by adopting these best practices, propane company leaders can give the next generation of their organizations the opportunity to be competitive, successful and profitable.

Marty Kirshner leads the Energy Practice Group at Gray, Gray & Gray LLP, a business consulting and accounting firm that serves the energy industry. He can be reached at 781-407-0300 or powerofmore@gggllp.com.





SHOULD OWNERS REVEAL THEIR COMPENSATION IN M&A TRANSACTIONS?

Despite popular concerns, sharing your compensation information leads to a more accurate valuation of your business



BY SEAN SAARI & ASHLEY DECRESS

We live in a society where we broadcast loads of information about ourselves to the public via Facebook, LinkedIn, etc. But our compensation is one of the last pieces of personal information that is still closely guarded. As a result, it is not uncommon for the owners of a company to be uncomfortable sharing information regarding their compensation with potential acquirers of their business. Many business owners, however, may not realize that adjustments related to owners' compensation often play a significant role in determining an appropriate value for their business, particularly in the context of an acquisition transaction.

If a potential acquirer is probing about a business owner's compensation and how much they would pay an unrelated third party to perform that job, it is because this information can have a direct — and significant — impact on value. Once owner compensation is known, a potential buyer can determine whether an adjustment is necessary for valuation purposes based on industry compensation data for similar positions, as well as the amount the selling owner is willing to accept to occupy that same position post-transaction.

Imagine a scenario in which you run a company that is structured as an S corporation and own 100% of its stock. Because of this business structure, your tax advisor has suggested you minimize the amount of compensation you pay yourself from the company in order to maximize your flow-through income and minimize your self-employment taxes. Therefore, you have historically paid yourself 50% of what it would cost to hire an equally competent replacement.

Assume another company is identical to yours, but the owner has paid themselves fair market value compensation for their position. Which company is worth more? The answer is the both have the same value after fair market value compensation has been taken into account. See Figure 1 for proof.

In valuing your business, buyers will likely make normalizing adjustments for

Valuation Comparison

	Your Company		My Company
Revenue	5,000,000	$	5,000,000
Cost of Goods Sold	3,000,000		3,000,000
Gross Profit	2,000,000		2,000,000
Operating Expenses			
SG&A (Excluding Depreciation and Amortization)	1,000,000		1,000,000
Owner Compensation	200,000		400,000
Total Operating Expenses	1,200,000		1,400,000
Reported EBITDA	800,000		600,000
Owner Compensation Normalization	(200,000)		-
Adjusted EBITDA	600,000		600,000
Times: Applicable EBITDA Multiple	5.0x		5.0x
Indicated Enterprise Value	**3,000,000**	**$**	**3,000,000**

Figure 1



Fair Market Value vs. Strategic Value

	Fair Market Value		Strategic Value
Revenue	5,000,000	$	5,000,000
Cost of Goods Sold	3,000,000		3,000,000
Gross Profit	2,000,000		2,000,000
Operating Expenses			
SG&A (Excluding Depreciation and Amortization)	1,000,000		1,000,000
Owner Compensation	200,000		400,000
Total Operating Expenses	1,200,000		1,400,000
Reported EBITDA	800,000		600,000
Owner Compensation Normalization	(200,000)		400,000
Adjusted EBITDA	600,000		1,000,000
Times: Applicable EBITDA Multiple	5.0x		5.0x
Indicated Enterprise Value	**3,000,000**	**$**	**5,000,000**

Figure 2

certain income statement items to better reflect economic reality. One of these typical adjustments relates to owners' compensation. A higher owner payroll does not make your business any more or less valuable than the other company; it simply means that owner is paying themselves more in compensation rather than directing those same funds to themselves through distributions from the company.

STRATEGIC NORMALIZATION & VALUE

The normalization of owner compensation can be even more significant in a strategic acquisition in which the buyer is already a participant in the industry and can eliminate the owner's position altogether because of management resources previously in place with the buyer. This is known as a synergistic or strategic normalization, since not all buyers would be able to realize this potential benefit.

While the owner's role may be necessary for the target company to operate as a standalone entity, the position may not be necessary if the business is folded into another company. The question becomes how much of this additional value the potential buyer is willing to pay for.

If there aren't multiple potential buyers at the table, they may not be incentivized to pay for any of these synergistic benefits. If multiple buyers are jockeying to buy the company, however, one or more may be willing to pay a synergistic premium above the business's standalone fair market value due to additional cash flow that can be realized from cost savings derived from the elimination of duplicative positions.

Considering the prior scenario, assume your company is being courted by a few potential buyers who could eliminate your position without negatively impacting the business. The strategic value of your company after eliminating owner compensation would be in excess of fair market value, as shown in Figure 2.

Owner compensation may not always be reflective of fair market value for the services provided. Further, a synergistic/strategic buyer may take an aggressive position regarding owner compensation if they believe the expense could be eliminated altogether due to the management resources already in place with the acquirer.

Therefore, even if an owner may feel uncomfortable sharing compensation information with a potential buyer, it can be a critical piece of the puzzle in determining an accurate value of the business.

Sean Saari is a partner in Marcum LLP's Advisory Services group. He assists valuation and litigation support clients by developing credible analyses, and he has testified as a financial and valuation expert numerous times. He has a practice concentrated in the areas of business valuations, litigation advisory services, domestic disputes, financial reporting, and mergers and acquisitions among others. Saari also helps clients proactively manage their businesses to plan and prepare for growth while staying on top of their tax and accounting compliance requirements. He is a frequent author and speaker on valuation, litigation advisory, business management and other financial topics.



Ashley DeCress is a senior manager in Marcum LLP's Advisory Services group. DeCress began as a certified public accountant and pivoted into a practice concentrated in business valuations, litigation advisory, financial reporting, damages analysis and modeling, strategic planning and succession/estate planning. Throughout her career, she also obtained her Certified Valuation Analyst and Accredited in Business Valuation credentials.



ARROW TANK AND ENGINEERING CO.

FAMILY OWNED • MIDWEST BASED • 60+ YEARS IN BUSINESS

NEW • USED • REFURBISHED

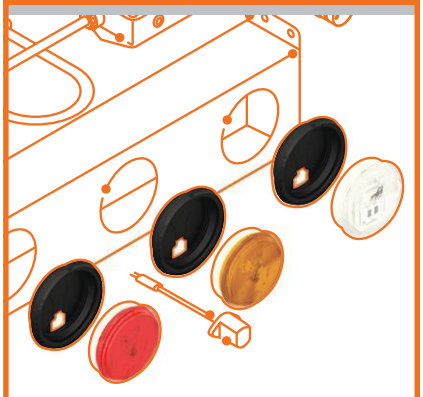






CODE REPAIRS • REFURBISHING • TESTING AND INSPECTIONS • EXPERT ADVICE • COMPETITIVE PRICING

Email us at propane@arrowtank.com or call 888-892-7769 • www.arrowbobtails.com



EZ-FIT™
Grommet Light

Fast. Easy. Custom.

- Secure fit with LED reliability
- Simple installation or replacement
- Complements Betts TRU-FIT™ kits

Lighting *Your* Way™

Call a Betts expert today:
800.831.7160

Betts

Do what's best.

BettsInd.com

FOR SALE

2000 FREIGHTLINER FL70 BOBTAIL
- 3499gal tank
- tag axle
- 161,000 on Cummins diesel
- New manual transmission at 150k

2004 FREIGHTLINER M2 BOBTAIL
- 3499gal tank
- tag axle
- 450,000 on chasis
- 50k on New CAT motor
- Automatic transmission

CALL FOR PRICING
989-403-8018
eric@becksпropane.com

Taurus-Plus
Fuel & Propane Software



207-666-3167 www.Taurus-Plus.com
TAURUS SYSTEMS INC.

DDS

COMPUTER TICKETS
CUSTOM FORMS
POUCH MAILERS
EZE-SNAP METER TICKETS
LABELS, TAGS
www.degreeday.com

DAVIS AIRTECH

We're interested in purchasing your surplus register cores



VEEDER-ROOT
7890 for $75

7887 for $50

We will also purchase Neptune cores

Call toll-free
800-257-7545
www.davisairtech.com



2024 Peterbilt 537- 3499 Gallon 325HP, Allison automatic trans, aluminum wheels & rear diff. lock, stainless deck, fenders and meter box. $226,970.00

800-252-5467

Lin's PROPANE TRUCKS

See our current inventory and YouTube videos online at LinsPropaneTrucks.com.



2024 Peterbilt 567 - 5000 Gallon 445HP, Allison 4000, aluminum wheels w/ Dura-Bright finish, full differential lock, stainless deck, fenders and meter box.

LinsPropaneTrucks.com



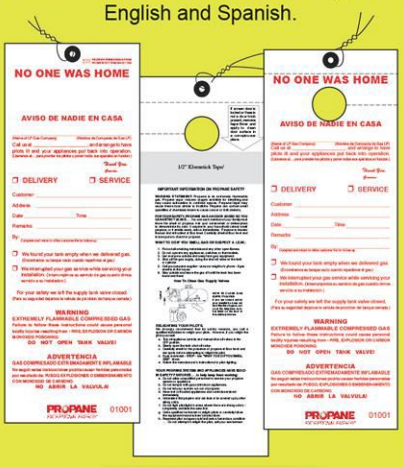
infinitelite by SUN
www.sun-lighters.com
info@sunequipco.com
Tel: (909)947-8080

NO ONE HOME?

"NOT AT HOME" TAGS

+

Notify your customer that you have made a delivery when they were not at home and that the main valve is closed. The copy is in English and Spanish.



WEHOF FORMS
DIV. SUMMIT SYSTEMS, INC

"Committed to Quality & Service"

Visit FormsPro.net or call 800-221-1209 for current pricing

CUSTOM BUILT

TO WORK HARDER, SMARTER, SAFER THAN EVER

Propane bobtails,
Stellar LPG service trucks
New Trucks · Refurbished Trucks
Repairs · Switchovers · Parts

Pacific Truck Tank inc.
PETROLEUM AND PROPANE TRUCKS

Serving the West for over 40 years!





SOLUTIONS | EXPERTS | QUALITY | SUPPORT

Preview our online truck gallery **PacificTruckTank.com**

Call for a FREE quote (800) 350-9030

7029 Florin-Perkins Road, Sacramento, California USA
Visit our partner: Tankmaxnw.com

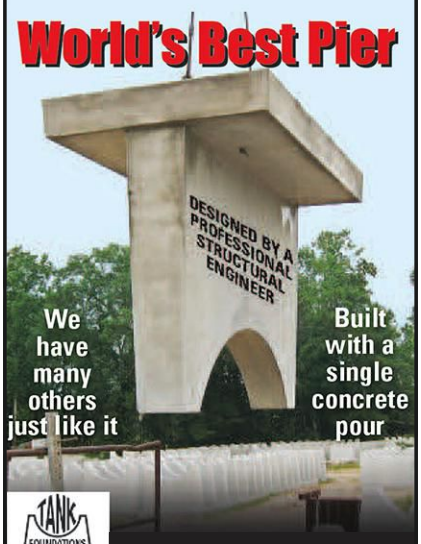
Rural Computer Consultants, Inc.

Since 1979, RCC's Fuel Distribution Software and exceptional customer support have paved the way to becoming a leader in the fuel and propane industry.

FOR FUEL PEOPLE BY FUEL PEOPLE

800-722-6659 | rccbi.com

World's Best Pier



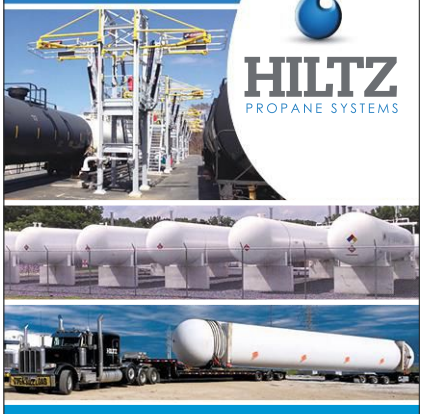
TANK FOUNDATIONS INC.

1-800-626-1069

Shipping from Stanton, AL; Marietta, PA

LPG SYSTEM DESIGN & ENGINEERING

- INSTALLATION & MAINTENANCE SERVICES
- TRANSPORTATION
- BULK TANK SALES



HILTZ PROPANE SYSTEMS

ph. 717.799.4322
www.hiltzpropanesystems.com

FELKER TRUCK AND EQUIPMENT INC

Full Service Propane and Refined Fuel Truck Sales & Service Center

Specializing In...

- Propane and Fuel Oil Truck Sales
- Chassis Switches
- Truck Testing, Maintenance & Repair
- On-Site Meter Calibration & Repairs in WI, IL, MN & MI
- Bulk Storage Plant Installation
- Standby System Installation

Call today for a Truck quote!



Dale, WI ■ 920-779-9826
www.felkertruck.com

MADE IN USA SINCE 1948

TECH PRODUCTS, INC.

VETERAN OWNED BUSINESS

SIGNS, TAGS & MARKERS!

- Quality Identification Products
- Tags & Decals
- Marker Flags
- Indestructible Signs
- Hazmat Compliance
- ASME Tank Labels





The World's Most Durable Signs

1-800-221-1311
www.techproducts.com
@TechProductsInc

moveit inc.

We Take the Pain Out of Propane

- Moto Max
- Tank Roller
- Tank Inverter
- PolyMinder
- Jumbo PolyMinder
- YankATank
- YankAnUpright
- YankABigTank
- YankA500

moveitinc.com | 509.269.4632



modweldco.com | 800.800.8265
Fresno, CA • Owensboro, KY • Augusta, GA

REFURBISHED 10,000 THROUGH 30,000 GALLON
Bulk Storage Tanks available.
Northland Gas Equipment
877-755-3065
info@northlandgas.com

CLASSIFIED ADVERTISING

Closing Dates: Insertion orders or deletions must be in the Birmingham, Alabama, office **by the 8th of the month preceding issue date**. Send all materials to lfranklin@cahabamedia.com or call 205-278-2875. Remittance must accompany order.

Display Classified: $145 per col. inch, 1 time; $125 per col. inch, 6 times; $115 per col. inch, 12 times. Display type will be used for heading. Ads will be set with 1 pt. border.
Publisher will set for maximum effect in space purchased

Blind Box Replies: If a blind box care of Butane-Propane News is used, add $35 to regular ad rates. All replies to blind box number ads should be addressed to classified@bpnews.com or Butane-Propane News, P.O. Box 530067, Birmingham, AL 35253-0801.
Please include dept. number of ad on envelope

ADVERTISER INDEX

Advertiser	Page
American Standard Mfg	7
AmeriGas Propane	54
Anova	IBC
Bergquist Inc	27
BLT Tanks LLC	29
Blue Peak Resources	31
C Three Logistics	33
Cavagna North America	35
Crestwood	37
EDP	39
ELAFLEX Pacific PTY LTD	41
Emerson/Fisher LPG Equipment	60
Ferrellgas	43
H&H Sales Company	61
ICOM North America	62
IPS Equipment Inc	55
Jomar Group	71
Marshall Excelsior	56
Metsa Tanks	45
Mopeka Products	63
Otodata Inc	1
Propane Education & Research Council	47
PT Risk Management	57
Quality Steel Corporation	49
R.E. Michel Company	73
Ray Murray Inc.	65
RegO Products/ECII	BC
Renewable Propane Alliance	58
Superior Energy Systems	64
Superior Plus Propane	59
Teeco Products Inc	IFC
TerraVest Industries	24,25
TRIARC TANK	51
Worthington Industries	53

Deborah Houtz

Office & Financial Manager
Freeway Propane



Describe your current role at your company.
My role is to oversee financial transactions, office functionality and customer and employee relations.

What are the most important things you have learned in the accounting department of a propane company?
Numbers really matter. It is important to stay on top of the cash flow because you can see which direction the company is headed. I have learned that winter income can sustain a company throughout the year, but there is a large client group that prefers to purchase in the summer when prices are generally lower. We cater to both groups to stimulate our sales.

Are there any recent trends that have impacted how Freeway Propane handles customer payments?
We have found that offering a cash on delivery (COD) discount helps our customers save money and keeps our cash inflow healthy. We also offer a summer fill special to keep our drivers busy in the summer and it helps our customers be ready for winter. Although card payments are costly, they are time savers. So, we allow all forms of payment, generally, without extra fees.

What are the best and worst pieces of advice you've ever received?
The worst advice I have received businesswise is to add service charges to our customers' invoices. You can nickel and dime your customers to death. We try to be upfront with our pricing and avoid any deception or miscommunications. The best advice I have received personally is to break down a problem into its individual components to help keep my emotions out of an already difficult situation. This has helped me improve my approach to problem-solving, particularly during a software changeover or busy season with high demands.

What's the toughest decision you've made in your role?
Choosing a new software system is truly a tough decision to make, and any new software package requires substantial time to address learning. I have assisted in three software changeovers during my career here. The most recent one has been the most difficult and has had the steepest learning curve. Part of my role is to develop procedures and training for office employees to incorporate the new software into our work environment.

What do you think is the key to professional success?
Being upbeat and seeing growth and increased demand as the positives that they are for the company, as opposed to focusing on the increased stress and workload for me. This has been integral for the success of both me and the company. I also believe that creating positive relationships with other professionals within my industry and providing exceptional customer service has been key to my success.

If you could have dinner with anyone, alive or dead, who would it be?
If I could have dinner with anyone, it would probably be George Washington. This great man, who started out as a land surveyor, became a master in motivating his soldiers and had a spirit that never gave up, even during the absolute darkest of times. He was a man of integrity and he had a clear understanding of what freedom looked like: allowing prosperity and balance to blossom in society.

If you could start a new hobby, what would it be?
I am engaged in quite a few hobbies such as running, hiking, martial arts, scrapbooking, genealogy, gardening and cooking. If I can find the time, I would consider taking up a hobby in motorcycling. It brings a whole new feel to riding my beautiful American roads and might give me the opportunity to develop some knowledge in tinkering with small engines.

Learn more about Houtz — Find an extended version of this profile on our website at bpnews.com.

ANOVA

Connecting the industrial world - for better.

TRUSTED REMOTE TANK MONITORING SOLUTIONS

UNIFY YOUR PROPANE OPERATION





DRIVE NEW EFFICIENCIES AND PROFITS WITH ANOVA UNIFY®

2023 IoT Analytics Platform of the Year
2022 IIoT Innovator of the Year

GTC GLOBAL TECHNOLOGY CONFERENCE 2022 Operations & Distribution Category Winner
2021 Business Improvement Category Winner

CONTACT US TODAY

Learn about our award-winning Anova remote tank monitoring solutions.

https://pages.anova.com/bpn-p

+1 866 493 7762 / enquiry@anova.com / anovasolutions / anova.com

REGO®

PART OF OPW | a DOVER company

Reliable Dependable Regulators

LV4403TR9V9 with 9 O'clock Vent Position

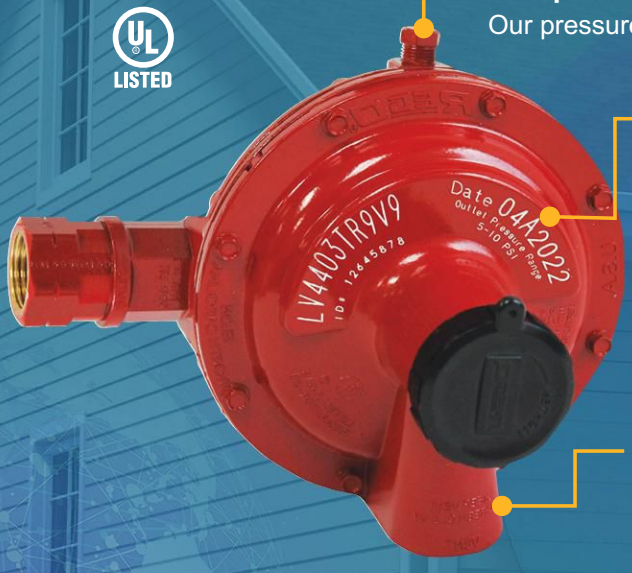
UL LISTED

No Special Tools Required

Our pressure plug ports conform to a standard 7/16" wrench.

Easy to Find

Quickly find the information you need with our patented laser-engraved part number, date code and serial number that matches included GASCheck™ Labels.



REGO GASCheck™
Model: LV4403TR9 | Internal Relief:Yes | UL Listed: Yes
System Stage (type): 1st | ID #: 18326687
Spring Range 5-10 PSI | Mfg Date: 11 -2022 Made in: USA

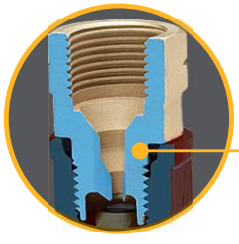
9 O'clock Vent Position

Provides the ability to install the regulator with vent pointed downwards and pressure gauge port pointed upwards.



LV404B, LV404Y and LV3403TR Series also available in 9 O'clock Vent Position

Scan the QR Code to view our Regulator Presto-Tap Catalog

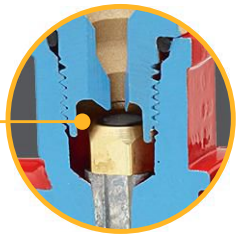


Easy to Service

The nozzle orifice is easily replaceable and precision machined to prevent scoring of the seat disc.

Reliable Service

Resilient seat disc construction gives sure closing at lock up pressure. Straight line seat disc to nozzle operation provides even seat disc wear and positive lock up.





Easy to Adjust

We redesigned our adjusting screw to be easily turned by hand.

Easier to Secure

Our bonnet cap features a loop for a lanyard to help keep it secured, making it more tamper resistant.



MADE IN THE USA™

REGO 100% TESTED

REGO 10 YEAR WARRANTY

REGO 25 YEAR SILVER SERVICE LIFE

Copyright © 2023 RegO® www.regoproducts.com