BUTANE-PROPANE NEWS
BPN
NOVEMBER 2024



THE 2024 CORPORATE CAPABILITIES ISSUE

41 companies that are putting you on the road to long-term industry growth

+ **FEATURE:** NAVIGATING THE MARKET FOR RENEWABLE PROPANE

What You Need to Know About Clean Heat Standards

Making the Case for the Great Lakes Tunnel Project

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Dear Readers,
By the time you find this issue in your mailbox, you'll likely be making plans for the upcoming Thanksgiving holiday — and maybe even strategizing for Black Friday shopping. It's a busy time of year preparing for family gatherings and getting ready for some well-deserved personal time away from work.

Thanksgiving, of course, invites us to sit back and be mindful of the things we're most thankful for in this life. It's an opportunity to take stock of what matters most to us — and also to indulge in some turkey and dressing. And while Black Friday often has a negative reputation, it's still a reminder of how important it is as a company to stand out among the crowd. Whether you have Black Friday deals in your showroom or are just thinking about how to elevate your business, you can't help but consider what this time of year might mean for you.

I hope this issue is somehow a blend of the two — finding the products and services that work for you and feeling thankful for the hardworking teams who come together to make this a thriving industry. Starting on page 22, we're showcasing a plethora of companies that strive to produce top-notch offerings that can help you ensure the longevity of your business and reach the levels of success that you and your team deserve. It's inspiring to see how each company is one piece of a larger picture and is contributing to the success of the industry as a whole.

I would be remiss if I didn't also mention our feature series, which covers renewable propane this month. It's an industry topic you've likely heard a lot about, but maybe you still have some questions about how this is going to work for the industry and your company. Head over to page 18 to hear from the Propane Education & Research Council's Tucker Perkins on how renewable propane is coming along in the propane autogas market. On page 20, Oberon Fuels' Elliot Anise-Hicks gives us more insights on Oberon's solar steam project and how this could impact the production of renewable fuels.

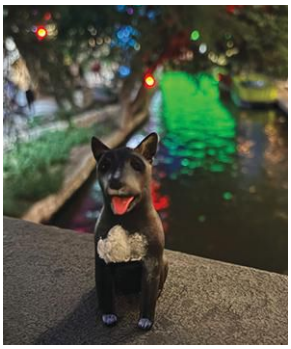
On a closing note, I had the opportunity to attend the National Propane Gas Association's Fall Board Meeting in San Antonio, Texas, in October. No matter how many of these I attend, it is always truly a marvel to see leaders from all corners of the industry come together to problem-solve and band together to fight back against policies that are harmful to the industry and consumers' energy choice in the United States. Thanks for letting me be part of it and allowing me to observe industry decision-makers in action.

I know someone else who enjoyed her trip to San Antonio — my "dog," Rosie, traveled with me in my suitcase (see picture). A friend gifted me this figurine of Rosie, and now I take her with me whenever I travel as a reminder of my sweet pup when I'm away from home. I took her to see the sights on the River Walk — it was a lovely night in a wonderful city. I hope you all had a great experience, as well!

Until next time,

Jessica L. Phillips

JESSICA GRAHAM PHILLIPS
Editor



"Rosie" enjoying a night on the River Walk in San Antonio, Texas, during the NPGA Fall Board Meeting.

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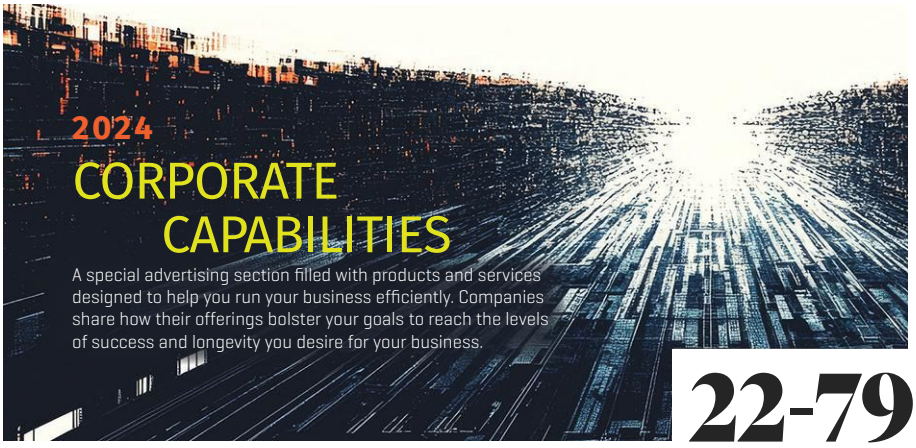

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RENEWABLE PROPANE

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The benefits of propane autogas & what this means for the future

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How does this advancement affect the production of renewables & what can the propane industry take away from it?



On the Cover
Left to right: Smith Pumps fourth-generation family members: President C.J. Smith, Export Sales Manager Denise Smith and Quality Manager Russell Smith. *Photo courtesy of Smith Pumps.*

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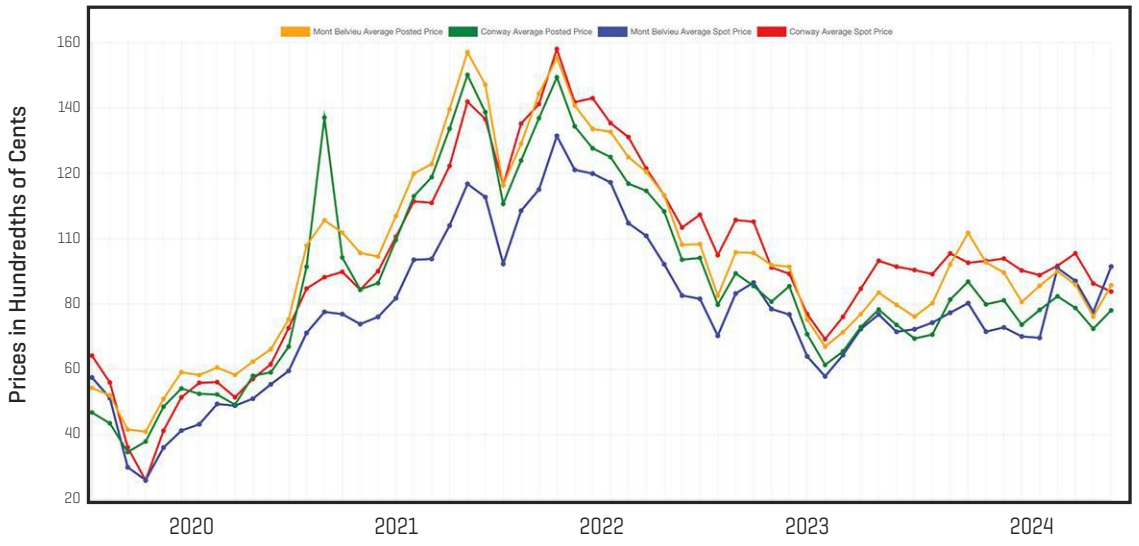
MONT BELVIEU & CONWAY AVERAGE THURSDAY PROPANE PRICES



at a glance During the latest mid-month period, prices at Mont Belvieu, Texas, increased. The posted prices increased 7.833 cents/gal, from September mid-month to October mid-month, and spot prices increased 8.5 cents. Conway, Kansas, postings increased 4.1 cents/gal and spots increased 3.5 cents over the month.

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

	9/19/24	9/26/24	10/3/24	10/10/24	10/17/24
Mont Belvieu					
posted	75.897	72.730	85.064	88.397	83.730
spot	66.750 – 67.500	57.000 – 60.500	81.750 – 83.000	79.000 – 80.000	75.250 – 75.750
Conway					
posted	72.026	71.176	78.076	79.926	76.126
spot	66.750 – 67.750	62.500 – 64.000	77.000 – 78.875	72.500 – 72.500	70.250 – 71.250

at a glance Canada's primary underground propane inventories decreased by 6.1% in October, according to the Canada Energy Regulator. The total represented a month-to-month decrease of 102.3 Mcm. Compared to a year earlier, stocks were lower, with 222.1 Mcm, or 12.4%, less product on hand.

CANADIAN INVENTORIES (Thousand Cubic Meters)

PROPANE	Oct. 2024	Sept. 2024	Change	Oct. 2023
Propane-East	541.1	522.6	3.5%	672.3
Propane-West	1028.8	1149.6	-10.5%	1119.6
Total Propane	1569.9	1672.2	-6.1%	1792.0
BUTANE				
Butane-East	578.8	537.8	7.6%	556.4
Butane-West	487.0	629.2	-22.6%	576.4
Total Butane	1065.8	1167.1	-8.7%	1132.8

Source: Canada Energy Regulator







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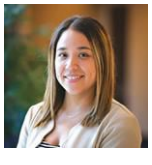
SPEAKER



Andrea Pavon
Senior Manager, ACE Services
NPGA

Andrea Pavon is a D.C. native and has been working with the National Propane Gas Assocation since 2021. She started off in the Membership Department before taking over NPGA's ACE ELDT Services in 2022. Since then, Andrea has been working to market and grow the program.

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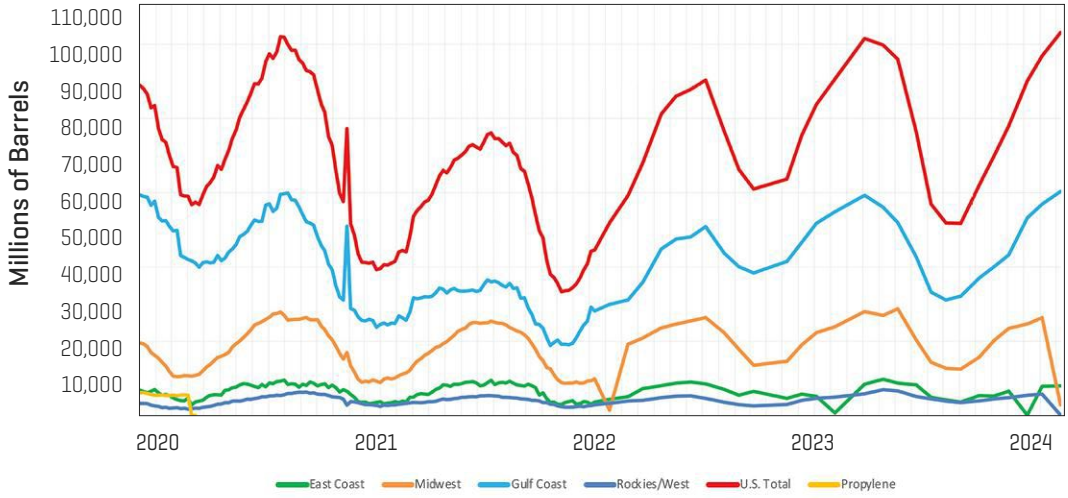
U.S. PROPANE INVENTORIES



at a glance

United States propane stocks experienced a 4.028-MMbbl increase from September to October. East Coast stocks decreased 287,000 bbl, the Midwest increased 1.737 MMbbl, the Gulf Coast increased 2.518 MMbbl, and the Rocky Mountain/West Coast increased 59,000 bbl. Compared to the same time in October 2023, the October 2024 stocks were 815,000 bbl higher.

U.S. PROPANE INVENTORIES

Sept. 13, 2024 – Oct. 11, 2024, and One Year Ago (Thousand Barrels)

	9/13/24	9/20/24	9/27/24	10/4/24	10/11/24	10/13/23
East Coast	8.274	7.822	7.857	7.348	7.987	9.500
Midwest	26.973	27.534	28.037	28.286	28.710	27.700
Gulf Coast	57.819	56.250	56.040	58.102	60.337	59.179
Rocky Mtn & West Coast	6.041	5.954	5.888	6.033	6.100	5.941
U.S.	99.107	97.560	97.823	99.769	103.135	102.320

U.S. RESIDENTIAL PROPANE PRICES

(Mid-Month, Cents per Gallon)

	Sept. 2024	Oct. 2024	Oct. 2023
East Coast (PADD 1)	327.6	329.3	322.5
Midwest (PADD 2)	186.2	192.4	191.0
Average U.S.	236.9	241.8	239.0

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

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

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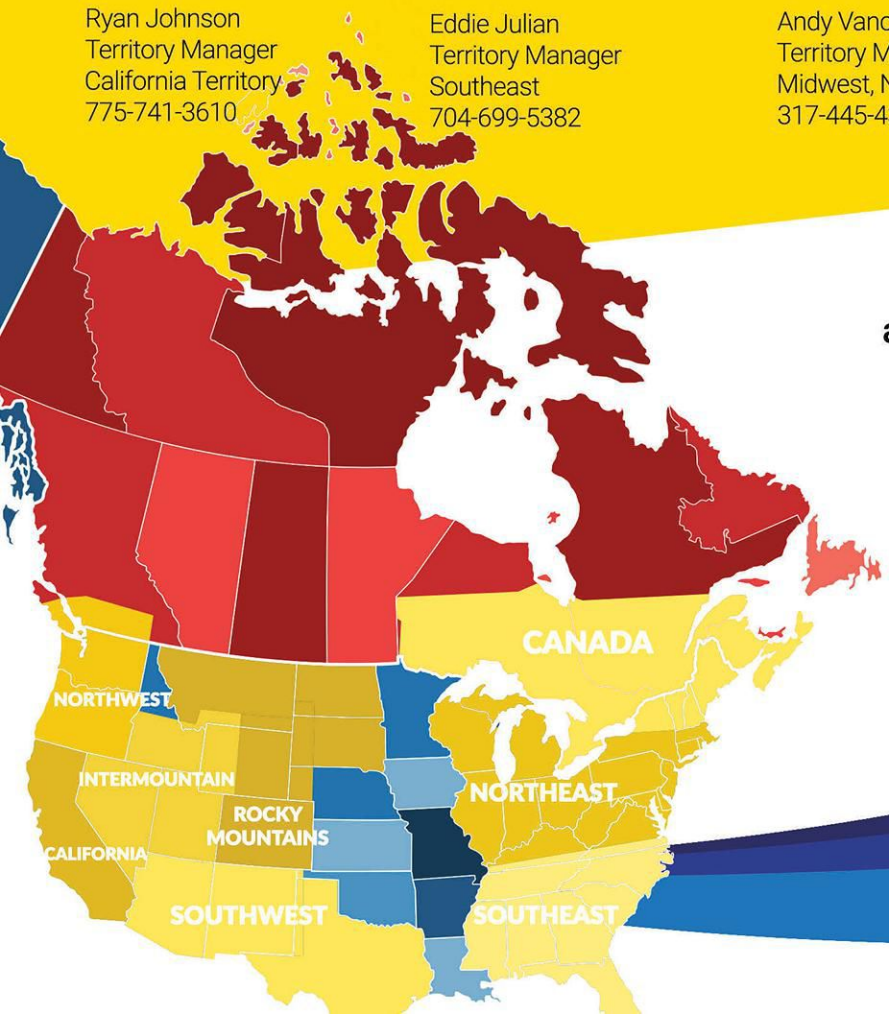

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WORTHINGTON ENTERPRISES NAMES JOSEPH HAYEK AS CEO

The Worthington Enterprises Inc. board of directors announced Joseph Hayek as the company's next president and chief executive officer (CEO), effective Nov. 1. Hayek, who currently is the company's executive vice president and chief financial and operations officer, will replace Andy Rose, who is retiring. Hayek, 52, has served as the company's executive vice president and chief financial and operations officer since December 2023, when Worthington Industries separated the steel processing business, creating two standalone, public companies. He previously served as Worthington Industries vice president and chief financial officer from November 2018 to November 2023, where he played an integral role in helping position both companies to capitalize on differentiated growth and value creation strategies. Hayek was vice president and general manager of the company's oil and gas equipment business unit from March 2017 to November 2018, and vice president of mergers and acquisitions and corporate development from April 2014 to March 2017. Prior to joining Worthington, Hayek served as president of Sarcom Inc., a value-added IT solutions provider and the largest division of PCM Inc.

CEA ANALYSIS ESTIMATES HOW 'ELECTRIFY-EVERYTHING' POLICIES COULD AFFECT CONSUMER COSTS

Consumer Energy Alliance (CEA), an energy and environmental advocate for families and businesses, released its latest analysis, "Heat or Eat: The True Cost of Electrify-Everything Policies," revealing that American consumers could face a $149.2 billion increase in home heating and energy costs this winter heating season compared to last year if energy policies attempting to electrify everything were enacted. "While families are finally seeing some relief at the gas pump, home energy prices continue their relentless upward march, with electricity costs outpacing even the broader inflation rate," CEA President David Holt said. "Despite this, some state and federal policymakers persist in doubling down on misguided energy policies that restrict consumer options, limit energy infrastructure and push for blanket electrification regardless of the costs to both finances and quality of life." CEA's analysis found that if forced to switch to all-electric power this winter, families currently using natural gas would see a $124 billion increase, propane users would face a $7.5 billion increase, and consumers who rely on heating oil would see a $17.7 billion increase in energy costs. These potential cost increases would come at a time when 11.3% of seniors — over 8 million older Americans — are living in poverty, marking the third consecutive year of increased poverty rates for this vulnerable group. The analysis incorporates data from the U.S. Energy Information Administration's Winter Fuels Outlook and the Department of Energy's average costs for residential energy resources. CEA urges policymakers to acknowledge the impact of these misguided policies and embrace common-sense solutions that ensure an affordable, reliable and environmentally sustainable energy supply.

JEFF HOPSICKER JOINS RAY MURRAY INC. AS VP & MINORITY OWNER


Jeff Hopsicker

Ray Murray Inc. (RMI) announced the appointment of Jeff Hopsicker as vice president and minority owner. Hopsicker joins RMI after a decade of investment banking experience and has served as a member of RMI's Board of Directors since November 2019. Prior to RMI, Hopsicker was a director at SMBC Nikko Americas, where he was a founding member of SMBC's leveraged finance sales and trading franchise in Charlotte, North Carolina. Hopsicker started his career at Citigroup Inc. in New York City, where he spent seven years in leveraged credit sales and capital markets syndicate. As a vice president at Citi, Hopsicker focused on high-yield credit and debt finance, where he worked with institutional investors and helped large corporations raise capital to finance operations. A native of Cazenovia, New York, Hopsicker received his degree in public policy from Hamilton College, where he played football. Hopsicker completed his Master of Business Administration with a specialization in finance from the Kenan-Flagler Business School at the University of North Carolina at Chapel Hill.

GUTTMAN ENERGY INC. & SOURCE ONE TRANSPORTATION ACQUIRE WEAVER ENERGY INC.

Cetane Associates announced that Guttman Energy Inc. and Source One Transportation, both located in Belle Vernon, Pennsylvania, have acquired Weaver Energy Inc., located in Lititz, Pennsylvania. The transaction closed on Sept. 16. Weaver Energy originated in 1963 when Paul Kurtz started an oil and gasoline delivery business in Lititz, Pennsylvania. Deb Weaver began working there at age 14. A few years later, Deb married Ken and he too joined as an employee in 1979. By 1983, Ken became a minority partner. In 1995, they launched K.E. Weaver Petroleum Inc. at the same location. Their son, Shane, joined in 1996 and transitioned to full time in 2002. The company expanded into commercial services, adding gasoline sales in 2006 and fixed contracts in 2008. Renamed Weaver Energy Inc. in 2012, it has continued to grow. Shane became president in 2019, leading a dedicated team known for quality service and community involvement. GEI is a comprehensive fuel distribution company dedicated to delivering safe, efficient and customized fuel services to its customers.

MID-MONTH TO MID-MONTH: MID-OCTOBER UP FROM SEPTEMBER

During the September to October mid-month period, Mont Belvieu, Texas, posted prices increased 9.5 cents/gal, and spot prices increased 12.13 cents. Conway, Kansas, postings increased 4 cents/gal, and spots increased 4.25 cents over the month. The Mont Belvieu mid-September posted price was 74.23. The next week the price increased 1.667 cents to 75.897

cents/gal, followed by a 3.167-cent decrease to 72.73 cents the next week. Prices increased 12.334 cents to 85.064 cents the first week of October, followed by a 3.333-cent increase to 88.397 cents the next week. At mid-month, postings decreased 4.667 cents to 83.73 cents/gal. Compared to last year, the October 2024 prices were 2.516 cents higher. The Conway mid-September posted price was 72.126 cents/gal. The next week the price decreased 0.1 cents to 72.026 cents/gal, followed by a 0.85-cent decrease to 71.176 cents the following week. The price increased 6.9 cents to 78.076 cents the first week of October. Prices increased 1.85 cents to 79.926 cents the next week. At mid-month, postings decreased 3.8 cents to 76.126 cents/gal. Compared to last year, the October 2024 prices were 0.608 cents higher. Mont Belvieu spots opened mid-September at 63.12. The next week the price rose 3.63 cents to 66.75 cents/gal, followed by a 9.75-cent decrease to 57 cents the next week. Prices rose 24.75 cents to 81.75 cents/gal the first week of October. Prices decreased 2.75 cents to 79 cents the next week. At mid-month, they fell 3.75 cents to 75.25 cents/gal. Compared to last year, the October 2024 prices were 6.25 cents higher. Conway spots opened mid-October at 66 cents/gal. The next week the price rose by 0.75 cents to 66.75 cents/gal, followed by a 4.25-cent decrease to 62.5 cents the following week. Prices rose by 14.5 cents to 77 cents the first week of October. Prices decreased 4.5 cents to 72.5 cents the next week. At mid-month, they fell 2.25 cents to 70.25 cents/gal. Compared to last year, the October 2024 prices were 2.625 cents higher.

COMBINED ENERGY SERVICES ACQUIRES FREEDOM PROPANE

Blue Peak Resources announced the sale of Freedom Propane of Red Hook, New York, to Combined Energy Services of Monticello, New York. In 2007, Paul Pagano saw an opportunity to expand his successful industrial and welding gas company. He thought that adding propane would be a great enhancement to his existing business. Taking a risk, Pagano bought a bobtail delivery truck and a brand-new service truck. Fortunately, a local propane supplier in Red Hook called G & S Energy decided to sell their plant location, which was in the perfect spot to serve the entire area. Pagano seized the opportunity and bought the company. He promptly renamed it Freedom Propane and sold his share in the industrial gas business to concentrate all his efforts on growing the newly acquired propane company.

THOMPSONGAS ACQUIRES WTG FUELS' DELIVERED FUELS BUSINESS

Matrix Capital Markets Group Inc. announced the successful sale of the propane, commercial motor fuels and lubricants business of WTG Fuels LLC to ThompsonGas LLC. WTG Fuels is a subsidiary of West Texas Gas, a leading provider of natural gas distribution services throughout Texas and Oklahoma. WTG Fuels, based in Midland, Texas, distributes propane, refined products and lubricants to residential, commercial and oilfield customers throughout West Texas and extending into the Texas panhandle, central and south Texas.

ANOVA PROMOTES NEW DIRECTOR OF NATIONAL ACCOUNTS

Anova, a remote tank monitoring company, has announced that Ray Cooper has been promoted to director of National Accounts. In announcing the news, an Anova spokesperson stated, "Cooper has been a great addition to the Anova team over the past three years, and we look forward to his leadership in pursuing opportunities in North America and in Anova's global footprint. Ray's motto is 'Leading with vision, driving with purpose.'" Cooper is a graduate from Missouri Valley College. His past roles include increasing responsibilitiies with Ferrellgas, Praxair and DH Pace. Cooper is based out of Kansas City. Cooper can be reached at ray.cooper@anova.com.

Industry Calendar

Nov. 18-22 LPG Week 2024
lpgweek.com
Cape Town, South Africa

Dec. 4 New Jersey PGA 2024 Winter Board of Directors Meeting
njpga.org
Trenton, NJ

Dec. 5-6 PERC Council Meeting
propane.com
Naples, FL

Dec. 10-12 Florida PGA Fall Meeting
floridapropane.org
Daytona Beach, FL

Jan. 14-15 Michigan PGA Quarterly Membership Meeting
mipga.org
Mt Pleasant, MI

Feb. 3-5 NPGA Winter Board of Directors, Committee & Section Meetings
npga.org
Clearwater, FL

Feb. 12 PERC Council Meeting
propane.com
Virtual

Feb. 20 Ohio PGA Quarterly Membership Meeting
ohiopropanegas.org
Westerville, OH

March 10-12 NPGA Spring Technology, Standards & Safety Committee Meeting
npga.org
Greenville, SC

March 13-14 NPGA Benchmarking Spring Meeting
npga.org
Tucson, AZ

April 3 PERC Council Meeting
propane.com
Charlotte, NC

April 4-6 2025 Southeastern Convention & International Propane Expo
npga.org
Charlotte, NC

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 MAKES YOU FEEL GREAT ABOUT YOURSELF?

In this month's column, respondents share what makes them feel great — from completing tasks & helping others to finding joy in music & following their spiritual path

When you contemplate your answer to this question, how far-reaching is your consideration of possible things that could be legitimate responses? As usual in our monthly column, our responders give us their perspectives to the question at hand. 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.

FEELING UTTERLY GREAT!

I absolutely love to sing. Regardless of the song or genre, nothing compares to the feeling I get when I am singing.

JESSICA JOHNSON
NATIONAL PROPANE GAS ASSOCIATION
ASHEVILLE, NORTH CAROLINA

Serving and taking care of other people, especially those who are going through hard times, is when I feel the best about myself. Being selfless and doing anything I can to make someone else's day brighter is the greatest mood booster. This can be making a meal, a note checking in, showing up physically to help carry the load or offering a listening ear. It can be second nature to show up for your tight community, and I am intentional to carry that into my work. As leaders, our teams are constantly facing difficult days or tough life circumstances, and it goes a long way to know that your company leadership cares about you and your family.

LAUREN CLARK
BERGQUIST INC.
TOLEDO, OHIO

What makes me feel great about myself is that I believe in the Lord, who has a wonderful plan for me and that my identity is found in him. Regardless of rough times and good times, I know he has a wonderful plan that is better than any plan I could ever map out for myself.

SAM FUNG
EMERSON FISHER LP GAS
MCKINNEY, TEXAS

I feel proud of myself because I am a trustworthy person. You can depend on me, as I do what I say. I also make a great friend because I hold information shared with me, in confidence.

JULIE JOHNSON
TED JOHNSON PROPANE
BALDWIN PARK, CALIFORNIA

I fall short of most expectations for myself. I'm not what you would call an overachiever. I guess what makes me feel GOOD about myself would have to be when I see I have made family and friends happy [by] doing something for them. Something that makes them happy.

JUDY TARANOVICH
PROCTOR GAS INC.
PROCTOR, VERMONT

There are two ways when I feel good about myself. The first is when I see my kids happy and comfortable in who they are. As a parent, that is my hope. Many times, we think of success in monetary terms, but one can be very successful monetarily and still not be happy. I hope for happiness every time. The second way is the projects that a group I work with does for the needy in our community. Many of these are house repairs for the elderly so they can stay in their homes. Many cases are widows who cannot do for themselves and can't afford to pay someone for the repair. It may only be four hours or so on a Saturday, but it can make a huge difference in their lives. Always feels good to do for others.

TOM KRUPA
NGL SUPPLY TERMINALS CO.
RICHMOND, VIRGINIA

Very simple: When you have been working on something for a long time — maybe even prolonging it — then you



MIX AND MATCH STUDIO/ ADOBE STOCK

finish it, whatever it may be! That makes me feel great.

RICHARD STRYCHARZ JR.
WALTER'S PROPANE
SUNDERLAND, MASSACHUSETTS

I feel great about myself after completing a difficult task, especially if I wanted to give up on it. The task could be a home improvement project, an article I'm writing for work or even helping my son with his sixth grade math assignment. It feels great to know I learned something while completing a difficult task — not that the outcome is perfect (nothing is) or that I didn't make a mistake (I always do). The satisfaction comes from learning. Incremental improvement is the real goal.

DON MONTROY
BERGQUIST INC.
ROCKFORD, MICHIGAN

It's not so much feeling good about myself but more feeling good about living. As my body goes through the typical processes that occur naturally for people my age, there are still flashes or even extended periods of happiness or contentment that I am able to feel. They could be due to abnormal occurrences or even to everyday events that I might be experiencing, but through a more appreciative lens. Whatever it is, I hope they continue for a long time to come.

BRUCE SWIECICKI
NATIONAL PROPANE GAS ASSOCIATION
TINLEY PARK, ILLINOIS

The things that make me feel great about myself many times are accomplishing a task. Checking something off, getting something done — especially something that maybe I wasn't looking forward to doing in the first place. Taking time to stand back and appreciate the work is very satisfying.

BOYD H. MCGATHEY
ENERGY DISTRIBUTION PARTNERS
PARKVILLE, MISSOURI

Here are several things or experiences that make me feel good about myself and at times maybe even great: Developing a consistent routine provides structure and a sense of accomplishment and helps me maintain my work-life balance. Physical activity or recreation helps improve my mood, reduces stress and ultimately leads to a positive physical and emotional state. Volunteer work and helping others can create a sense of self-worth, purpose and fulfillment. Building and maintaining healthy relationships with family, friends and industry colleagues can contribute to emotional well-being. Continuous learning fosters a sense of achievement and can help boost your confidence and self-esteem. And finally, at this stage in my life, being healthy makes me feel great!

JERRY SCHIMMEL
P3 PROPANE SAFETY
CUMBERLAND, RHODE ISLAND

What makes me feel good is knowing that God is with me, and when I quiet myself to listen, he is guiding my path.

SELINA SHEPARD
VK INSPECTIONS LLC
MERCER, PENNSYLVANIA

Completion! Whatever it may be! A project, report or even a workout. I'm sure being the queen of procrastination is the reason that completing anything makes me feel great.

PAULA MOORE
BLACKBURN PROPANE SERVICE INC.
DURANT, OKLAHOMA

FEELING GREAT?

I recently heard the expression "my heart is dancing," which delights me and describes how I feel when dancing. I'll wrap this up and put on some tunes.

If you are interested in submitting responses, please contact Coop at ncoop@cetane.com.



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

MARYLAND COURT REJECTS CUSTOMER CLAIM OF REDUCED PRICING 'IN PERPETUITY'

With the question of written vs. verbal agreements at stake, a federal court found a propane customer's suit to be without grounds

Customer disputes are rare in the propane industry, but when they do happen, a strong written agreement with the customer is a valuable asset for any retail distributor. This was recently illustrated in a Maryland court decision. On Sept. 12, a Maryland federal court held that an AmeriGas customer was not entitled to discounted pricing in perpetuity and was not entitled to continued propane delivery when his account was in arrears. The case is Ezzat v. AmeriGas.

'CUT-RATE PRICING'

Mautaz Ezzat, a builder who lived in Ellicott City, Maryland, was a retail propane customer of AmeriGas. He first purchased propane for his newly built residence in 1993 from Petrolane, a predecessor company of AmeriGas. He had a written agreement with Petrolane that was renewed every year, and he received standard pricing. This process continued after Petrolane was acquired by AmeriGas.

However, this changed in about 1998 when, according to Ezzat, he reached an oral agreement with AmeriGas that when he was building a home that was not serviced by a gas company, he would refer the client to AmeriGas in exchange for "cut-rate pricing" on the supply of propane to Ezzat at both his residence and his vacation home at Deep Creek Lake, Maryland.

WRITTEN AGREEMENT

Beginning in 2000, Ezzat signed an AmeriGas Propane Supply Agreement and Equipment Lease for his residence and vacation home. This written agreement included special pricing provisions but made no mention of referral of customers to AmeriGas in exchange for pricing considerations.

Ezzat testified that they had to "redo" the paperwork every year, "kind of like re-consummating the agreement every single year," because AmeriGas did not "have the ability to … keep it in the system indefinitely." Therefore, "right around Thanksgiving of every year, [Ezzat] would reach out to AmeriGas and say, 'It's time to renew.'"

Ezzat testified that these annual "renewals" did not alter the parties' pricing agreement, which was set out in the Propane Supply Agreement and Equipment Lease.

'PROBLEMS' ARISE

All apparently went well for the next 20 years, but problems arose in 2020. Ezzat complained that he was being "grossly over-billed," while AmeriGas countered that his account was past due. In January 2021, Ezzat ran out of propane at his home, and he was advised that no additional propane could be delivered until the account was brought current.

Eventually, AmeriGas provided additional propane to Ezzat, and the Propane Supply Agreement and Equipment Lease was renewed for another year. However, Ezzat did not bring his account with AmeriGas current, and in November 2021 AmeriGas cancelled the Propane Supply Agreement and Equipment Lease and ceased the delivery of propane to Ezzat. In response, Ezzat filed suit.

PRICING FOREVER

Ezzat claimed that he and AmeriGas agreed that his reduced pricing "shall continue each year in perpetuity," and



НАТАЛЬЯ КОСАРЕВИЧ - STOCK.ADOBE.COM

that AmeriGas breached its contractual duty by canceling his propane delivery and unilaterally terminating the reduced-price agreement. AmeriGas denied this claim and filed a motion for summary judgment, asking the court to dismiss the lawsuit.

The court found that the Propane Supply Agreement and Equipment Lease was the full agreement between the parties, and that it did not provide for reduced pricing forever:

"With respect to the duration of the agreement, there is no language in the contract documents that reflects an agreement that the reduced pricing AmeriGas offered Mr. Ezzat would continue in perpetuity. To the contrary, the plain language of the documents limits the parties' agreement to a specified period of time. Paragraph five of the Propane Supply Agreement and Equipment Lease, entitled "TERM," states, in pertinent part: 'The initial term of this agreement shall be five (5) year(s).' Attachment E to this agreement also reflects a five-year term. ('At the conclusion of the five year contract, the customer may purchase the tank at the market value, remove the tank or renew the contract.') The annually executed attachment to the agreement that set out the price per gallon of propane had an even shorter duration. For example, the Attachment A executed by the parties on Dec. 19, 2019, provides that the term for the propane gas pricing was less than one year (Dec. 9, 2019, to Nov. 30, 2020)."

The court added that the written agreement specifically provided that "AmeriGas could change the amount it charged Mr. Ezzat for the supply of propane gas." The clear language of the agreement prevails, it said, "regardless of Mr. Ezzat's subjective understanding or intent."

TERMINATION CLAUSE

The court then turned to Ezzat's claim that AmeriGas improperly suspended propane delivery to him. Again, the court looked to the language of the agreement, this time citing the termination provision:

"Either Party may terminate this agreement at the expiration of the initial term, or at any time thereafter by giving the other party thirty (30) days prior written notice. AmeriGas may terminate this agreement at any time without prior notice if Customer fails to satisfy the terms and conditions of Customer's agreement."

The court found this language "clear and unambiguous," and concluded that a reasonable person in the position of the parties involved would understand that AmeriGas reserved the right to terminate the agreement, either by giving 30 days prior notice or without any prior notice if Ezzat failed to satisfy the terms and conditions of the agreement, which include prompt payment.

'STRAINING CREDULITY'

Ezzat admitted that his account with AmeriGas was delinquent, but claimed that he was disputing the amount of his bill and had trouble reaching someone at AmeriGas with whom to negotiate his dispute. But those facts, even if he could prove them to a jury, would not negate the fact that the contract terms allowed AmeriGas to unilaterally terminate the agreement if Ezzat did not satisfy the specified terms and conditions, which included prompt payment:

"... It strains credulity to suggest that failure to make timely payment does not constitute a failure to satisfy the terms and conditions of the agreement, particularly when the customer's obligation to promptly pay invoices appears in two separate places in the contract."

The court granted the AmeriGas motion for summary judgment and dismissed the lawsuit.



Derek Dalling is the president and CEO of Kindsvatter Dalling & Associates Inc., a multiclient lobbying and association management firm. Dalling serves as the executive director of the Michigan Propane Gas Association, the Ohio Propane Gas Association and three other associations. His firm also manages the Indiana Propane Gas Association, the Pacific Propane Gas Association and several other associations across the country.

OPINION: THE CASE FOR THE GREAT LAKES TUNNEL PROJECT

The upcoming pipeline construction promises to protect the environment & essential fuel delivery operations

As the demand for energy and a diversity of energy sources and types continues to grow, and with the Energy Information Administration and other energy forecasts showing demand growth well into the future, it is vital to protect existing sources, supply lines and other infrastructure necessary to deliver energy where and when it is needed. At the same time, environmental protection is a parallel priority that most people agree upon.

In late 2018, the state of Michigan and Enbridge Energy leaders announced a major infrastructure project agreement that aims to ensure the region's energy demands will be met while also protecting the Great Lakes now and in the future. A coalition of Enbridge Line 5 pipeline supporters — whose leaders include the Michigan Propane Gas Association (MPGA) — successfully lobbied Michigan legislators and regulators to win legislation that created the Mackinac Straits Corridor Authority and to build the Great Lakes Tunnel. It was a major policy achievement for the pipeline supporters, and the Great Lakes Tunnel project will stand as a major infrastructure asset as a result.

The project is uniquely structured. Solely funded by Enbridge, the company is investing more than $500 million to build the Great Lakes Tunnel to house Line 5 deep under the Straits, meaning it won't cost taxpayer money. The project will take Line 5 out of the Straits of Mackinac and place it in a concrete tunnel far below the lakebed.

While Line 5 has operated safely and reliably in the Straits for more than 65 years, the Great Lakes Tunnel will be bored through rock, as much as 100 feet below the lakebed — virtually eliminating the chance of a pipeline incident in the Straits. The Great Lakes Tunnel is a massive undertaking that will be built by Michigan labor under the direction of world-renowned tunnel engineers once all the necessary permits are approved.

"We're making a safe pipeline safer," said Anna Mooney, Enbridge government relations manager. "We're upholding our promise to protect the Great Lakes. And we're continuing to safely and reliably meet the energy needs for Michigan and the region."

So, why has the propane industry talked about Line 5 for so long? Quite simply, Line 5 is essential infrastructure for the propane industry. However, the very nature of the pipeline within Michigan's Great Lakes watershed brings controversy. In fact, some of the strongest opposition to Line 5 emerged in January 2019 when Michigan Governor Gretchen Whitmer and Attorney General Dana Nessel took office. Since then, supporters of Line 5 have been embroiled in several legal cases, regulatory challenges and public relations battles.

Both the MPGA and the National Propane Gas Association (NPGA) have joined the legal challenges in Michigan; the Indiana Propane Gas Association and Ohio Propane Gas Association have joined another case with MPGA and NPGA; and most recently, the Wisconsin Propane Gas Association joined a case with MPGA and NPGA over another portion of Line 5 in Wisconsin.

The cases in Michigan challenge the creation of the Great Lakes Tunnel and seek closure of the existing Line 5 with suits challenging easement agreements and permits. The case in Wisconsin was brought by the Bad River Band of Lake Superior Tribe of Chippewa Indians in Wisconsin. Line 5 goes through the Band's reservation for 41 miles, and the Band sued to dispute the easement agreements between the two parties. In



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both cases, propane industry attorneys have argued that Line 5 is an essential piece of propane infrastructure.

The upper Great Lakes region includes Michigan, Wisconsin and Minnesota. These three states are among the top consumers of propane for residential purposes every year. "When you include surrounding states, Line 5 directly supplies propane to retailers in eight of the 14 largest propane-reliant states, and it indirectly supplies propane to seven additional states, making its impact felt in 15 states," noted NPGA President and CEO Steve Kaminski.

Mooney added, "While the NGLs [natural gas liquids] that are refined into propane account for roughly 15% of the energy transported through Line 5, the area and propane consumers it serves makes Line 5 essential propane infrastructure."

About 65% of the propane used in the Upper Peninsula is produced at the Rapid River, Michigan, processing plant from NGLs carried on the Enbridge Line 5 Pipeline. More than 55% of the propane used in the Lower Peninsula is produced from the light crude oil and NGLs carried on Line 5, with the Lower Peninsula home to 15 times more residents than the Upper Peninsula.

Kaminski added, "Decommissioning Line 5 would decimate home heating for 13.5 million Americans, from the heart of the Midwest to New England. These are primarily homes that are not on natural gas lines and that cannot reliably depend on electric heat pumps, which do not operate well in cold temperatures."

In other words, Line 5 ensures energy security and economic stability in the Great Lakes region. Shutting down Line 5 would tighten propane supply for everyone and would require propane companies in 15 states to find product in other states, forcing basic home heating bills to rise.

Using these arguments, Line 5 supporters have won key court decisions, which include judicial opinions agreeing that Line 5 is essential infrastructure. But that has not deterred opponents.

Michigan Attorney General Nessel continues appealing Line 5 easement in state court, and other opponents challenge pipeline replacement permits approved earlier this year by the Michigan Public Service Commission.

While legal challenges continue, the United States Army Corps of Engineers (USACE) is tasked with a thorough engineering and environmental analysis as it processes permit applications for the Great Lakes Tunnel.

The Michigan Department of Environment, Great Lakes and Energy also has tunnel permitting purview and issued its permits in early 2021. Because of the now-protracted USACE permitting timeline extending into 2026, Enbridge will be applying for new state environmental permits later this year, as the existing permit will expire in 2026. Enbridge is taking steps to make sure all permits from state and federal agencies are current and valid as they prepare for construction of the Great Lakes Tunnel commencing as early as 2026 when they anticipate all permits will be secured.

With safety the foremost goal, pipelines are proven safer than other fuel transportation modes, like semitrucks or railcars. But environmental benefits also weigh in favor of pipelines, as emissions from the trucks and trains needed to transport the same amount of energy on Line 5 would be staggering.

The decommissioning of Enbridge Line 5 would risk over 300 million gallons per year of Michigan's propane supply, equivalent to nearly 10,000 annual propane railcar loads or 29,000 annual propane truckloads. That is just to replace the NGLs used to manufacture propane. An estimated 2,100 more tanker trucks would travel on Michigan roads and highways every day, adding roadway congestion and wear to our state's existing road infrastructure issues, further demonstrating the efficiency and safety that pipelines present.

Michigan cares deeply about its lakes, natural resources and communities — large and small. No one wants to jeopardize the Great Lakes. The Great Lakes Tunnel is how we can make an already safe pipeline even safer.

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CLEAN HEAT STANDARDS — WHAT YOU SHOULD KNOW

With these policies on the table in states like Vermont & Massachusetts, here's why you need to pay attention no matter where you're located

BY JT TOUNGE

In New England, Vermont and Massachusetts both have some version of a climate policy aimed at removing energy choice and steering consumers to heat their homes and businesses with full electrification. The policy is called the Clean Heat Standard (CHS). There is also a similar policy in New York called the Cap and Invest Program. If you don't live, work or own a business in one of these states, you might think you won't be impacted by them, but the truth is these state policies impact the entire energy industry with unintended consequences. Policymakers are pushing these disruptive policies, ignoring government officials' warnings of cost barriers. This type of legislative authority and policymaking impacts us all.

Here is what you should know about the CHS and what you can do about it.

UNINTENDED CONSEQUENCES

State regulators are openly combatting the home heat, oil and propane industry in favor of electrical systems (i.e. heat pumps). While these policies are designed to reduce emissions, the mechanism used to implement this transition leads to costly and inefficient forced electrification throughout the state. The CHS policy puts a burden on the already insufficient electric grid, drives up costs and limits energy choice. The CHS, as written, is a credit system that requires heating energy providers (natural gas, heating oil and propane) to replace fossil fuels with clean heat over time. The CHS would require



energy providers to either implement clean heat solutions (full electrification via heat pumps, geothermal, etc.) or purchase clean heat credits to meet state-mandated greenhouse gas reductions.

This will have an impact on the cost of energy for all consumers, but the policymakers are marching ahead aimlessly and recklessly. For example, in 2023, Phil Scott, the governor of Vermont, vetoed the Affordable Heat Act that establishes the Vermont CHS. The legislature overrode the veto. Now, the governor of Vermont is reminding the state's citizens what he stated clearly in 2023 when opposing the Vermont CHS:

"The fact is 70% of Vermonters rely on fossil fuels to heat their homes. To change this, we need to help people through this transition, not punish them. We must also answer some tough questions, which I get asked all the time, like, 'Can our electrical grid handle the load needed for a cleaner and more affordable energy future? How will we make sure people stay warm or charge their vehicles when — not if — the power goes out? … How do we make sure lower and moderate-income families can afford the switch?' There are solutions to these questions, and I share the sense of urgency here. But we've got to get this right."

The point is, in many states, the legislature and agencies are avoiding these tough questions and quietly pushing through harmful legislated policy that will drive up costs and reduce reliability. In Vermont, the governor's office stated that the CHS plan is costly — upwards of $10 billion — and could result in an increase in heating oil costs of $1.70 per gallon. A recent report from the Vermont Public Service Department reported a price tag of up to $2.12 per gallon on propane and over $4.00 per gallon on heating fuel.

We know that anytime a mandated credit system is implemented, it is ultimately a tax on products and a tax that will be borne by the consumer. The states of Massachusetts and Vermont seemingly want to penalize natural gas, oil and propane in order to force the adoption of higher-cost, less reliable electrification solutions.

In a recent ruling, the Vermont Public Utilities Commission (PUC) highlighted that a credit system to implement a Clean Heat Standard is too complex for a small state to manage and a fee on fossil heating fuels would be preferred. This type of statement, of course, acknowledges that the CHS credit system is problematic, but do not ignore the fact that the PUC is still in favor of putting a fee on our heating fuels.

The Massachusetts Department of Environmental Protection, which is responsible for implementing a Clean Heat Standard, has yet to be able to confirm how much this program might cost consumers. I believe this omission is intentional, because if the consumer knew how much this was going to cost, the policy would likely not move forward.

There is still time before either the Vermont or Massachusetts CHS programs are implemented, but now is the time for business owners, suppliers and consumers to speak up! Our concerns on cost, reliability and the importance of energy choice must be heard.

These climate policies in many New England states will not stop until consumers are entirely forced into the electrification of their homes, their cars and their businesses. If you live in a New England state with a proposed CHS, it's crucial to let your legislators and policymakers know that forced electrification is simply not acceptable.

In Vermont, you can learn more about the CHS, its complexity and its consequences for residents and the heating industry at cleanheatvt.com. In Massachusetts you can contact the Propane Gas Association of New England or visit their newly launched website at smarternewenglandenergy.org to learn more about how to take action.

Disclaimer from the author: The reason I got involved with this topic is because I want to see a thriving energy industry with protected energy choice for the consumer. This includes safe, reliable and affordable energy for all. Truthfully, our M&A firm helps oil, propane and HVAC business owners sell their companies. If the Clean Heat Standard is implemented in New England, many business owners will likely not be able to keep up with the costly penalties and may be forced to sell their business. This CHS policy could be a boon to our small, family-owned M&A practice. But I am more interested in stopping these harmful policies then getting more business. We believe business owners should exit and retire on their own terms — not forcibly by poorly conceived state policies that attack freedom of energy choice and taxation of useful heating solutions.

JT Tounge is the managing partner at Tounge Associates, advising owners on the sale of their business. He has 20 years of oil and gas industry experience, is a graduate of the United States Military Academy, an Army veteran and a native of Maine.



NAVIGATING THE MARKET FOR RENEWABLE PROPANE

The benefits of propane autogas & what this means for the future

BY TUCKER PERKINS



If the propane industry can learn one lesson from how other alternative fuel industries are navigating the demand for increasingly clean energy, it is that an alternative energy source needs to be affordable. Specifically, the energy source needs to be cost-effective, with or without government funding or grants. Many industries have failed because their solutions weren't cost-effective once additional funding ran out.

That is one of the most significant benefits of propane autogas: Propane autogas offers the lowest total cost of ownership, and fleet owners will appreciate the quick return on their investment. The cost of propane is much lower than the cost of diesel. The propane industry should discuss these benefits with fleet owners and demonstrate the value propane autogas can bring.

When it comes to the overlap between propane autogas initiatives and renewable energy initiatives — renewable propane, in particular — we are seeing that as fleets replace diesel with propane autogas, they are cleaning up the life cycle emissions of their vehicles while taking advantage of the fuel's lowest total cost of ownership. It's important for the industry to understand that propane autogas vehicles are cleaner in most

states than their electric counterparts when comparing the electric grid's life cycle carbon emissions to those of the propane autogas vehicle.

This is because more than 60% of the electric grid is still powered by coal and natural gas. As more renewable feedstocks become available, our industry will be able to blend renewable propane with conventional propane to meet the net carbon reduction goals of any fleet.

Infrastructure & Marketability

Understanding the differences of the infrastructure and marketability of renewable natural gas (RNG) or other renewable energy methods and renewable propane fueling options is important because one of the biggest advantages of propane autogas is the affordable and easily scalable refueling infrastructure. Renewable propane and conventional propane have the same chemical structure, and as a result, fleet owners don't need to install any special or new refueling equipment to use renewable propane.

When compared with RNG, propane autogas infrastructure costs less than half that of an RNG system. For a moderately sized fleet, propane autogas infrastructure can cost between $50,000 and $200,000. RNG infrastructure for that same fleet would cost more than $1 million to build.

Propane marketers can capitalize on propane's competitive infrastructure costs by offering fleet owners a low- to no-cost lease in exchange for a fuel contract, which locks in a set price per gallon. It's a win-win for the fleet owner and the supplier.

Fleet owners who adopt conventional propane autogas today are already cleaner than the electric grid in most states. And as renewable pathways become more available, they'll already have the infrastructure in place to seamlessly incorporate renewable propane into the fleet to further reduce their emissions.

Envisioning a Path Forward

The biggest obstacle to renewable propane, as with most renewable energy sources, is the supply. There are currently more than 4.5 million gallons of renewable propane produced every year, and those numbers are growing to meet increasing demand.

Renewable propane can be made from a variety of feedstocks. The most common form of renewable propane today is a byproduct of renewable diesel and sustainable aviation fuel (SAF) made primarily from plant and vegetable oils, animal fats or used cooking oil. As the demand for those energy sources grows, the production of renewable propane will also increase.

One of the newer production methods is to use the oil from camelina seeds. Because camelina is not a food crop, the production of camelina as a renewable feedstock is highly scalable, allowing for production to ramp up quickly as demand increases. Recent studies also show renewable propane can be made by breaking down plastics, such as polyethylene and polypropylene, and by converting captured carbon dioxide into renewable propane. Read more about some of the new research in the release "Pioneering Research Uses CO2 to Produce Renewable Propane" at propane.com/newsroom/press-releases.

These pathways have the potential to produce negative carbon intensities, which will provide the ability to blend renewable propane with conventional propane, providing a clear path to zero carbon emissions for the future.

Within the next few years, approximately 100 million gallons of renewable propane are projected to be available, with a total potential of 300 million gallons in the next decade. In fact, by 2050, renewable propane could meet half the world's demand for conventional propane, according to the World Liquid Gas Association.

Readers can visit propane.com/renewable-propane to learn more about renewable propane production.

AUTOGAS FLEETS USING RENEWABLE PROPANE

There are many propane autogas fleets that are incorporating renewable propane. Most notably, this is being seen in the school bus market. The Bonny Eagle School District in Maine has a fleet of 30 buses that run on renewable propane, which amounts to 78% of the fleet. Additionally, the Beaverton School District in Oregon is using renewable propane in 66 of its school buses and is in the process of transitioning more of its diesel buses to run on renewable propane.

Where else can renewable propane be seen in commercial fleets? There are examples of this from coast to coast, including:

- The City of Raleigh is using renewable propane for several vehicles in its fleet.
- In Connecticut, the Pride Travel Center in Hartford has now begun offering renewable propane to fleets.
- In Petersburg, Virginia, the city converted 49 vehicles from gasoline to renewable propane.
- U-Haul locations in California also provide renewable propane for customers.

IDEAL MARKETS FOR GROWTH

Most of the renewable propane is currently being shipped to California, Washington and Oregon for on-road vehicle applications and for off-road forklift applications. The incentives in those states make renewable propane an affordable choice as fleets face decarbonization goals mandated by the state government.

As far as market verticals are concerned, the best markets for renewable propane in on-road applications are school bus, food and beverage delivery fleets, package/parcel delivery fleets, and paratransit. These markets fall into the sweet spot for propane autogas: Class 3-7 medium-duty vehicles that need a range of up to 400 miles, the ability to carry a heavier payload, and must return to a central location for refueling. Propane autogas, and subsequently renewable propane, are the only energy sources that can meet the demands of those duty cycles while also reducing emissions and costs.

The off-road market, material handling and ports are also facing strict carbon reduction goals for 2030 and 2050. Conventional propane will help these fleets meet 2030 goals, while renewable propane and renewable blends pave the path to a zero-carbon future for fleets.

Tucker Perkins is the president and CEO of the Propane Education & Research Council and host of the "Path to Zero" podcast. He can be reached at tucker.perkins@propane.com.



OBERON'S SOLAR STEAM PROJECT: WHAT IT MEANS FOR RENEWABLE FUELS

How does this advancement affect the production of renewables & what can the propane industry take away from it?

BY JESSICA GRAHAM PHILLIPS



IMAGES COURTESY OF OBERON FUELS

In April, Oberon Fuels, a renewable fuels provider, announced a purchase agreement with Sunvapor on a solar steam project that would aim to increase the output of renewable fuels. Knowing Oberon's commitment to the advancement of renewable dimethyl ether (rDME) and the advantages it could provide to reducing the carbon intensity of propane, BPN asked Elliot Anise-Hicks, chief technology officer and co-founder of Oberon Fuels, to provide background information on the solar steam project and what it could mean for the potential impact on the future of renewable fuels, and specifically renewable propane.

Can you give a brief background on the solar steam project?

While Sunvapor had previously installed solar steam in commercial operations, the project with Oberon was their first using a thermal battery. By storing steam in the battery, they can provide us with renewable heat even after the sun goes down. Oberon's Maverick Innovation Center in Brawley, California, was a good fit for a commercial test system — we need heat 24/7 to run the renewable DME process, and there is lots of sunshine in Brawley!

The project is supported by a Department of Energy initiative to develop technologies that provide sustainable heat for industrial applications. Implementation of the equipment has been completed and the solar steam process is going through commissioning and integration into the Maverick operations. Once complete, the Sunvapor process will provide renewable steam for production of renewable DME for at least the next five years under the power purchase agreement (PPA).



How does the solar steam technology work with Oberon's facilities and the production of renewable DME?

Renewable DME production, like many chemical processes, requires heat that is provided by steam. Oberon's Maverick facility includes a conventional steam boiler to run the process. The Sunvapor system delivers steam to the same input point on the process as the steam boiler, reducing the need for steam from the conventional boiler. And because this renewable steam is going through a thermal battery, the steam can continue to be delivered after the sun goes down.

The system at the Maverick plant is designed to offset a portion of the steam needed for the process. Based on data from this initial system, we can deploy systems at future projects that increase the amount of solar steam production and the size of the thermal battery to further drive down the carbon intensity of Oberon's rDME fuel.

In what ways does it increase output and lower carbon intensity for renewable fuels?

Carbon intensity is calculated using all of the energy inputs needed to produce a fuel. Heat for the process supplied with conventional fossil sources will then increase the carbon intensity of the product. Alternatively, the heat can be provided by consuming the renewable feedstock for the plant, which keeps the carbon intensity down, but also reduces the amount of product that can be made. Solar steam bypasses this trade-off, allowing us to keep carbon intensity levels down without sacrificing production volume.

Can you describe the importance of strategic partnerships like this in helping to advance net-zero goals in the U.S.?

Solar steam is an excellent example of an emerging technology that can make sustainable fuels like renewable DME even better. However, there are other emerging technologies that can reduce carbon intensity through waste heat recovery, industrial heat pumps, process electrification, feedstock processing and many more. Traditional project financing makes it a challenge to integrate new technologies into commercial projects — even with better performance, new tech introduces risk that makes financing more expensive. The PPA structure helps to mitigate risk and financing burden on the projects, enabling more projects to be greenlit to deliver more renewable gallons faster. The energy transition is not limited by available feedstocks, land or technology, but by the speed with which we can deploy capital.

How could this project advance the road to renewable propane specifically?

Globally, the liquefied petroleum gas (LPG) market is similar in emissions footprint to aviation fuel. To date, renewable propane has been limited to being a byproduct of biodiesel production. There is a long way to go to develop enough renewable molecules to significantly impact the global supply. Whether new projects are built to produce renewable DME or propane, process heat will be required, and solar steam will be an available tool to reduce the carbon intensity of the end product.

Are there things propane companies can do to enable more widespread incorporation of renewable energy into the market?

Governments around the world are going to continue to push to reduce the carbon intensity of their national energy mix. This will occur at a different pace and in different forms by country, and even within a country — California's Low Carbon Fuel Standard incentivizes low carbon intensity propane far more than most other states.

Whatever the pace, the global trend is toward decarbonization, and propane companies need to be ready to adjust. Incorporating renewable propane and DME into operations now, even on a limited basis, will provide the operational experience needed as the regulatory and market environment changes.

Should the propane industry continue to keep an eye on the renewable DME space as the push for renewable energy increases? If so, why and what are the benefits?

The propane industry is projected to be short on renewable molecules for decades into the future. Renewable DME will be an important part of the transition for the propane market, offering a near-term path to significantly lowering carbon intensity. Additionally, DME has advantages in other applications, including as a means to store and transport hydrogen. As the hydrogen market evolves, the ability to use the existing propane industry infrastructure to safely and cost effectively deliver hydrogen will be a massive opportunity for propane companies.

Anything else you'd like to address?

The energy transition will disrupt many established industries, but also create new opportunities for growth. Embracing new technologies and processes will require creativity in all aspects of how we operate our businesses, but the rewards for navigating these changes will be immense and far-reaching.

Jessica Graham Phillips is the editor of Butane-Propane News magazine.

2024

CORPORATE CAPABILITIES

Each year, BPN publishes this special advertising section filled with products and services designed to help you run your business efficiently. And each year, the companies within these pages share how their offerings bolster your goals to reach the levels of success and longevity you desire for your business. Check out how these industry partners use a combination of innovative and tried-and-true solutions to assist you on the continuing road to long-term industry growth.

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Anova

More than a vendor, Anova is your partner

Anova is the leading provider of IIot (or industrial Internet of Things) solutions to remotely manage industrial assets. The company has over 30 years of experience and award-winning tank telemetry and monitoring solutions. With over 1,250,000 devices monitoring propane/LPG, fuels, oils, lubricants, chemicals, cryogenic gases and LNG, Anova is connecting the industrial world.

More Than a Vendor, Anova Is Your Partner

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

Success Through Collaboration

Anova takes pride in working closely with its 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 its long-time customers and industry partners.

Anova Installation Services

Anova enables propane marketers to realize the benefits of tank monitoring faster by using 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, and 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 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-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 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 drive profit. Outcomes include better fill efficiency, less churn with higher margins and better truck use with more delivered volume, thus 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 IIot 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
1-908-464-2646
marketing@anova.com
anova.com



Otodata Tank Monitors

North America's most accurate & affordable tank level monitor

Once again, Otodata is revolutionizing the industry by introducing its new generation tank monitor.

New & Improved

Otodata's new generation tank level monitor features a brand-new design with exciting new capabilities and the accuracy and reliability its customers have come to trust. Plus, it's more affordable than ever, providing instant return on investment with no upfront costs, starting at just $1.50 a month!

Stop Relying on Predictions

The Otodata team understands 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.

Get Free Integration Support Into Your Existing Software

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

Easily Manage Your Tank Monitors With 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 reducing 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 Your Clients View Their Tanks Anywhere, Anytime With 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 way of increasing your customer retention and loyalty by increasing your interactions and visibility. Otodata also offers free support to help you create marketing campaigns whenever you need it.



See How Otodata Is Revolutionizing the Industry

- Super accurate readings
- Robust industrial design
- 15-plus-year battery life
- Works with all tanks and software
- GPS positioning
- Dual SIM cellular technology (CATM and NBIOT)
- Five-year warranty
- Quick and easy installation
- No internet or gateway needed
- Free branded mobile app and online portal

Otodata's Pittsburgh Facility at Your Service

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

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

RegO/ECII

Leading the way in gas-flow & control solutions for more than a century



RegO is a North Carolina-based company with 100-plus years of advanced manufacturing technologies, innovative product development and global sales network capabilities.

For more than a century, 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 United States for supply around the world with regional customization to meet market meeds.

RegO is now a part of the OPW Propane Energy Solutions Business Unit, which is committed to helping create and deliver precision-engineered products that make clean alternative fuels like propane and anhydrous ammonia 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 here in the U.S., being able to deliver propane to the countryside, but in many emerging markets around the world where people are still using coal and wood for cooking and heating homes. RegO is able to deliver cleaner solutions like propane to those very remote areas.

Only the highest-quality materials go into RegO products. The machining operation uses robotics, CNC machining and computer-integrated manufacturing to achieve exacting standards. After passing stringent quality controls, components are sent 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 upon its 100-plus-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. RegO does this through customer focus, open and honest communication, and continuous improvement.

In 2024, the OPW Propane Energy Solutions Business Group welcomed Marshall Excelsior Co. (MEC) to the OPW PES family of products and services. MEC designs and manufactures a comprehensive portfolio of differentiated, highly engineered products and advanced technologies for mission-critical compressed and liquefied gas applications.

RegO
336-449-7707
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regoproducts.com

Teeco Products Inc.

Quality propane products from a company you can trust

Your Trusted Resource in the Propane Industry

Teeco Products has been a leading wholesale propane equipment supplier since 1946. Headquarters in Irvine, California, along with branches in Sacramento, California; Auburn, Washington; and Rapid City, South Dakota, allow Teeco Products to provide quality products and expert support where it's needed most. With decades of experience and a reputation for reliability, the Teeco Products team is your go-to resource for all your propane equipment needs.

Quality Products From Trusted Manufacturers

Teeco Products takes pride in offering a wide range of products from the industry's most trusted manufacturers. With safety and quality as top priorities, every item in the company's comprehensive inventory meets the highest industry standards.

Regional Sales Managers With Industry Expertise

Teeco Products' team of four regional sales managers is committed to hands-on customer support. They regularly visit customer sites and industry events, bringing deep industry knowledge and personalized service to your team. They are ready to help ensure you have the right tools and guidance.

Training: A Key to Success

Education is one of the pillars of Teeco Products' commitment to the propane industry. The company provides training for professionals at all stages of their careers, ensuring that your team is well-equipped to handle both industry standards and the latest products and cutting-edge technologies.

Full-day training events, including the recent Teeco Auburn Open House in September and Teeco Sacramento Training Day in October, are designed to keep your team up to date. Additionally, the sales managers can coordinate on-site training sessions tailored to your needs.

Custom Fabrication Services

Housed at Teeco's Sacramento, California, location, the fabrication department builds a variety of propane dispensing units and more, ensuring that customers receive high-quality solutions that fit their needs. Whether you need a standard dispenser or a customized solution, Teeco Products' team is ready to deliver.

Strategic Locations for Better Service

Teeco Products' strategic locations allow the company to provide fast, reliable service to propane businesses across a wide region. Each branch is staffed with knowledgeable team members ready to assist with any equipment or service needs. With the team's combined expertise and regional presence, they're able to deliver the products and support you need, when and where you need them.

Your Partner in the Propane Industry

As a trusted partner in the propane industry, Teeco Products goes beyond just providing equipment. The company is committed to helping you run a more successful business by offering quality products, expert advice, hands-on support and comprehensive training. Teeco Products' goal is to be a reliable resource that helps you improve safety, efficiency and overall productivity in your operations.

Contact Teeco today to learn more about how the team can support your business!



Teeco Corporate Headquarters, Irvine, CA



Teeco Auburn, WA



Teeco Sacramento, CA



Teeco Rapid City, SD

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

THE BUSINESS OF PROPANE: A CASE STUDY ON EXPANDING THROUGH ACQUISITIONS & PARTNERSHIPS

FREE • December 4 • 12 p.m. Central

In today's dynamic propane market, mergers and acquisitions are crucial strategies for growth and market expansion. In this webinar, we will dive into the propane industry's landscape, focusing on the process of valuations, acquisitions, integration and strategic planning. Join Christina Armentano, Paraco's chief operating officer/executive vice president, and Douglas Tascarella, currently a regional area manager at Paraco and former owner of Advantage Propane, as they provide insights into the acquisition process from both the buyer's and seller's perspectives. This session will explore the motivations behind such transactions, the operational challenges of integration and the long-term impacts on both businesses.



BPN webinar

SPEAKERS



Christina Armentano
COO and EVP
Paraco

Christina Armentano currently serves as COO and EVP at Paraco, and brings 20 years of business experience marked by versatility in roles both outside and inside family businesses. Her expertise encompasses departmental turnarounds, team building and achieving metric-focused results. In her current role, Christina oversees the operations for the largest privately held propane company in the Northeast. Servicing 120,000 retail customers annually and an estimated 1 million exchange customers, Christina plays a pivotal role in the company's ongoing success. Actively engaged in various boards, including the National Propane Gas Association (NPGA), the NPGA Executive Committee, the New York Propane Gas Association, the Business Council of Westchester, Lakes Gas and the United Way, Christina's commitment to her profession and community involvement underscores her dedication to making meaningful contributions to both her industry and the broader community.



Doug Tascarella
Regional Area Manager
Paraco

Doug Tascarella is the former co-founder and COO of Advantage Propane, a company that provided propane services to residential, commercial and agricultural customers in New Jersey and Pennsylvania. Under Doug's leadership, Advantage Propane gained a strong reputation for its customer-centric approach, safety-first culture and commitment to delivering high-quality propane services. His hands-on leadership style and strategic vision were key to the company's growth, focusing on operational excellence and the adoption of innovative energy solutions. Doug played a pivotal role in expanding Advantage Propane's operations and after 10 years, Doug and his partner set their sights on selling Advantage Propane. This vision came to fruition in December 2020 when Paraco Gas acquired Advantage Propane. Following the acquisition, Doug transitioned to Paraco as a regional area manager, where he continues to uphold a culture of safety and sustainability.

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TerraVest Industries

One source, many solutions

TerraVest Industries, along with its reputable family of brands, is a leading manufacturer of compressed gas equipment in North America. The company's unwavering dedication lies in delivering "one source, many solutions," meticulously crafted to address each customer's distinct requirements.

Setting new industry standards, TerraVest Industries adopts a holistic approach to designing, manufacturing and servicing compressed gas storage and transport equipment. The company's commitment extends beyond product excellence to providing exceptional customer service throughout the entire journey. With TerraVest Industries, every customer receives a trusted partner and an invaluable resource, thanks to the company's highly knowledgeable territory managers conveniently located throughout the United States.

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

- Nationwide, fast delivery
- Massive available inventory
- Flexibility to finance, lease and/or rent
- A wider range of services
- Full portfolio access of brands and products

Bobtail Trucks/Bobtail Tanks

TerraVest Industries bobtails are designed and built by skilled craftsmen using the latest technology and quality materials. The TerraVest Industries team includes thoughtful options such as center console boxes, bucket holders, hose reel options and so much more because they are propane people and understand the features that make a big difference. Sizes range from 1,200 U.S. water gallons (USWG) to 8,500 USWG.

On offer:

- 1,200 USWG up to 8,500 USWG
- An extensive parts inventory
- 1-year, 5-year and 10-year testing, inspections and repairs
- Manufacturing facilities across the U.S. and Canada
- Complete bobtail repair and restorations
- In-house maintenance and engineering team
- Refurbished bobtails

Bulk Storage Tanks & Storage Terminals

TerraVest Industries manufactures a wide variety of sizes from 5,000 USWG up to 180,000 USWG for bulk storage of propane, CO_2, anhydrous ammonia (NH_3), natural gas liquids (NGL), and other chemicals and compressed gases. The company 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 are done in-house, allowing the TerraVest Industries team to provide custom builds and larger designs. The company also provides shipping anywhere in the U.S.



Tank Options

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

Crane Service Trucks

TerraVest Industries offers the most thoughtfully designed crane service trucks on the market, made by people who have been in the industry for a long time and know what it's like to work out in the elements. From flip-up cabinet doors to keep the operator dry while working, to an in-cab aluminum center console box, to an on-board swing-out vise, the TerraVest Industries staff is

committed to building the right truck for each specific customer's operation.

All of the company's truck bodies are built in-house out of its Michigan facility with on-site engineers, so the team at TerraVest Industries can control the quality and provide the maximum level of customization. In addition, everything the company produces is signed off with a signature by the lead technician and a member of the management team because TerraVest Industries wants customers to know it stands behind its products. The company'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 AG and UG domestic tanks from 330 USWG to 1,999 USWG, with custom sizes available upon request. TerraVest Industries gathers regular input and opinions from propane industry professionals and draws inspiration from seeing decades of tank designs to deliver tanks that consistently withstand the test of time.

TerraVest Industries' customers appreciate the following features:



- Straight legs with center supports for solid support and the most manageable leveling
- Thick shells
- 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 and builds them lighter. The TerraVest Industries team offers the utmost in flexibility and customization for transports as they design and build almost everything in-house. 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.

The TerraVest Industries team can build to your specifications, or the engineering staff will design units for your individual needs.

TerraVest Industries proudly offers the following:

- Complete tank trailer repair service — 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 multi-voltage, electrically driven uploading system, micro-filtering system and inert gas purge upon delivery
- Certification — All transports are designed and constructed in accordance with U.S. Department of Transportation (DOT) and Federal Highway Administration regulations and the ASME Code. TerraVest Industries is registered with DOT for the design, construction, testing and repair of MC-331 trailers and maintain U and R ASME certificates

Refurbishing

TerraVest Industries provides refurbishing services for bobtails, domestic tanks and transports. The company uses a proprietary, multistep process to ensure restoration to an excellent and reliable condition.

For more information, call TerraVest Industries at 855-477-9828 or visit the company's site at terravestlpg.com.

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



LEADING THE COMPRESSED GAS INDUSTRY

MISSISSIPPI TANK COMPANY

TerraVest INDUSTRIES

A TerraVest Industries Company



For over 70 years, Mississippi Tank Company has been engineering and building transport trailers in-house for various types of compressed gasses including propane, chlorine, CO2, and NH3.

Are you looking for a highly customizable solution? Give us a call and our experienced engineering staff will design a unit for your individual needs or we can build to your specifications.

Mississippi Tank Headquarters
3000 W 7th St, Hattiesburg, MS 39401

Mississippi Tank Indiana Location
1301 E. Elkhorn Rd, Vincennes, IN 47591

Mississippi Tank Iowa Location
1525 E Eddy Saylor Pkwy, Osceola, IA 50213

855-477-9828

mstank.com

Bergquist Inc.

Solutions through a choice of equipment

Bergquist Inc. offers a complete line of propane parts, equipment and supplies represented by hundreds of leading manufacturers. As an independent propane equipment distributor in the United States, Bergquist brings you a wider variety of products based on quality, performance and overall value, rather than loyalties with a few select brands. That means you receive the options you want and the selection you need with just a single call.

Bergquist stocks over 12,000 different parts and supplies so you benefit with:

- On-call/on-site ordering convenience — Bergquist has everything you need
- Few or no backorder items — it's already in stock
- Fast, reliable and hassle-free service — Bergquist has it out the door within hours

Bergquist Knows Propane

When you order equipment, you expect high-quality brands and fast delivery. But Bergquist gives you more by providing you with a highly knowledgeable staff of propane experts to assist you with your ordering, staff training and product support needs.

Highly Educated Staff

Everyone on the Bergquist team has years of experience in the propane industry and participates in ongoing product training. In addition to a customer service team, the company also supports you with product specialists and area sales managers. That means you benefit with:

Easy Ordering & Accurate Shipments

When you work with people who know their business and the products they sell, placing your order is fast and simple.

Expert Advice on Equipment & Brand Features

Bergquist has a product specialist for each of its major product lines who keeps in contact with manufacturers about new developments. With an average 20 years of experience, plus CETP certification, you can trust Bergquist specialists to give you the advice you need.



On-Site New Product Demonstrations

Bergquist area sales managers are also industry experts as well as members of their state's propane gas associations. Located throughout the country, they are available to visit your location for training and product demonstrations.

Training Solutions for Your Team

Bergquist offers a wide range of training programs from everything on product usage to PEP preparation. Instruction can be provided at the company's training centers, on-site at your location or through a series of video training packages. Bergquist can also create custom training programs to meet the specific needs of your business and staff.

Solutions Through Timely Distribution

When your customers are ready to make a buying decision, you need to act fast. At Bergquist, 99% of orders are processed, packed and shipped within hours of your call.

From Bergquist's Warehouse to You

With over 12,000 items in stock at all times, 24/7 online ordering, an experienced staff and a unique partnership with UPS, you receive the propane equipment you want when you need it.

That means you benefit with:

- Fast, reliable, hassle-free service with no rush fees
- No delays in your service schedule — quick, accurate delivery helps you respond to customers promptly
- Increased business — when you satisfy your customers in a timely manner, you get more referrals

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

overpressure



DSS7 Dual-Stage

This device will shut off the gas supply when the pressure falls below (UPSO) or above (OPSO) the set point.

cavagna group

Wherever gas is used, we are there



Bergquist

Shipped fast. Shipped right. Hassle-free.

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

BLT Tanks' refurbished tanks are painted white, tan and gray with several dome colors available in load lots. The company uses only American-made RegO valves and replace gauges with Rochester Gauges. The tanks are fitted with steel domes and are 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-grade is for the customer who wants and needs quality. B-grade is for the customer who needs economical and reliable tanks. Many of BLT Tanks' customers are unable to tell the difference between A and B grades at a glance. The B-grade tanks are usually available, but sometimes there is a wait due to supply demands.

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

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

The BLT Tanks team provides quality customer service to meet your needs through the work of Tina Johnson, Eastern USA sales manager; JR Heredia, Western USA sales manager; Alison Cue, customer service specialist; Shawn Cruz, valving manager; CJ Ewell, painting manager; Ignacio Guzman, logistics manager; Eva Ryan, tank inventory specialist; Tabitha Ryan, safety director/marketing; Nick Rollins, DOT/fleet specialist; Toddie Rollins, business manager; and Brad Ragains, owner.

BLT Tanks LLC employs a total of 65 employees.

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



BLT Tanks LLC

800-753-5467

BLTTanks.com

Celebrating 30 Years!

Selling & Refurbishing Propane Tanks Since 1994

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

Fall Sale



200 lb Used As Is good vertical ·· $185	420 lb Used As Is DOT vertical····· $350
420 lb Rebuilt vertical····· $499	120 gal Rebuilt····· $605
150 gal Rebuilt ····· $550	172 gal Rebuilt····· $499
250 gal Rebuilt ····· $925	330 gal Rebuilt····· $1,075
250 gal Rebuilt UG·····$1,350	330 gal Rebuilt UG ····· $1,350

479 gal Rebuilt C ····· $895

500 gal Rebuilt Bad Tag, BN(pitted), Bad Dent, & End fill ····· $975

1,000 gal Rebuilt Bad Tag, BN(pitted), Bad Dent, & End fill ····· $1,750

Call for availability. Limited warranty on all rebuilt tanks.

All prices listed on our website are plus freight. Prices and availability are subject to change.

New Freight Rate $4.95 per loaded mile.

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. At Blue Peak Resources, the mission is simple: to connect 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 because they know what you need and are there to guide you each step of the way.

Our Services

Blue Peak Resources' 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 their extensive network as they ensure the best match for your business. The company's 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 the Blue Peak Resources' leadership team to stay active in associations. The company is proud to be affiliated with:

- Florida Propane Gas Association
- 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 team'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



From our families to yours ...

This Thanksgiving, as you gather around the table, take a moment and reflect on the joy and smiles of those around you. Know just how lucky you are to be part of a legacy that has come before you and one that will go on after.

Your table may not be perfect, but it's perfectly yours. And that is all that matters!

BLUE PEAK
RESOURCES
BLUEPEAKRESOURCES.COM
914.420.2933 • JA@BPEAKR.COM

Cavagna Group

Wherever gas is used, Cavagna is there

The Cavagna Group, established in northern Italy in 1949, is a family-run enterprise specializing in manufacturing equipment for processing, distributing, controlling and measuring various gases across diverse supply chains. Over the years, it has evolved into an international conglomerate comprising multiple companies worldwide.

Leveraging its extensive expertise and ongoing investment in research and development, the group has diversified its portfolio to cater to different industries and use its know-how in:

- LPG
- Health care
- Compressed gases
- Natural gas
- Alternative fuel systems
- Gas metering
- Industrial process management

Significant emphasis has been placed on product development to meet global standards and the specific requirements of each market, ensuring optimum safety and efficiency across different applications. As part of its commitment to industry collaboration, the Cavagna Group actively engages with national and international trade associations and participates in advocacy initiatives promoting the safe use of gases for societal and environmental benefits.

Encompassing values such as enthusiasm, innovation, commitment and sustainability, the Cavagna Group remains steadfast in its dedication to providing superior, safe and high-quality equipment to meet evolving challenges.

And today, as the Cavagna Group celebrates its 75th anniversary, the same values, goals, determination and enthusiasm remain as strong as ever.

Wherever gas is used, Cavagna is there.

About Cavagna North America

Cavagna North America, a division of the Cavagna Group, serves as a vital industrial partner facilitating the safe treatment, distribution, control and metering of gases in the American market. Established in 1996, Cavagna North America is committed to delivering premium products and solutions to meet diverse requirements promptly.

As Cavagna's workforce and customer base have expanded, so too has its business lines, enabling the company to serve the entire United States and Canada. With strategically located facilities in Somerset, New Jersey, and Houston, Texas, Cavagna North America is well-positioned to efficiently meet the needs of its customers.

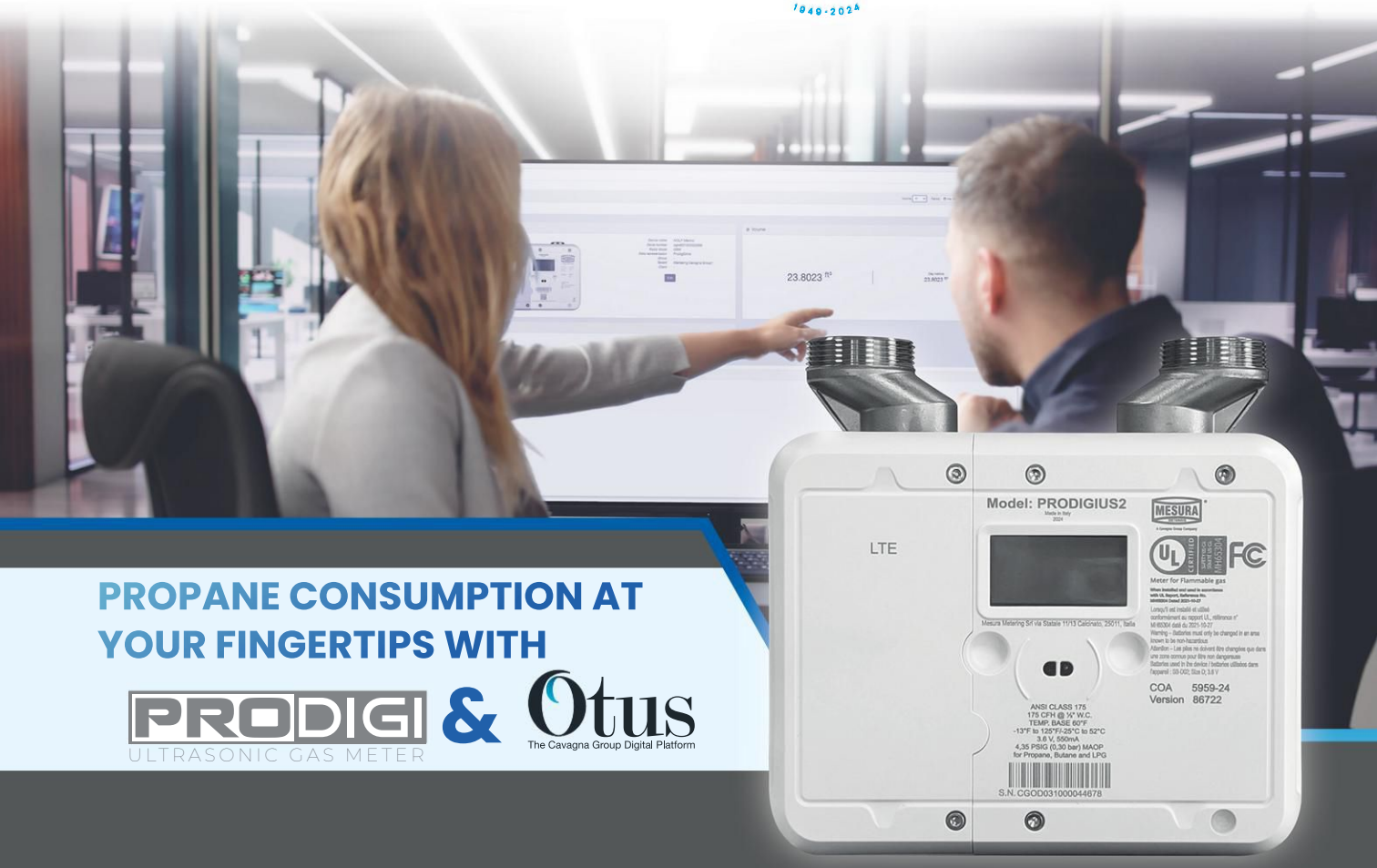
Cavagna North America's product range includes LP gas valves, ASME, forklift and motor fuel tank valves; medium- and high-pressure cylinder valves for industrial, medical and specialty gases; and a variety of high- and low-pressure LP and natural gas regulators.

Cavagna North America
732-469-2100
info@us.cavagnagroup.com
cavagna.com



cavagna group
Wherever gas is used, we are there

CELEBRATING 75 YEARS 1949-2024



PROPANE CONSUMPTION AT YOUR FINGERTIPS WITH

PRODIGI ULTRASONIC GAS METER & Otus The Cavagna Group Digital Platform

Otus Cavagna Group Platform is the data management system for the PRODIGI Smart Meter.

- Remote monitoring and reporting
- Optimize efficient deliveries
- Monthly billing to reduce accounts receivable
- CSV and API downloads available

NOW California Approved

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

EDP

Preserving your company's legacy

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 42 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 24 states, with further expansion on the horizon.

Preserving the Legacy for Propane Business Owners

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, 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

In 2022, Dave Barrett and Malcolm Barrett of Barrett Propane in Prescott, Arizona, crossed paths with several EDP executives at the NPGA Southeastern Convention & International Propane Expo. Just four short months later, the Barrett family sold their business to EDP. One big factor that impacted their decision was EDP's commitment to remaining active in the local community.

"Not only did EDP commit to taking good care of our customers and employees, they agreed to retain our company name and remain active on a local level," said the Barretts. "We support several local organizations and have for many years, so as long as our name was going to remain on the door, that ongoing community support was extremely important to us."

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 know how to serve propane customers.

For more information or for a confidential conversation, reach out to EDP's David Stroupe with the information below.

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

Thinking About Selling?

Hear from a Propane Business Owner Who — Two Years Later — Is Glad He Chose EDP



"I liked EDP's business model of retaining the company's name and its employees, and continuing to provide great service to its customers. I also liked EDP's focus on safety. They are serious about safety education for everyone."

John DesJardins
Former Owner / Current General Manager
Harbor Point Energy
Frankfort, NY

EDP will value your company's legacy and take excellent care of your employees. After more than 40 transactions, we invite you to see what other sellers have to say by visiting edplp.net/testimonials.



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 in transitioning your business.

EDP

WWW.EDPLP.NET

Elaflex Pacific

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 950 people within the group. Headquartered in Hamburg, Germany, Elaflex has 20 locations around the world to help you gain experience with standard and unique fluid handling applications. This global reach has allowed Elaflex 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, responsible for supply into North America. 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 UL propane hoses
- Low-loss, MannTek Dry Disconnect couplings and pull-aways
- Reliable K15 and ACME autopropane nozzles, including the new GG40

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. In 2023, Elaflex U.S. Inc. opened its doors to provide local sales and support to the existing network.

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.

The New GG40 & ZVG2 EURO UL — K15 Quick Connect Nozzles:

- Light, durable, repairable and cost-effective, Elaflex now offers two K15 quick connect nozzles to the market. The new GG40 boasting a lower lever force and higher flow rate than the ZVG2 counterpart.
- 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
sales@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

Ferrellgas makes propane acquisitions easy

What does Ferrellgas mean when it 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. And when 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 thinking about selling or are ready to sell, the Ferrellgas team looks forward to discussing your goals.

What Else Sets Ferrellgas Apart?

Ferrellgas' emphasis in propane acquisitions is also evident through the company's acquisitions integration team. This first-of-its-kind group includes Ferrellgas employee-owners dedicated to developing and implementing processes to ensure a smooth — and easy — transition for both the people 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 stands ready to ensure that the employees and customers of today's independent propane companies will remain in good hands tomorrow with Ferrellgas.



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 the Birmingham Service Center, central region manager, vice president of operations for the eastern U.S., and a member of the National Propane Gas Association 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

“I felt like Ferrellgas made it easy.”

- Brent Wingett
Owner, North Cascades Propane

Ferrellgas
Fuel Life Simply®



Learn how we make selling your business easy in this step-by-step guide.

VIEW GUIDE



Contact me for a confidential, no-obligation valuation.

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

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LPG Ventures

Comprehensive storage solutions & full-service capabilities

LPG Ventures is a full-service propane service and equipment supply company, specializing in ASME-certified storage tanks (new and refurbished), plant construction and wholesale equipment sales. With a strong commitment to quality and safety, the company provides comprehensive solutions encompassing design, engineering, manufacturing and installation.

LPG Ventures takes pride in offering custom new ASME storage tanks up to 120,000 gallons, tailored to meet your unique specifications. LPG Ventures' refurbishment center ensures that used tanks meet ASME standards for safety and performance. With over three decades of experience, the company offers a wide range of services, from new plant construction to turnkey projects for large-scale installations.

Capabilities

- *Full-service provider:* LPG Ventures offers a wide range of services, from propane storage tank manufacturing to transportation and installation.
- *Design and engineering:* The in-house team specializes in creating efficient solutions tailored to your specific operational needs.
- *Precast concrete piers manufacturing:* LPG Ventures manufactures high-quality precast concrete piers designed for secure tank installations.
- *DOT certified repairs:* LPG Ventures is a licensed DOT-certified facility for repairs, manufacturing and alterations, providing reliable and compliant services.
- *MC331 annual and five-year inspections:* The certified technicians conduct thorough inspections to ensure the safety and integrity of your tanks.
- *Full refurbishment center:* LPG Ventures offers complete refurbishment services for both DOT and ASME storage tanks, restoring them to peak performance.
- *Transportation services:* The team handles logistics for tanks up to 120,000 gallons, ensuring timely and safe delivery.
- *Installation and service work:* The experienced team provides installation and ongoing service support for all propane storage solutions.
- *Tank purchasing and removal:* LPG Ventures facilitates the purchase and removal of tanks, simplifying the process for its clients.



Rail & Pipeline Terminal Specialists

The LPG Ventures specialized team focuses on designing and constructing efficient rail and pipeline systems for:

- *LPG, NH3 & NGL facilities design, engineering and construction:* Ensuring optimal functionality and safety.
- *Custom and proprietary railcar transfer systems:* Tailored solutions for effective liquid transfer.
- *Turnkey projects:* Comprehensive management from design to completion, ensuring seamless integration with existing operations.

Products

- *Skid tanks:* High-performance tanks ideal for on-site use.
- *Custom ASME storage tanks:* Up to 120,000 gallons, designed to meet your unique specifications.
- *Wholesale parts and equipment distribution:* LPG Ventures distributes quality parts from leading manufacturers such as Fisher, Corken and Jomar, including vaporizers, pipe fittings and flanges.
- *18,000 gallon Port-a-Paks:* Portable storage units for flexible applications.
- *Transloaders:* Efficient, portable liquid transfer solutions for easy handling.
- *Liquid transfer skids:* Complete systems for quick and efficient liquid handling.
- *Used ASME bulk storage tanks:* Quality used tanks available for cost-effective solutions.

Whether you need assistance with tank installation, equipment supply or refurbishing services, LPG Ventures is your one-stop partner.

Contacts:

- Ian Baanders — sales
- Ron Keeling — central sales
- Rich Matney — eastern sales
- Colin Rogers — western sales
- John Baanders — owner

LPG Ventures says *let's build your future together.* Visit lpgventures.com to learn more about how LPG Ventures can support your business.

LPG Ventures
816-903-1806
info@lpgventures.com
lpgventures.com





LPG ENERGY SERVICES

Energy You Can Count On

COMPLETE STORAGE SOLUTIONS



PRODUCT & EQUIPMENT SALES

- NEW PLANT CONSTRUCTION
- PRE-CAST PIERS
- DOT TESTING
- TRANSPORTATION
- TANK SALES

971 N JEFFERSON ST. KEARNEY, MO 64060

LPG ENERGY SERVICES | LPG VENTURES

(816) 903-1806

(888) 738-8764

INFO@LPGVENTURES.COM

WWW.LPGVENTURES.COM

Metsa Tanks

Direct service, premium quality

Metsa is a family-owned tank manufacturing company with a 41-year legacy of delivering ASME-certified propane tanks ranging from 120 gallons to 2,000 gallons. Metsa's mission is to make the process of equipment acquisition as easy and cost-effective as possible, ensuring customers receive the best-quality product available. Metsa manufactures tanks for above ground, underground and AGUG applications to meet all of its customers' needs. The company prioritizes quality, using top-of-the-line valves, gauges and powder-coated paint for the best finish on the market and with a prime-coated option for high-risk areas, such as the far north and coastal regions.

Metsa Logistics Fleet

The Metsa team goes where you need them, delivering products quickly across the U.S. and Canada through the company's in-house transportation fleet. Metsa's highly trained professional drivers will safely unload your propane tanks with their crane trucks right where you need them. Owning its fleet lets Metsa provide exceptional flexibility, ensuring tanks are delivered exactly when and where customers need them, even across multiple yards. Metsa's advanced GPS systems keep drivers in constant communication, so you'll always know the exact location of your tanks once dispatched.

7-Year Paint Warranty

Metsa cares about its customers' businesses and wants to help them grow by providing a reliable product. That's why Metsa now offers an industry-leading, seven-year paint warranty. Metsa is constantly researching, improving and investing in its process, workforce and equipment to deliver the best product in the market. The company's automated paint booth, operational for over three years, features 14 automated paint guns, powerful powder extraction and a climate-controlled environment, ensuring excellent quality and the best finish in the market.

Autogas Dispensers

Three years ago, Metsa got involved in the autogas infrastructure sector by offering fully customizable dispenser model tanks, ranging from 1,000 gallons to 1,990 gallons. In partnership with Gas Equipment Company, Metsa delivers turnkey products with the highest-quality builds to ensure performance and safety. While most tank manufacturers offer "cookie cutter" solutions, Metsa customizes tanks for specific applications, enhancing safety and functionality.



Innovation

This year, Metsa is proud to introduce its revolutionary underground plastic dome. Developed through customer insights, it promises aesthetics, durability and ample space for hassle-free installations by technicians. The dome is composed of a high-density polyethylene with a working area of 24 inches by 24 inches, which will allow a hassle-free installation and enough space for any monitoring devices you need.

Exceptional Service

Metsa's top-quality sales team is expanding to improve regional coverage and ensure clients receive the proper attention and support they deserve. Metsa strives for the best customer service and is confident its team will provide the best solution for your needs. You can meet Metsa sales executives at events throughout the year, such as the TPGA, NPGA, PGANE and WPGA expos, as well as over 12 state associations the team actively participates in. Metsa values customer feedback from service calls and surveys, continually refining products to meet your expectations. Contact your sales representative today to learn more about Metsa!

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

BEST FINISH
IN THE MARKET

7 year
paint warranty

METSA



New UG DOME
Now in the field



1-800-609-TANK.
sales@metsa.com
Metsa Tanks
www.metsa.com

Propane Education & Research Council

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

The Propane Education & Research Council (PERC) is responsible for leading the development of clean propane-powered solutions that Americans trust today, and the innovations they'll rely on tomorrow. PERC fosters new product technology and development, provides world-class safety education and training, and educates consumers about the safe, efficient and environmentally friendly benefits of propane. PERC also inspires Americans to choose propane at home, at work, on the road and on the farm — anywhere they need energy for everyone. 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 the council's 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 investments in new technology have generated hundreds of millions of new gallon sales nationwide. These investments accelerate 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 — anywhere they need energy for everyone.



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 and renewable propane play as an energy for everyone — today and into the future.

Want help talking with homeowners and business owners about propane's benefits? Start at propane.com/resource-catalog.

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

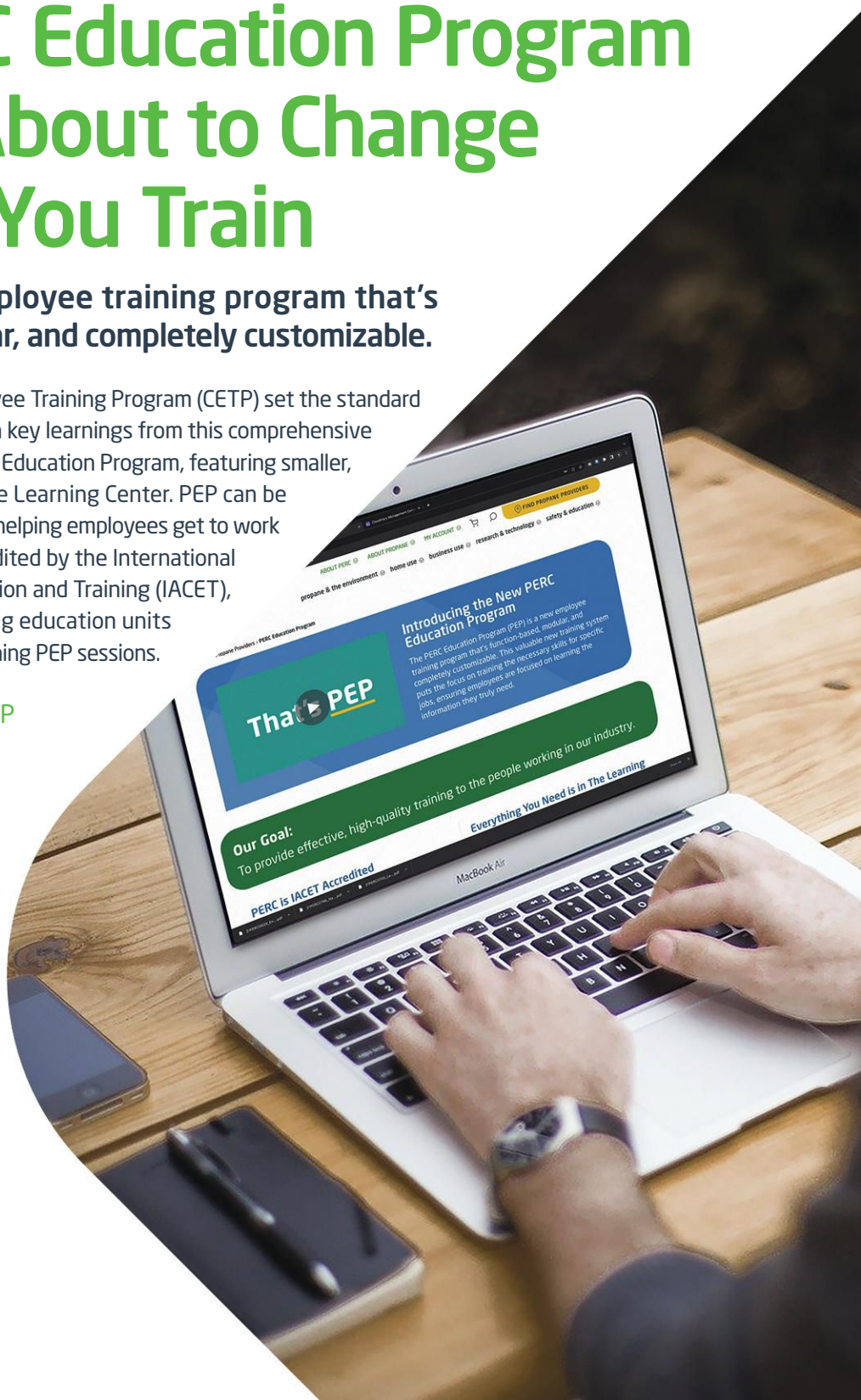
ENERGY FOR EVERYONE®
propane

The PERC Education Program (PEP) is About to Change the Way You Train

Introducing a new employee training program that's function-based, modular, and completely customizable.

For years, PERC's Certified Employee Training Program (CETP) set the standard for the industry. Now, we've taken key learnings from this comprehensive program to create PEP — the PERC Education Program, featuring smaller, module-based training within The Learning Center. PEP can be customized to fit company needs, helping employees get to work faster. Plus, PERC has been accredited by the International Accreditors for Continuing Education and Training (IACET), making us able to issue continuing education units (CEUs) for instructor-led and eLearning PEP sessions.

The transition away from CETP to PEP has already begun — learn more and see currently available learning paths in The Learning Center at: **propane.com/PEP**



Quality Steel Corporation & LP Cylinder Service Inc.

Tanks you know — people you trust

Quality Steel Corporation's History

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

Under the management of Lowry's son, Jim Tims, QSC acquired additional manufacturing facilities and assets in 2013 in Fremont, Ohio, and West Jordan, Utah. This expansion allowed QSC to cover more ground and maintain a fair business while remaining loyal to customers.

To further enhance the company's portfolio, Quality Steel acquired LP Cylinder Service Inc. (LPC) in 2019 in Shohola, Pennsylvania. As a U.S. manufacturer and refurbisher, QSC and LPC work to offer superior asset solutions to customers nationwide. The company is now a third-generation family business, with Sean Wessel (Jim Tims' son-in-law) as the CEO for Quality Steel Corporation.

Company Guarantee

Quality Steel is committed to providing the best experience, products and services. Your success is QSC's priority, and the company is dedicated to delivering top-notch tanks, white-glove deliveries and five-star customer service at every touch point. The company's teams are constantly working to enhance your experience with both Quality Steel Corporation and LP Cylinder Service. Trust the people and tanks you know!

Solutions

Quality Steel and LP Cylinder's products and services are at the highest caliber. QSC and LPC have partnered with Buckeye Fabricating to fulfill custom tank needs. Buckeye Fabricating engineers and manufactures ASME pressure vessels, storage tanks, jacketed tanks and test chambers for various industries. QSC and LPC also collaborate with LT Logistics for air-equipped deliveries nationwide.



QSC Products & Services

- New ASME tanks manufactured in the U.S.
- Range of tank sizes: 120-gallon to 2,000-gallon domestic tanks
- LP gas, autogas dispensers and anhydrous ammonia (NH_3) tanks
- Financing available for approved customers

LP Cylinder Services

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

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

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

LP CYLINDER SERVICE INC.

QUALITY STEEL

Tanks You Know People You Trust

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



www.lpcylinder.com 570-685-7924 www.propanetank.com 800-345-2495

Smith Precision Products Company

Delivering exceptional quality since 1938

History

Having manufactured many different model pumps and prototypes over the last 85 years, Smith Precision Products Company (Smith Pumps) is a specialist in liquefied gas transfer, listing the first pump with Underwriters Laboratory (UL) for LP gas in 1955. Based in Newbury Park, California, this fourth-generation, family-owned company serves the global markets with its innovations — and has done so since its founding in 1938.

It was Reuben Stanley Smith, nephew of A.O. Smith of the A.O. Smith Corporation, who founded the company all those years ago. A remarkable inventor, Smith filed over 60 patents, including the mechanical marvel car assembly line, capable of manufacturing 10,000 automobile frames daily; the first gasoline-powered automobile manufactured in Los Angeles, shown presently at the Peterson Automotive Museum; and the Smith Meter, which is still being used today throughout the refined fuels industry.

Some of Reuben's patents are the beginnings of the products Smith Pumps manufacturers in present time. Alongside these, the company also manufactures accessory items for the pumps, including external bypass valves, Y-type strainers and flexible drive couplings.

Products

Smith Pumps is known for its ease of maintenance and simplicity. The company's maintenance-free mechanical shaft seal design is used in all of its pump models and is unique in that the seal components are prebuilt onto the drive shaft itself. This allows the end user to change the seal in a matter of minutes without removing the pump from the pipework. Besides being easy to maintain, the mechanical seal design of Smith Pumps promotes safety and exceptional quality, as every seal is dynamically tested before shipping.

All of Smith Pumps' LP gas products are UL listed, CE/UKCA compliant for overseas markets, and the company holds an ISO 9001 Quality Management accreditation. These approvals involve unannounced audits throughout the year by various third parties, ensuring quality standards are held in the highest regard.

In addition to LP gas, Smith Pumps manufactures products suited for a diverse range of liquid services and industries. Such liquids include industrial gases, refined fuels and dielectric heat transfer fluids.



Today

The most recent developments in the past year have been plant upgrades at Smith Pumps and at Smith's sister company, Full-Circle, which manufactures swivel connectors commonly used on LP gas bobtail trucks.

"Our lead times were affected tremendously by local regulations during the pandemic, as well as increased market demand in 2023," says C.J. Smith, fourth-generation president of Smith Precision Products. "It has been quite amazing what we have been able to accomplish this year in terms of reducing lead times. We have been able to manufacture the same product developed by our previous generations, but more efficiently without sacrificing quality. While we have more projects in the works, my hat goes off to our staff as well as our newly formed partnerships with our manufacturing suppliers who have made these most recent improvements possible."

Smith Precision Products Company
805-498-6616
info@smithpumps.com
smithpumps.com

The Smith E-Series Cylinder Filling Pump





The most user-friendly pump on the market!

Trusted for decades serving both domestic and global partners abroad

- SUPERSEAL™ mechanical shaft seal assembly eliminates fumbling around with loose parts and is liquid tested under pressure before installed in a pump or supplied as a spare part.
- Seal can be replaced in a matter of minutes without removing the pump from the pipework.
- Built-in internal/external bypass valve simplified in a self-contained removable cartridge.
- Built-in stainless steel strainer.
- No greasing or lubrication required.
- Can be rotated in four positions on the motor to accommodate piping.
- Model EG-1Z; rated 10 gpm; 1 hp. 1 or 3 phase available.
- Model EC-HZ; rated 15 gpm; 1½ hp. 1 or 3 phase available.

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NATIONAL PROPANE GAS ASSOCIATION

MEMBER

TRIARC Tank

Drawing on a 90-year legacy to provide cutting-edge tank solutions

Located in Dallas, Texas, TRIARC Tank boasts a 90-year legacy in steel tank manufacturing. It all began in 1933 as Trinity Steel on the banks of the Trinity River in Dallas. Over the years, it transformed into Trinity Industries, a manufacturing giant producing everything from railcars to highway products. In 2018, Trinity Industries refocused on railcar-related businesses, including its original propane tank production, then Arcosa Tank, under the newly formed, publicly traded company Arcosa Inc.

In 2022, Arcosa Tank was acquired by Black Diamond Capital Management, marking a new era for the company. Embracing this change, the company proudly reintroduced itself as TRIARC Tank, paying homage to its esteemed predecessors, Trinity and Arcosa.

TRIARC Tank crafts residential and commercial propane tanks ranging in size from 57 water gallons to 2,000 water gallons. Additionally, the company's two fabrication facilities can produce nurse tanks up to 3,000 water gallons, autogas dispenser tanks up to 2,000 water gallons, and storage tanks up to 12 feet in diameter and 120,000 water gallons — including in-house production of tank heads.

Quality is at the heart of TRIARC Tank's operations. The company maintains strict quality assurance and control measures to ensure the highest standards for every tank it produces. With the TRIARC Tank team's extensive experience at the manufacturing facilities, they can create durable and reliable tanks, earning the trust and loyalty of their customers.

Safety is the company's top priority. TRIARC Tank has implemented comprehensive safety protocols to protect its employees and customers, with all its tanks undergoing rigorous testing to ensure safe and efficient operation. Furthermore, the company provides extensive training for its workforce to instill a safety culture throughout the organization.

At TRIARC Tank, building strong customer relationships is crucial to the company's success. TRIARC Tank's sales team, collectively possessing over 130 years of experience, offers personalized support to help customers select the right product for their needs and ensure timely delivery.

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

TRIARC Tank develops cutting-edge solutions for the industry using its rich history and extensive experience in innovation and construction. The company's deep understanding of the sector and commitment to innovation allows it to create transformative and impactful solutions that meet the evolving needs of its clients and the industry.

TRIARC Tank
888-558-8225
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TRIARC TANK provides high-quality steel pressure vessels for the energy and agricultural markets, including ASME propane tanks and large-scale storage systems.













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(888) 558-8529

Worthington Enterprises

Delivering world-class quality & customer service with a 'people-first' philosophy

Worthington Enterprises is an industry-leading global manufacturer of propane gas cylinders and tanks. With over 65 years of manufacturing expertise, Worthington has a relentless dedication to driving its customers' growth and advancing the propane industry with high-quality products and a focus on innovation and technology.

The Worthington Difference

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



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

Your Premium Industry Partner

At Worthington's core, the company 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.

Worthington is your trusted domestic supplier with the most complete line of quality tanks and cylinders available in a variety of sizes, from small portables to large system tanks. Each product is manufactured to not only meet, but exceed, industry standards in 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 propane gas space, the company is developing new and innovative solutions that solve for the wide range of challenges 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.

Optimizing Your Fleets With Innovative Products

Two prime examples of that innovative spirit are Worthington's SmartLid remote tank monitoring solution and the SureSense capacitance probe. Maximize your monitoring reliability by pairing these two products and know with confidence your customers are covered. SmartLid is the only integrated lid and monitor solution for both vertical and horizontal propane tanks. Each SmartLid features 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.

SureSense eliminates sticking guages that cause innnacurate tank readings. It easily connects to SmartLid using a BLE connection. Level readings are updated every two minutes, giving you real-time data to manage your operations efficiently. Get the total package.

For more information and to keep an eye on what Worthington has in store next, visit the company's website at worthingtonenterprises.com/propane or contact the Worthington team at cylinders@wthg.com

Worthington Enterprises
800-944-2255
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worthingtonenterprises.com

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- 10-year battery life
- BLE wireless technology for simple telemetry connection without using a wire

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ADD Systems

A complete software solution provider



ADD Systems is a leading provider of back-office and mobile software for the propane industry. With over 50 years of dedicated service, ADD Systems offers a complete solution, rich with options, to meet your needs. Gain efficiencies and improve profitability every step of the way with accounts receivable, delivery and service scheduling and dispatching, mobile solutions for drivers and techs, parts inventory scanning, BI reporting, financials, web services to interface with partner products and hardware/cloud solutions.

Constant Research & Development

ADD Systems is driven to stay on the cutting edge of technology with a heavy investment in research and development, driven by the changing propane industry and the direction of the ADD Systems user group. Backed by the industry's largest programming team, ADD Systems' technology empowers its clients to turn challenges into opportunities and profits at a moment's notice.

Focused on Excellent Support

Your business relies on its technology partner for consistent, outstanding support to keep you at your best. The team at ADD Systems takes that responsibility seriously. ADD Systems' nationwide staff, made up of industry veterans, has a true understanding of your specific needs and a dedication to your success. From the extensive support staff to the president, the ADD Systems team is here for you.

Learn More

ADD Systems' continuously evolving solutions come from a partnership with clients and a commitment to the success of 20,000-plus users. Learn more at addsys.com or call 800-922-0972.

ADD Systems
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sales@addsys.com
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Alliance Energy Services

Introducing Alli, your collaborative portal

Alliance Energy Services is a leading wholesale propane marketing company that operates in the U.S. and Canada.

It's Not Just About Pricing

In the retail propane world, achieving the best pricing from suppliers is only part of the battle to success. Having access to prompt and accurate invoicing from suppliers should not be a luxury. Alliance Energy Services is thrilled to announce Alli — your dedicated collaborative portal designed to streamline operations and enhance teamwork across the propane supply chain.

What Is Alli?

Alli is a cutting-edge collaborative portal tailored specifically for Alliance's customers — propane retailers. This platform empowers customers to connect, share vital information and manage invoices and contract liftings with ease, ensuring that your business operates smoothly and effectively.

Key Features

- *Real-time invoicing:* Alli allows its customers to retrieve completed invoices instantly through the platform.
- *Updated contract status:* Alli takes away the guesswork on knowing how much obligation is left on the contracted volumes.
- *Data-driven dashboard:* Use analytics tools to gain insights into order processing, delivery performance and productivity, helping with optimization.
- *Robust security measures:* Protecting your data is Alliance's priority; Alli offers advanced encryption and compliance with industry regulations, giving you peace of mind as you collaborate.

What Is the Cost of Alli?

Alli is free to all of Alliance's customers. Contact Alliance for more information.

Alliance Energy Services
816-421-5192
info@alliancec3.com
alliancec3.com



American Standard Manufacturing Inc.

The standard of excellence in service & quality



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

ASM was founded in 1990 to produce high-quality cylinder exchange displays for the grill cylinder exchange business, the brainchild of founder Coleman Vickary. That product line continues to set the industry standard for durability and innovation.

Building on ASM's original product line of cylinder exchange cabinets, the company broadened its scope to include propane forklift cylinder storage, high pressure cylinder storage for welding and industrial appliances, and a range of innovative, ergonomic cylinder handling equipment.

ASM prides itself on its quick turnaround, its custom design capabilities and its superior personal service. No job is too big or too small, and ASM treats every order with the same uncompromising devotion to superb quality.

ASM Does Things Differently

Customers choose ASM's products for several reasons:

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

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



B&A Energy Partners LLC

Using a simple approach to extract maximum value for sellers & buyers



What B&A Does

When deciding to sell your business, you need a partner that can seamlessly guide you through the process and extract maximum value while ensuring the buyer respects the legacy of the business you have built. The B&A Energy Partners team possesses over 100 years of combined experience in operations management specializing in acquisitions from both the buy side and the sell side.

History

B&A Energy Partners was founded by former industry executives who believe there is a better way to assist independent propane and heating oil companies in selling their business.

The B&A Energy team leverages their deep operations experience and their knowledge of acquisitions in this sector to provide assistance that is unparalleled in the industry. Having been on the buy and sell side of these transactions while employed by large and small companies alike, the B&A Energy team saw a need that was unfulfilled. This need was a team dedicated to the buyer and their needs, who understand the intricacies of this industry and can provide significantly more value to a seller than a traditional brokerage firm.

Services

B&A Energy Partners specializes in:

- Seller representation
- Business review and valuation
- Start to finish transitional support
- Operations guidance for improved and/or streamlined processes that add value
- Margin and profitability guidance
- Securing a buyer that fits your goals

If you're ready to sell or just want to discuss options, B&A Energy Partners is your trusted partner — B&A Energy Partners has a simple approach.

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





Derek Ashmore
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Benny Gay
East
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benny@baenergypartners.com

B&A Energy Partners
baenergypartners.com

Industrial Propane Service & IPS Equipment

A family of solutions for the propane industry!

Industrial Propane Service was founded in 1968 by Charles and Helen Vandemark. The company focused from the beginning on propane plant construction and service. Robert and Brenda Vandemark ran the company from 1988 to 2008, during which time the company split to create IPS Equipment as the wholesale distribution branch. The third generation took over in August 2008.

Jeff Vandemark, Rob Vandemark and Kim Godlewski (all siblings) have become experts in their own areas of the business. 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 both offices.

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.

IPS is a full-service company:

- Bulk plant construction and service specialists
  - LPG/NH_3 plant design and engineering
  - Storage tank sales
  - Plant service work
- Truck specialists
  - New units
  - Rechassis
  - 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 & IPS Equipment Inc.
800-621-4137
sales@ipsequipment.com
whyips.com



Jomar Valve

Dedicated to customers, innovation & quality



Founded in 1966 by former Navy Commander Joseph Martin, Jomar Valve set out to change the way the valve industry thought about valves. Innovation was paramount in Martin's quest, and as a result, several of his valve designs are now industry standards. In addition, Jomar Valve was the first to offer one valve platform certified to UL, CSA, FM and NSF — one valve for virtually any application.

Today, Jomar Valve continues to provide customers with high-quality, innovative products to meet the demands of any project. The company's diverse product line supports plumbing, industrial, actuation, HVAC and gas applications. Jomar Valve's parent company, Fratelli Pettinaroli, is an ISO 9001 Italian manufacturer based in northern Italy. Together, with Jomar Valve's long-standing reputation for excellence and innovation, the company has redefined the standard of quality in the industry.

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

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



LPG & NH3 Supply

Your single source for propane equipment, construction & fabrication



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

Representing Manufacturers You Know & Trust

LPG & NH3 Supply takes pride in offering quality items that are made in the U.S.

Manufacturer partners include RegO, Blackmer, Corken, Algas-SDI, Modine, Ward, X-Riser, etc., offering a wide range of products, including regulators, compressors, pumps, motors, vaporizers, tanks and more.

The LPG & NH3 Supply Advantage

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

Offering Fabrication Services

LPG & NH3 Supply fabricates items such as skidded dispensers, vaporizers and pump assemblies, built with quality components for agricultural, commercial and industrial use. These products are fully piped and jobsite-ready. The company also offers PRINS EPA-certified systems for vehicles to run on propane autogas and gasoline.

Ready to Serve You

The team at LPG & NH3 Supply values your business and sets out every day to earn it. The company's professional sales team regularly connects with customers to best serve their wants and needs.

Contact LPG & NH3 Supply today at 800-328-0314 or visit its online store at lpgnh3.com.

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Marshall Excelsior Company

Committed to increased safety, operational efficiency & low-emission products



For 48 years, Marshall Excelsior Company (MEC) has been manufacturing high-quality liquefied petroleum gas (LPG) and NH_3 equipment with a commitment to increased safety, operational efficiency and low-emission products. MEC has developed a catalog of products that supports the bulk plant, transport, delivery/dispensing and domestic applications.

MEC Is Now Part of the OPW Family!

MEC is excited to join OPW Global, a Dover Corporation, as part of the propane energy solutions sector. This strategic move enhances the company's technological capabilities and positions them at the forefront of innovation in the LPG and NH_3 markets. Together, they will expand their product range and enhance customer support while driving future growth and synergies.

Innovation Made Simple — Driving New Product Development

MEC has developed many innovative products, including the Excela-Wynd Hose Reel and Excela-Flange Hose End Valve, which help increase delivery efficiency and safety.

This year, MEC introduced the ASME Pilot Relief Valve Manifold — designed for use with large LP gas and NH_3 stationary storage container applications with 4"- 300# ANSI flanged openings. The pilot valve-controlled relief mechanism allows for precision start-to-discharge set points in conjunction with the high flow angled seat design for high relief flow capacity in a simplified design, which eliminates the need for traditional external pressure relief valves.

Just another example of MEC's continued drive and commitment to innovative new technology and optimal product functionality.

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



Paraco

Fueling your future, honoring your past

Since 1968, Paraco has proudly partnered with family-owned businesses, helping them take the next step in their journey. With more than 60 successful acquisitions, Paraco doesn't just celebrate growth — it celebrates the stories and legacies behind each business. The company's deep commitment to the propane industry is driven by passion, and the Paraco team remains dedicated to shaping the industry's future alongside the families that helped build it.

Preserving Your Legacy

The Paraco team knows how much heart and hard work it takes to build a successful propane business. When you partner with Paraco, it's not just about the transaction — it's about preserving your legacy. Paraco deeply values your customers, employees and the community you've nurtured, and the company is committed to ensuring they remain in good hands.

A Personal, Consultative Approach

Paraco is here to guide you with care and respect. The company offers a free, no-obligation business valuation to help you explore your options and make the decision that's right for you.

Choose Paraco — A Partner That Understands

With a strong financial foundation and a proven history of successful partnerships,



Paraco is a trusted steward of your legacy. The company prioritizes sustainable growth, operational excellence and maintaining the local relationships you've built, ensuring your business continues to thrive long after you pass the torch.

Paraco
914-420-2936
acquisitions@paraco.com
paracogas.com/sell-your-business



Choose Paraco - The Trusted Buyer for Propane Companies

At Paraco, we understand the dedication it takes to build a successful propane business. That's why, as a family-owned company, we are committed to ensuring your legacy continues to thrive.

When you choose Paraco, you're choosing a partner who values your customers, employees, and the community you've built. We provide a seamless transition and a promise to uphold the standards you've set.

Free Business Valuation!

Curious about the value of your propane business? We offer complimentary, no-obligation valuations to help you understand your options.

Let's talk about how Paraco can be the right fit for your next chapter.

Paraco: Your Legacy, Our Future

Paraco has exceeded our expectations so far, and they've done a very good job of maintaining the Advantage Propane name. The first three months of the acquisition were record months for Advantage Propane, in fact.



Doug Tascarella

Family-Owned Since 1968 • Call 914.420.2936 • Email acquisitions@paraco.com • Visit paracogas.com/sell-your-business

PT Risk Management

Helping to maximize your profits & minimize your potential risks

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 critical difference between a large judgment against the propane company and successfully avoiding a potentially astronomical payout.

It's vital that your agent fully understands the unique insurance needs of the propane industry. If you have to teach your insurance agent about the propane industry, you're likely with the wrong agent.

PT Risk Management has been exclusively insuring petroleum and propane marketers for over 30 years. The company 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. Learn how 86% of new clients pay lower rates while getting better coverage. Call 800-556-8228 to talk to an expert now.



PT Risk Management
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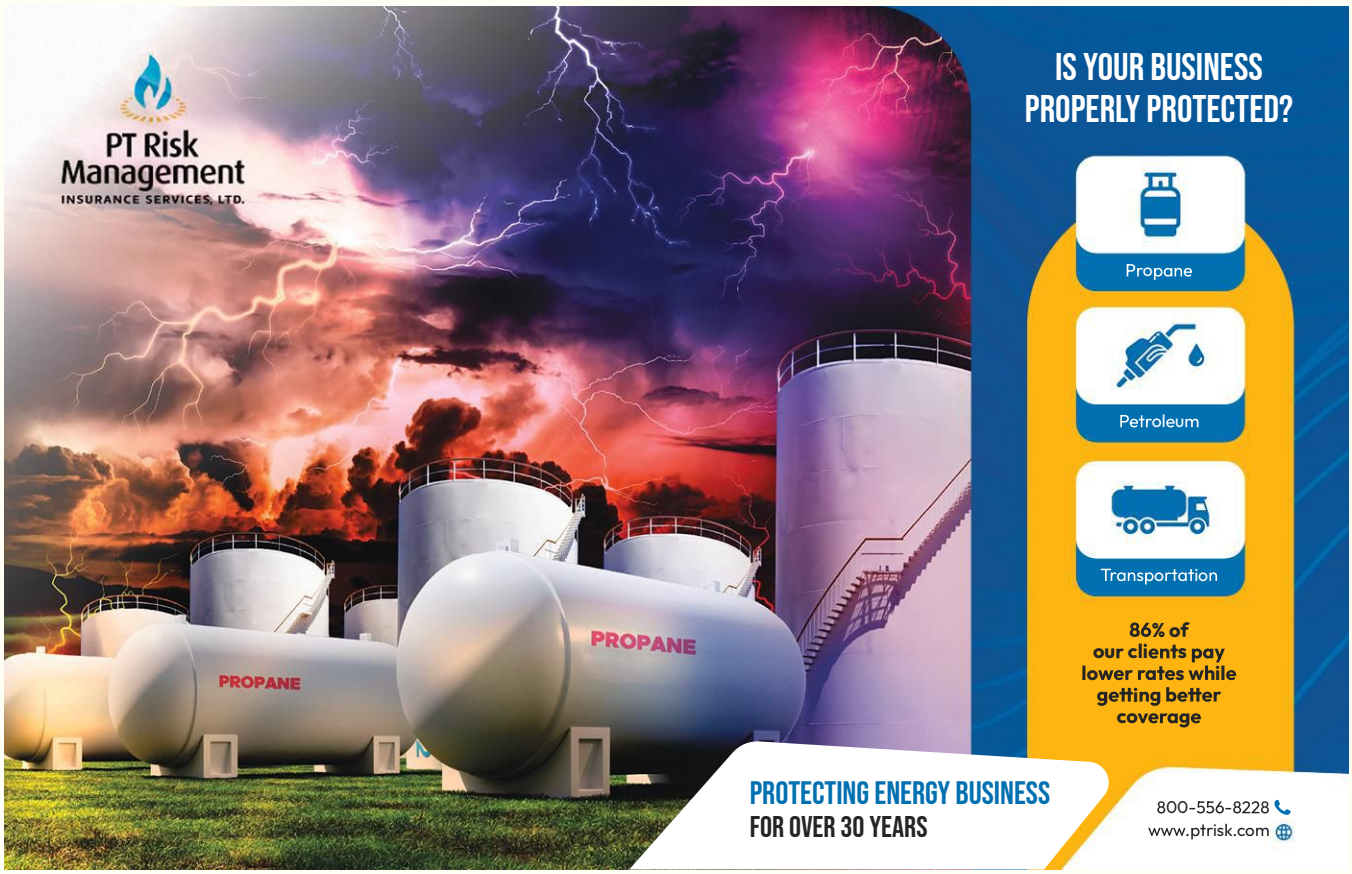

R.E. Michel Co. LLC/Dealers LP Equipment Co.

Putting a premium on distributing the highest-quality products on the market

R.E. Michel Co. & Dealers LP are dedicated to supporting and supplying the propane industry with products that make it safer and more efficient.

The RE Michel Co. was founded in Baltimore, Maryland, in 1935 and remains family-owned and -operated to this day. Over the years, it has grown to be one of the largest wholesale distributors of propane and HVAC equipment, parts and supplies in the country. The company's propane division operates from 108 warehouse locations in 30 states. In addition, their Dealers LP affiliate services the propane industry throughout the Southeast over to the Mississippi River Valley and stocks over 20,000 items that are used in every kind of propane installation, as well as service trucks, bobtail delivery trucks and bulk storage plants.

R.E. Michel Co. & Dealers LP puts a premium on distributing the highest-quality, most durable products on the market from brands such as Quality Steel, RegO and Manchester Tank. This equipment usually lasts the longest, gives the most generous warranty coverage and performs best over the long haul once installed. That's the bottom line, and it sets R.E. Michel Co. & Dealers LP apart from their competition. Equipment is in stock and is delivered fast. The employees are dependable, knowledgeable, trustworthy and experienced in the propane industry.



R.E. Michel Co. LLC/Dealers LP Equipment Co.
336-380-1521
ray.kazakewich@remichel.com
remichel.com





ROUSH CleanTech

Developing innovative, sustainable & reliable clean fuel systems

ROUSH CleanTech, a division of the global engineering company Roush Enterprises, is an advanced clean transportation solutions company. ROUSH CleanTech is focused on developing innovative, sustainable and reliable clean fuel systems since its inception in 2010.

The company specializes in designing, engineering, manufacturing and installing clean fuel systems, including propane autogas technology for medium-duty Ford commercial vehicles and school buses. ROUSH CleanTech's propane products meet or exceed certifications by the Environmental Protection Agency and the California Air Resources Board.

The compay has sold over 50,000 vehicles across the U.S. and Canada.

Michigan-based Van Dyke Gas, a fuel distributor that relies on ROUSH CleanTech's propane trucks to handle critical tasks like deliveries and crane operations, estimates its propane vehicles have collectively driven 3 million miles.

Van Dyke Gas' fleet priorities are to reduce both costs and harmful emissions. ROUSH CleanTech propane vehicles are certified to the ultra-low nitrogen oxide level, making them 90% cleaner than the EPA's most stringent heavy-duty engine standard.

On average, propane costs about 50% less than diesel and 40% less than gasoline. Maintenance service, time and expenses also are significantly reduced due to the fuel's clean operation.

Van Dyke Gas' employee productivity and satisfaction have also improved with propane vehicles. Maintenance crews and drivers find them "high performing, reliable and efficient." Propane vehicles have no cold-start issues and warm up quickly, saving time, money and important resources.

ROUSH CleanTech
800-59-ROUSH
support@roushcleantech.com
roushcleantech.com

YOUR BOBTAIL SOLUTION

- Operate your fleet with the fuel you sell.
- Significantly reduce your fuel and maintenance costs with a propane-powered 33,000 GVWR bobtail.



ROUSH CLEANTECH

ROUSHcleantech.com
800.59.ROUSH

"Our customers operate vehicles fueled by propane autogas. We want to walk the walk and show our customers that we believe in propane and its technology, too. Running our own vehicles on propane saves money and supports our goal to be good stewards for the environment." — Monte McLeod, ThompsonGas

Star Group, L.P.

One of the largest people-driven retail distributors of propane & home heating oil in the Northeast & Mid-Atlantic



Star Group is one of the country's largest retail distributors of propane and home heating oil. With operations in states throughout the Northeast and Mid-Atlantic, Star Group has a suite of regional HVAC and home comfort service brands that serve more than 500,000 residential and commercial customers.

As leaders in HVAC services, Star Group's brand portfolio is constantly growing through strategic acquisition. Currently, Star Group comprises many of the most well-known and successful heating and home service brands serving residential and commercial customers throughout Connecticut; Washington, D.C.; Delaware; Massachusetts; Maryland; Michigan; New Jersey; New York; Pennsylvania; Rhode Island; Virginia; and West Virginia. These include Petro Home Services, Griffith Energy Services, Meenan, SMO Energy and many more.

People drive the Star Group business, and its culture thrives in an inclusive environment where diverse views, backgrounds and experiences are key to achieving total customer satisfaction. Star Group's core values of integrity, safety, excellence, responsibility and community define how the company does business. They are vital to the company's long-term growth, sustainability and success. Part of that is being engaged with community, and Star Group takes every opportunity to make an impact in the communities it serves through partnerships with Habitat for Humanity, Feeding America and others.

Owners interested in exploring the sale of their propane business can contact Star Group for a discreet and confidential consultation.

Products/Services

- Strategic acquisitions
- Residential propane and heating oil
- HVAC equipment installation and service
- Home comfort services
- Wholesale petroleum sales
- Commercial services

Star Group, L.P.
833-506-1805
info@stargrouplp.com
stargrouplp.com



H&H Sales Company Inc.

Your source for all gas handling & truck body/equipment 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 Sales Co. can equip your business needs. Since 1951, the company has specialized in fabricating everything from service and delivery bodies to storage and in-plant materials handling equipment. All truck bodies are designed with many work-saving options, so you can customize your work truck to suit your exact needs.

H&H Sales Company has worked extensively with the commercial construction, propane and welding gas industries in helping dealers get the best quality equipment for the money. H&H designs and builds 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.



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 OEM and aftermarket projects. The ICOM Propane System includes the patented external fuel pump on the tank for ease and safety of service and 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, and the company provides technical support, parts, service and replacement tanks with one phone call, including support for other liquid injection systems that use ICOM technology.



Icom Blue 3.0 Propane Liquid Injection Systems:

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

Dual Fuel Propane Diesel Systems are available for numerous engines (on-road and off-road) outside the U.S. and available soon for popular engines in the U.S.

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

For system inquiries, please contact ICOM at 248-573-4935 or info@icomnorthamerica.com. Contact the technical support and parts hotline at 248-573-4934.

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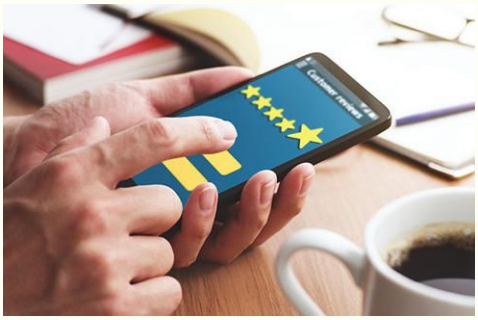

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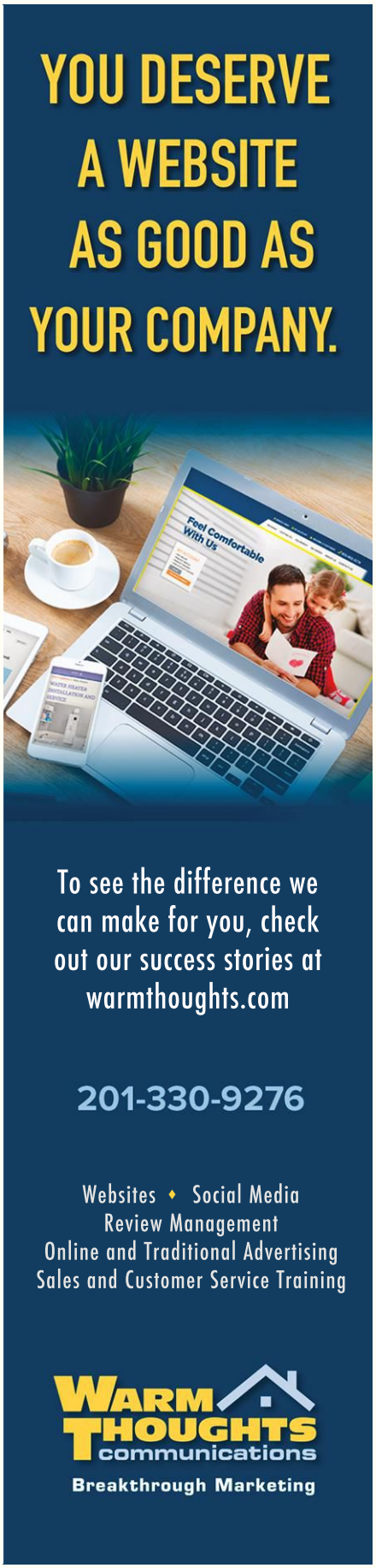

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SAFETY AT PROPANE TERMINALS: A WAY OF LIFE, NOT JUST COMPLIANCE

Insights on the critical role of safety culture in midstream propane terminals & how ingraining safety into daily operations can prevent life-threatening consequences

BY JOHNNY NICKEL

Safety is always a top-of-mind issue for members of the propane industry, but it is a way of life for those working in propane terminals. If compliance is not ingrained into company culture, the consequences can be lethal.

To get deeper insights on the critical role safety plays in midstream propane terminals, BPN heard from Mike Walters, vice president of safety and fleets at Superior Energy Systems.

Can you describe your current role at Superior Energy Systems?

I am vice president of safety and fleet. I operate the safety program and training-related content. I have a responsibility to help Superior Energy Systems provide a safe workplace and help the employees work safely at the same time. It's a very unique position to be in.

Have you always been interested in safety? If not, what led you to pursue a career in that field?

I didn't pursue it. In my industry hall of fame speech, I talked about this when I was acknowledging people in the industry — people putting you into positions you weren't qualified for and letting you grow into it. I didn't even intend to be in the propane industry. It found me.

Back in those days, safety was about compliance and equipment. [If] you comply with all the codes and laws and have decent working equipment, you're safe, right? We would inspect the plant, the equipment and the trucks.

But that is just a piece of the puzzle. I joined the National Fire Protection Association and the American Society of Safety Engineers (now known as the American Society of Safety

Professionals), and I took a couple of classes.

After a couple of months, the light went on. Safety is about the people. Safety is about behavior — the decisions people make, the situations they put themselves in. Educating people to lead them toward making a better decision is everything when it comes to safety.

What are a couple of the most critical safety implementations at a midstream propane terminal?

Generally, terminals have to comply with regulations beyond the rest of the industry, like process safety management. It's not so much a regulation, it's a lifestyle. It's the way you operate the facility. Process hazard analysis means that during every task that's performed — from hooking up the truck to transferring liquid — the individual performing the task is aware of what the accident probability is. Everything must be approached and executed with a risk matrix.

How have you witnessed propane safety evolving? What can we attribute that evolution to?

One of the biggest things that happened with respect to behavioral safety in the propane industry was [the Propane Education & Research Council's] embrace of Charlie Morecraft. 'Remember Charlie' is a film of a 56-minute presentation that he gives.

There was a gasoline additive mix, and ignition occurred because he left his truck running. There was a big fire and he was severely burned. He talked about how it affected him and everyone around him. He took safety for granted.

What we learned from him is that safety is about behavior and the decisions people make. Yes, safety is still about compliance and equipment to a degree, and we have [Department of Transportation] and [Occupational Safety & Health Administration (OSHA)] mandates to follow, but equipping people to make the right decisions is critical. But, taking ownership of your own personal safety and not taking safety for granted is [Charlie's] message. He says it is time to lose the 'it'll never happen to me' attitude.

How is safety coordinated from the terminal builder perspective? Is responsibility for safety during the terminal build outlined by the contracted builder or the company that owns the terminal?

I would say both. When you're building a terminal from scratch, you've got bare ground, so there is really nothing for the property owner to drive with respect to safety. The industry in general operates under General Industry standard, OSHA 1910, but we at Superior Energy Systems operate under the Construction Standard, OSHA 1926, which is more stringent. Once the terminal is built, then the owner of the terminal is driving a piece of it, but the contractor drives some of it, too. OSHA regulations have changed throughout the last decade. It's a joint effort.

How can propane companies help ensure safety standards are implemented? What role does company culture play in effectively integrating safety codes?

Company culture is everything. If the company culture isn't right, the employees know it. Leading by example is important, and that demonstrates the company culture. At Superior Energy Systems, we have an excellent safety culture, and I've watched the owner of the company voice it. We have many policies and procedures, including a Stop Work Authority, which gives employees the option to stop work if there is an unsafe condition. This policy gives them the ability to take ownership of their safety.

What do you feel is the best way to get employees on board with critical propane safety guidelines?

Dialogue — keeping clear and consistent dialogue between employees and encouraging them to always put safety first. What I tell my people is, if you're doing something and you think, 'That could have turned out bad,' that can be labeled a near miss of injury or incident, and you must stop and find a safer way. It is critical that employees feel comfortable coming to their supervisors and each other for help with finding that safer way.

Can you describe the Personal Risk Assessment you developed? What tips would you give for companies looking to use a similar tool for their own employees?

I wrote that for AmeriGas in the mid-2000s. The Personal Risk Assessment is about the people. For every task, ask yourself a series of questions. First, survey your surroundings and ask yourself, 'Will I be in a safe position? Do I have the right equipment? Is it in good working condition? Do I have the personal protective equipment I need? Have I been trained for this task?' And the last question is, 'What's the worst that could happen?'

If the answer to the above is an accident or an injury, then you have to stop and find a safer way. I tell people that everybody should commit this concept to their subconscious for use in their everyday lives.

Are there any immediate resources available to companies that might not be able to hire a full-time safety manager? Where would you suggest they begin?

I would say the appropriate place to start is reaching out to your state propane association. Usually, safety individuals like me are engaged in state associations. If you can't have a full-time safety manager, you can always get a consultant. That's where you should begin.

Johnny Nickel is managing editor for Butane-Propane News magazine.



IMAGE COURTESY OF F.W. WEBB COMPANY

FUELING GROWTH THROUGH CONTINUING EDUCATION: SUPPORTING PROPANE PROFESSIONALS IN A DYNAMIC INDUSTRY

Continuous education & hands-on training are essential for propane employees to maintain safety standards, enhance efficiency & stay up-to-date with the latest technologies

BY EVAN HEIDENRICH

Technology, regulations, market conditions and macro trends are in constant flux across the propane industry. The ongoing transformation makes continuing industry education essential.

"Safety is paramount in our industry," says Michael DelConte, vice president of heating and LP gas sales at F.W. Webb Company. "Therefore, proper training is foundational; we all must strive to keep technicians and end users safe, not only during installations or system startups, but also during routine maintenance that occurs throughout the service life of the components, systems and equipment we supply. In many cases, understanding and utilizing cutting-edge technology can significantly reduce how long it takes to complete projects, freeing up valuable time for both the technician and the end user."

Training opportunities can also allow distributors to improve customer service. Given the complexity of many propane industry applications and the precision required to address issues that arise, distributors can foster better customer relationships when they educate professionals about the products they install. As a result, these educational opportunities can help serve as the basis for productive, long-term customer relationships.

THE IMPORTANCE OF MOBILE & HANDS-ON TRAINING

Because of time constraints and the hands-on nature of their work, propane professionals can use mobile and experiential training classes as a valuable resource for acquiring industry knowledge.

For instance, DelConte's company uses two live-fire training vehicles that essentially deliver safety training classes directly to propane company employees. With busy professionals who cannot rearrange their schedules to attend sessions several hours away, finding a training process that is convenient for employees is essential in an industry reliant on both safety and efficiency. Options such as F.W. Webb's training vehicles also enable companies to coordinate and schedule multiple training sessions on location.

Each training vehicle offers over a dozen different classes, including underground liquid propane tank installation and cathodic protection, bulk plant maintenance and pump station design and maintenance. However, it's important to also focus on training that is customizable to your employees' training needs. For example, one of the F.W. Webb vehicles recently held a log set training, generator class, tank training session and LP fundamentals class all in one week.

During the classes, propane professionals worked directly on products or equipment. To simulate real-world, on-the-job experiences, trainers could bring products into a building and connect them to gas lines. In addition, technicians disassembled and reassembled products under the guidance of seasoned trainers. While not as formal as apprenticeships, the relationships developed during these training events might be described as "knowledge partnerships." Thanks to these partnerships, technicians can augment their product and equipment knowledge and help push the industry forward by adopting new technologies and methods.

LEVERAGING TRUSTED MANUFACTURER PARTNERSHIPS

"We rely on our manufacturer partners for much of the content that forms the foundation for many of our mobile and on-site training sessions," says DelConte. "Our partners also collaborate with us to share updates about product innovations. Manufacturers help us align with macro trends that dictate where the propane industry is headed."

Initially, manufacturers might provide products, brochures, videos and other materials to support training opportunities. As partnerships grow, training opportunities evolve. Over time, classes might focus on single product lines or product developments. According to DelConte, partnerships with manufacturers are how training providers can incorporate resources to help propane professionals stay up to date on the latest product information and installation methods.

Evan Heidenrich serves as a media manager for F.W. Webb Company. With more than a decade of experience in broadcast media, he now focuses on informing trade professionals served by F.W. Webb's 16 divisions, including its gas division. Contact him at media@fwwebb.com. Find out more at fwwebb.com.





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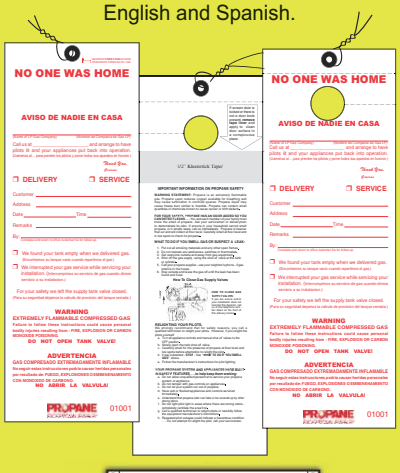

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Matthew Porter

Senior Advisor, Tounge Associates



Congratulations on your new role! Can you describe your position and how this opportunity arose?
Thank you! I'm excited to join Tounge Associates as a senior advisor for mergers and acquisitions. I first met Jeff and JT in 2021 while considering the sale of my company. After evaluating several M&A firms, I chose to work with them in 2022 because of their extensive M&A knowledge … and genuine commitment to understanding my business' unique needs. … After the sale, we began discussing how my experiences could be utilized to increase engagements while offering a client experience that stands out from other M&A firms. My primary roles will be national lead development and leveraging my firsthand experience … to provide valuable insights and support to future clients. With my background as a former business owner, I'm eager to offer an owner's perspective to our clients!

Can you give a brief history of your time in the fuel/propane industry? What gave you your start in the propane industry?
I grew up in the industry, with my dad owning and operating an oil company during my childhood. He later expanded the business to include LP sales and service before selling it in my mid-20s. Watching him and other family members successfully run their own businesses ignited my entrepreneurial spirit. In 2006, I opened Tidewater Oil Company. Within a few years, it became clear that I needed to add LP sales and service, as we were receiving hundreds of calls each year that had to be referred to other dealers. In 2015, we began delivering LP and offering service for appliances and distribution systems. Launching LP led to significant year-over-year growth and created numerous opportunities for our business to flourish.

What's one thing you wish you knew earlier in your career?
I wish I had known how popular heating with LP was about to become and how it would provide more consistent year-round revenue. If I had, I likely would have started with propane sales first and then moved into distillates!

What would you change in the industry if you could?
I would like to see local, state and federal governments work on cutting the red tape to allow our industry to increase storage capacities quicker, enabling us to meet current demand and offset supply disruptions caused by weather, railroad strikes and other factors. Additionally, I would like the government … to incentivize the installation of high-efficiency propane heating … at the same levels they provide for natural gas appliances.

What's the most interesting area of the propane industry right now?
I find biopropane to be one of the most fascinating aspects of the propane industry, as it offers a renewable alternative that is compatible with existing propane infrastructure. Its potential to support sustainable energy goals and diversify fuel sources makes it an exciting area for innovation and growth in the industry.

What industry trends have you seen in recent years?
A concerning trend in our industry is the diminishing number of skilled young men and women entering the field due to government and educational barriers. In Maine, for instance, the government has introduced additional testing beyond CETP, frustrating many capable technicians and drivers who may struggle with the new requirements or can't afford the extra time needed for licensing. Moreover, for the past 20-30 years, our high schools have pushed students toward four-year degrees, creating a significant shortage of skilled technicians. On a positive note, builders and general contractors have increasingly embraced LP systems in new builds and remodels, highlighting a growing recognition of the value these systems offer going forward.

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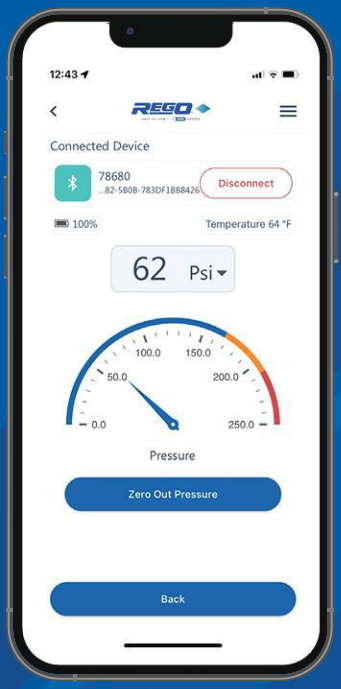

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