BUTANE-PROPANE NEWS
BPN
NOVEMBER 2025



THE 2025 CORPORATE CAPABILITIES ISSUE

40 companies expanding the future of propane through expertise & innovation

+ Feature: The State of Renewable Propane in the U.S. & Canada

The Key to **Advancing Safety** in Propane & Midstream Operations

Behind the Scenes of WIP's **'Through the Leadership Lens'** Podcast

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Dear Readers,

Is renewable propane a "what-if" or a solid entry point into the clean energy market? Is it on its way to widespread adoption or are we seeing clean energy projects put on the backburner? Are there still opportunities for renewable propane to find its footing or will deregulation slow it down?

At this point, it may be hard to tell. As you'll read in BPN Managing Editor Johnny Nickel's feature article on renewable propane in this issue, there's much that's up in the air. While many of the deregulatory actions from the Trump administration position conventional propane for a boost, they could also mean some brake pumping on the renewable option. But, as Nickel points out, there are still ways — even among the shifts related to the Trump administration's One Big Beautiful Bill Act (OBBBA) — in which renewable propane can grow alongside the traditional version of the fuel.

"While the bill makes a point of targeting electric, solar and wind energy tax incentives, it remains relatively silent when it comes to directly addressing clean fuels. In fact, OBBBA extends the clean fuel tax credit through 2029, a tax credit that has benefited the propane autogas and renewable propane industries, among others," the article reads.

Nickel also demonstrates that efforts intended to curtail electrification standards could also affect markets like propane and renewable propane, and changes in funding could impact where research goes from here.

"If OBBA ushers in an overall decline in credit and grant opportunities for renewable research, this raises the question of where renewable propane stands. This is especially the case in light of the other ways the Trump administration has gone about defunding renewable energy."

It's highly worth your time to read more of Nickel's analysis on funding shifts for renewable energy on page 16. You'll get a detailed rundown of regulatory and deregulatory actions that could prove challenging to renewable propane production — but not without some silver linings.

On the North American flip side of this coin, the Canadian Propane Association's Shannon Watt explores the ways Canada can unlock renewable propane's potential in her feature article. In her words, the fuel is shifting from a concept to a reality in the country.

"In Quebec, the Association Québécoise du Propane and Oberon Fuels launched the province's first pilot blending [renewable dimethyl ether] with propane in late 2024, showing how agricultural residues can fuel a circular economy," she writes. "If scaled, this innovation could cut emissions equivalent to removing 6,000 vehicles from Quebec's roads each year."

You can learn about additional opportunities for renewable propane in Canada in Watt's article on page 20, including forward steps taken by Superior Propane and Propane Levac, as well as the production of renewable propane at a British Columbia refinery.

Despite some uncertainty, one thing remains clear: Renewable propane isn't done, and there's much to anticipate in the coming years.

Until next time,



JESSICA GRAHAM PHILLIPS
Editor-in-Chief

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VOLUME 57 ISSUE 11

November 2025



12



22-76



16



82

Feature Series: RENEWABLE PROPANE

16 The Funding Landscape for Renewable Propane
Sizing up the latest spending initiatives that could create lasting impacts on the renewable fuel & the propane industry at large

20 Unlocking Canada's Renewable Propane Potential
A diverse set of options can build the country's renewable propane production, advance a circular economy & cut emissions



On the Cover
Companies across the propane industry showcase their sparks of innovation in this issue's Corporate Capabilities section.
(Image: TRIARC Tank)

4 Marketplace

6 News & Events

8 The Fueling Station

10 Verbatim
If you could live in any time period for a year, which would you choose & why?

12 Propane & the Law
Illinois Court rejects carbon monoxide lawsuit

14 Beyond the Mains
How this industry podcast is redefining leadership in propane

78 Customers
Blending tradition with technology: The evolving face of customer service in the propane industry

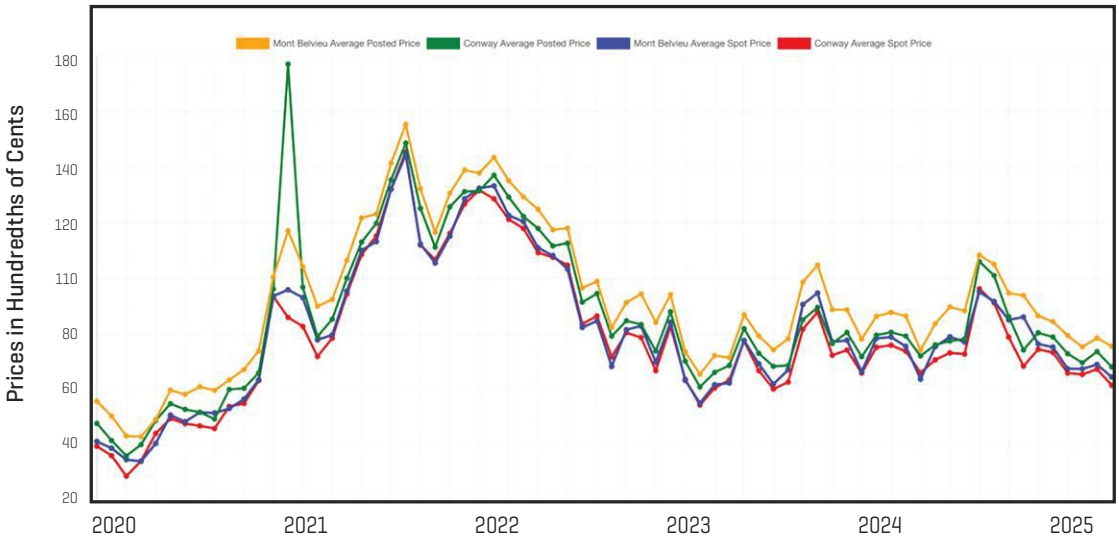
80 Strategy
4 unintended consequences of a mis-hire

82 Safety
Infrastructure design, modular construction, automation & training are key to advancing safety across propane & midstream operations

87 Advertiser Index

88 Industry Insider

MONT BELVIEU & CONWAY AVERAGE THURSDAY PROPANE PRICES



at a glance During the latest mid-month period, prices at Mont Belvieu, Texas, were mixed. The posted prices increased 3.083 cents/gal, from August mid-month to September mid-month, and spot prices decreased 0.25 cents. Conway, Kansas, postings increased 4.71 cents/gal and spots increased 2 cents over the month.

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

	9/11/25	9/18/25	9/25/25	10/2/25	10/9/25
Mont Belvieu					
posted	78.480	78.564	79.720	79.230	75.647
spot	67.000 – 67.875	68.750 – 69.375	69.250 – 70.000	67.125 – 67.875	64.375 – 64.750
Conway					
posted	74.413	73.703	74.037	70.997	68.203
spot	67.000 – 68.000	67.000 – 67.750	67.500 – 67.750	64.750 – 65.250	61.250 – 62.000

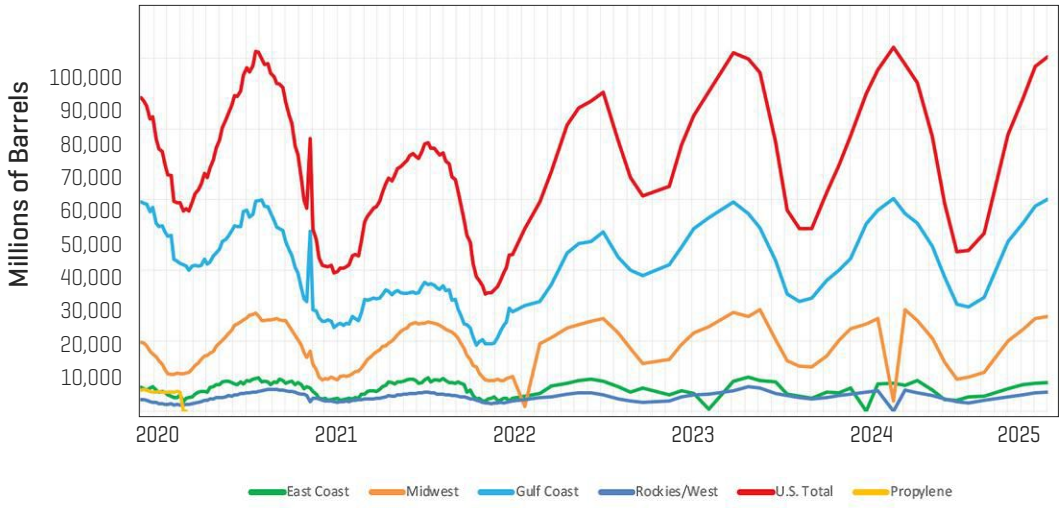
at a glance Canada's primary underground propane inventories increased by 27.7% in September, according to the Canada Energy Regulator (CER). The total represented a month-to-month increase of 346.5 Mcm. Compared to a year earlier, stocks were lower, with 151.8 Mcm, or 20.4%, less product on hand. *(Editor's Note: Due to BPN's publishing schedule, September inventory data is the latest available from the CER.)*

CANADIAN INVENTORIES (Thousand Cubic Meters)

PROPANE	Sept 2025	Aug 2025	Change	Sept 2024
Propane-East	501.3	392.9	27.6%	522.6
Propane-West	1097.8	859.8	27.7%	1228.3
Total Propane	1599.1	1252.6	27.7%	1750.9
BUTANE				
Butane-East	583.9	553.2	5.6%	537.8
Butane-West	887.8	776.1	14.4%	666.2
Total Butane	1471.7	1329.3	10.7%	1204

Source: Canada Energy Regulator

U.S. PROPANE INVENTORIES



at a glance

United States propane stocks experienced a 2.867 MMbbl increase from September to October. East Coast stocks increased 130,000 bbl, the Midwest increased 497,000 MMbbl, the Gulf Coast increased 1.986 MMbbl, and the Rocky Mountain/ West Coast increased 254,000 bbl. Compared to the same time in 2024, the October 2025 stocks were 732,000 bbl higher.

U.S. PROPANE INVENTORIES

Sept. 5 – Oct. 3, 2025, and One Year Ago (Thousand Barrels)

	9/5/25	9/12/25	9/19/25	9/26/25	10/3/25	10/4/24
East Coast	7.908	8.357	7.862	9.047	8.038	7.348
Midwest	26.323	26.055	26.804	27.323	26.820	28.286
Gulf Coast	58.174	59.062	59.949	61.441	60.160	58.102
Rocky Mtn & West Coast	5.228	5.181	5.303	5.565	5.482	6.033
U.S.	97.634	98.931	99.918	103.376	100.501	99.769

U.S. RESIDENTIAL PROPANE PRICES

(Mid-Month, Cents per Gallon)

	September 2025*	October 2025	October 2024
East Coast (PADD 1)	N/A	331	328.1
Midwest (PADD 2)	N/A	191.2	190.6
Average U.S.	N/A	240.2	240.4

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

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

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

NEILL GAS INC. ACQUIRES ACME PROPANE IN ALABAMA

Neill Gas Inc. acquired Acme Propane Gas of Highland Home and Montgomery, Alabama, on Sept. 29. The Acme Propane Gas company has been an established leader in its community, providing propane to both residential and commercial customers for more than 50 years. It was founded in 1971 as Highland Home Propane by Billy and Elizabeth Sexton, and each of their children (Kim, Ken and Keenar) joined the family business. In 1999, Highland Home Propane joined other propane companies to become Acme Propane Gas. In 2005, the Sexton family regained ownership and has operated the company since then. Neill Gas Inc. will continue the tradition of being a family business with top-notch customer service. Neill Gas Inc., owned by the Waring family, is based in Vicksburg, Mississippi. The company has served customers in Mississippi, Louisiana — and now Alabama — for over 65 years.

EDP HIRES CHRIS DEFILIPPO TO CORPORATE DEVELOPMENT TEAM



Chris DeFilippo

Chicago, Illinois-based EDP announced that Chris DeFilippo has joined the company as vice president of corporate development. He joined AmeriGas and spent more than seven years there as an acquisitions manager and marketing director, engaging in mergers and acquisitions and internal marketing efforts. He later joined Superior Propane, where he spent eight years serving as vice president of corporate development. DeFilippo has closed on more than 35 successful transactions. In addition to his corporate roles, DeFilippo has also been an active member in the industry. He serves on the Propane Education & Research Council and served as chairman from 2023-2025.

MERITUM ENERGY MERGES WITH MCADAMS PROPANE & MIDSTREAM

Meritum Energy merged with McAdams Propane and Midstream Transportation Company in a move designed to strengthen operations and expand service capabilities. McAdams Propane has been a leader in the retail propane business in north and east Texas, and most recently expanded into the Waco market with the opening of its McGregor location. Midstream Transportation was formed in 2014 and is a rapidly growing leader in the propane and liquids transportation business, operating around 75 transports throughout the southern United States. Midstream Transportation has been a key partner of Meritum's over the last 10 years as it has delivered a substantial portion of the propane to Meritum's Pico locations. McAdams and Midstream are based in Center, Texas, and have branches throughout their footprint, including service centers in Center and Baytown, Texas. As part of this merger, the McAdams family has retained a substantial equity position in Meritum Energy Holdings, and Josh McAdams has joined Meritum's board of directors. Josh will also join Meritum's executive leadership team as an executive vice president and president of Midstream Transportation. Meritum will continue to operate the retail propane business under the McAdams Propane and Midstream Transportation brands, and the same friendly faces will continue to serve the local markets. The combined companies will be able to share strengths and resources and provide the ability for McAdams and Midstream to have access to the expanded capital structure of Meritum. This will allow for accelerated growth and continued investment in creative energy solutions throughout the current footprint and beyond. The regional home office in Center will continue to be the support office for all of the McAdams and Midstream operations, with the same people providing support and resources for the team and the McAdams customers.

MID-OCTOBER POSTED & SPOT PRICES DOWN FROM SEPTEMBER

During the latest mid-month period, prices at Mont Belvieu, Texas, decreased. The posted prices decreased 2.833 cents/gal, from September mid-month to October mid-month, while the spot prices decreased 2.625 cents. Conway, Kansas, postings decreased 6.210 cents/gal, and spots decreased 5.75 cents over the month. The Mont Belvieu mid-September posted price was 78.48 cents/gal. The next week the price increased 0.084 cents to 78.564 cents, followed by a 1.166-cent increase to 79.73 cents. Prices then decreased 0.5 cents to 79.23 cents the first week of October. At mid-month, postings decreased by 3.583 cents to 75.647 cents/gal. Compared to the same time in October 2024, the October 2025 prices were 12.75 cents lower. The Conway mid-October posted price was 74.413 cents/gal. The next week the price decreased 0.71 cents to 73.703 cents, followed by a 0.334-cent increase to 74.037 cents/gal. Prices then decreased 3.04 cents to 70.997 cents the first week of October. At mid-month, postings decreased 2.794 cents to 68.203 cents/gal. Compared to the same time in October 2024, the October 2025 prices were 11.723 cents lower. Mont Belvieu spots opened mid-October at 67 cents/gal. The next week the price increased by 1.75 cents to 68.75 cents, followed by a 0.5-cent increase to 69.25 cents the next week. Prices then decreased 2.125 cents to 67.125 cents/gal the first week of October. At mid-month, they decreased 2.75 cents to 64.375 cents/gal. Compared to the same time in October 2024, the October 2025 prices were 14.625 cents lower. Conway spots opened mid-October at 67 cents/gal. The next week the price remained flat, followed by a 0.5-cent increase to 67.5 cents the next week. Prices then decreased 2.75 cents to 64.75 cents/gal the first week of October. At mid-month, they decreased 3.5 cents to 61.25 cents/gal. Compared to the same time in October 2024, the October 2025 prices were 11.25 cents lower.

ISLE GAS ACQUIRES AMERIGAS HAWAII PROPANE ASSETS

Isle Gas acquired AmeriGas Hawaii propane assets through its parent company AMF Hawaii Investment Holdings LLC, from AmeriGas Propane

L.P., the nation's largest retail propane distributor. The transaction closed on Sept. 12. AmeriGas is a wholly owned subsidiary of UGI Corporation. Serving more than 1.1 million customers across all 50 states, AmeriGas delivers over 820 million gallons of propane each year through its network of roughly 1,360 locations. Speaking about the transaction, Mike Sharp, president of AmeriGas, said, "This divestiture reflects our commitment to maximize value through strategic portfolio management coupled with our unwavering focus on driving better operational and financial performance."

CHESAPEAKE UTILITIES CORPORATION APPOINTS NEW MEMBER TO BOARD OF DIRECTORS

Chesapeake Utilities Corporation announced that Lisa Eden was appointed to serve as a member of the company's board of directors, effective Sept. 15. Eden joins the board with extensive energy industry experience, having recently retired as senior vice president and chief financial officer after more than two decades of service at TXNM Energy Inc. Eden joins the Chesapeake Utilities board of directors following two decades of service at TXMN Energy. Eden brings wide-ranging leadership experience across finance, information technology, human resources and the energy sector. During her tenure with TXNM Energy, the parent company of Public Service Company of New Mexico, and also of Texas-New Mexico Power Company, she held several key executive positions including vice president and treasurer, vice president of human resources, and vice president and chief information officer, in addition to other senior-level director roles.

BERGQUIST NAMES 2 NEW APPOINTEES TO LEADERSHIP


Trevor Brewster


Natalya Zaytseva

Bergquist, a wholesale propane equipment distribution company, announced the appointment of two key leaders. Trevor Brewster has been named director of business automation and AI, a newly created role, and Natalya Zaytseva has been appointed director of marketing. Brewster brings more than two decades of diverse experience in entrepreneurship, business management, operations and customer service, with a strong foundation in technology and finance. In his new role, Brewster will partner with departments across Bergquist to identify opportunities where automation and AI can streamline workflows, reduce repetitive tasks and empower employees to focus on strategic customer support. Zaytseva joins Bergquist with more than 20 years of marketing leadership experience. Known for her strategic vision and consumer-focused approach, she has consistently delivered integrated marketing campaigns that drive brand growth and engagement across industries, including energy and technology. Zaytseva's career highlights include leadership roles as marketing director at Crystal Flash Energy and head of marketing operations at Merlin. In her new role, Zaytseva will be responsible for advancing Bergquist's marketing strategy to enhance its position as a trusted partner for propane products and services. She will focus on expanding brand visibility, deepening customer relationships and aligning marketing initiatives with business development.

Industry Calendar

Nov. 14 Oklahoma PGA Board Meeting
okpropane.org
Oklahoma City, OK

Dec. 2-3 PERC Council Meeting
propane.com
Destin, FL

Dec. 11 Nebraska PGA Board Meeting
nebraskapropane.com
Kearney, NE

Dec. 11 Wisconsin PGA Board Meeting
wipga.org
Virtual

Jan. 27-29 NPGA Winter Board of Directors, Committee & Section Meetings
npga.org
Las Vegas, NV

Feb. 11 PERC Council Meeting
propane.com
Virtual

March 2-4 NPGA Spring Technology, Standards & Safety Committee Meeting
npga.org
Tucson, AZ

March 12-13 NPGA Spring Benchmarking Meeting
npga.org
Long Beach, CA

March 25 New Jersey PGA Spring Board of Directors Meeting
njpga.org
Trenton, NJ

April 19-21 2026 NPGA Southeastern & International Propane Expo
npga.org
Nashville, TN

April 22 PERC Council Meeting
propane.com
Nashville, TN

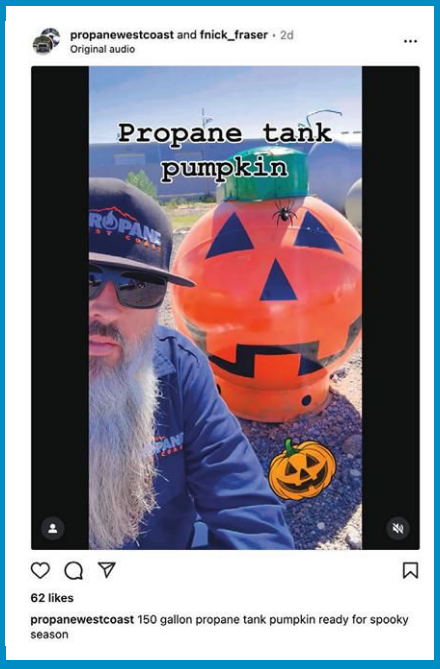
May 19-20 PERC Advisory Committee Meeting
propane.com
Milwaukee, WI

FOR ADDITIONAL CALENDAR ITEMS, VISIT BPNEWS.COM.

THE FUELING STATION

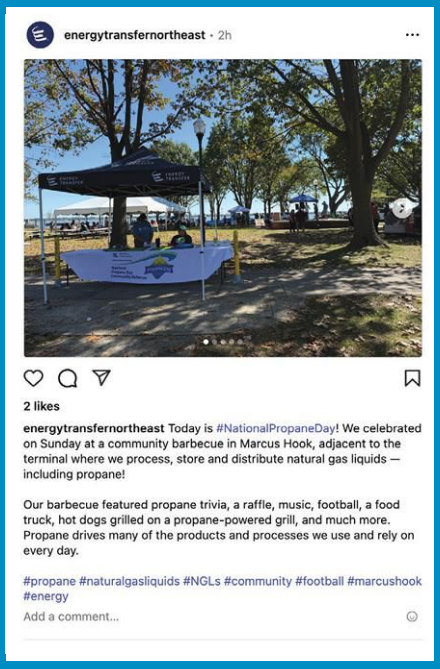
The propane industry comes together every year on Oct. 7 to celebrate National Propane Day. This year, the industry brought recognition to the fuel that makes so many cherished community events possible, using the theme "Prepare With Propane." Propane even made a showcase on some national news stations.

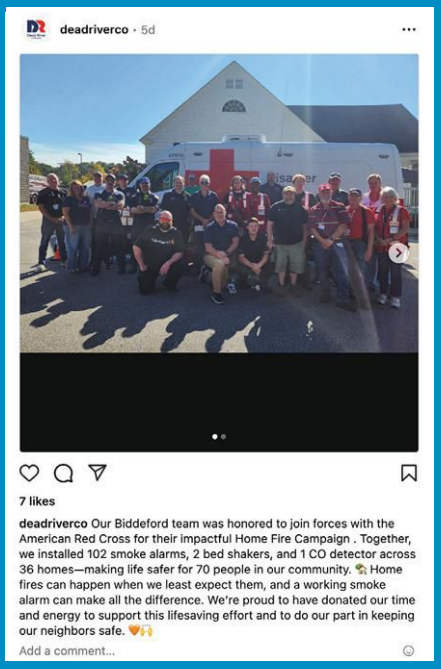
Take a look below at how the industry celebrated this year's National Propane Day, along with the unique, propane-inspired ways members of the industry participated in some of the season's charitable causes, pumpkin-focused activities and other industry events.













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11 likes

grant_propane Fall installs in full swing

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2 likes

lpgnh3supply We're excited to introduce Tristen Durant, who has joined LPG & NH3 Supply as our Midwest Territory Sales Representative.

westmorindustries · 5d



9 likes

westmorindustries Our Shawnee, KS team had a blast at Topgolf for our annual Family Fun Day event! We love seeing our team and their families share smiles, play different games, and create lasting memories!

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foxweather TEST YOUR KNOWLEDGE: FOX Weather Meteorologist Nick Kosir is joined by Propane Education and Research Council (PERC) Spokesperson and HGTV's Matt Blashaw to test his propane knowledge. See how you measure up to Nick on all the essentials you can power in your home with propane, how to stay safe in power outages and more.

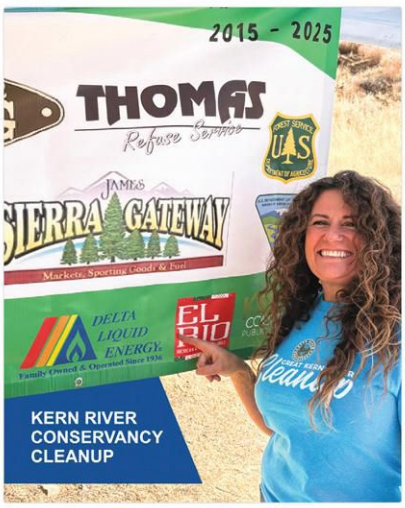
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StudiOke • Walking on a Dream (Originally performed by Empire of...



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propane_depot We're proud to sponsor this year's Westhampton Beach Fall Festival! Join us on Saturday, October 11th from 11 AM to 5 PM as Main Street transforms into a fall celebration filled with live music, delicious local eats, artisan vendors, a petting zoo, games, and so much more. Stop by the PD booth and enjoy a perfect fall day in the heart of WHB!

deltaliquidenergy · 21h



4 likes

deltaliquidenergy Lake Isabella CSR Nicole Secrest took part in the annual Upper Kern River cleanup event put on by Kern River Conservancy, sponsored in part by DLE, to help preserve the area's natural beauty.



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

IF YOU COULD LIVE IN ANY TIME PERIOD FOR A YEAR, WHICH WOULD YOU CHOOSE & WHY?

From the construction of the pyramids to the nostalgia of the 1990s & everything in between, our respondents do a little time traveling in this month's Verbatim

This was a tough question for our thoughtful responders. That did not hinder them from answering from their perspective. 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.

WAY-BACK MACHINE OR NOW?

I know the 1990s might not stack up against world-shaping moments in history, but that's the time period I'd choose. I was born in 1990 and too young to really live it, and like most millennials, I carry a lot of nostalgia for that era. It seemed like a rare balance of fun culture, exciting technology and a simpler pace of life, and I'd love the chance to experience it as an adult.

STACI RAMMEL
WOODRUFF ENERGY
BRIDGETON, NEW JERSEY

I thought about this question; I even looked back to a couple different eras. None made me want to go back and live there for a year. I'm a move forward girl, so here's where I would like to live for a year: In a forward time where our culture is compassionate. Where our neighbor is our friend regardless of personal views. Where we look to find common ground in interests that we share rather than opinions we differ on. I hope that year comes soon, and I would happily stay there forever.

JUDY TARANOVICH
PROCTOR GAS INC.
PROCTOR, VERMONT

As a fan of 'The Great Gatsby,' I would easily sign up to live a year in the Roaring '20s! It was the beginning of women's rights and prime time for bootlegging, jazz music and speakeasies!

TONYA CROW
GROWMARK INC.
BLOOMINGTON, ILLINOIS

I would live in the '90s because times back then were much simpler. Cost of living was much less expensive. Nobody was constantly distracted by cellphones and social media. People got together in person for socials and actually conversed with each other in person.

SAM FUNG
EMERSON AUTOMATION SOLUTIONS
MCKINNEY, TEXAS

Well, of course, there's no time like the present to make a difference! I don't see any reason to retreat to a time when there was less knowledge of ourselves and our universe (unless we could transport current knowledge back in time with us). We're on the 'cutting edge,' with the outcome of issues that could affect modern civilization and our planet hanging in the balance. My tendency would be to stay in my bubble and let it all play out, but what we are faced with calls for more active participation. Will I be up to the task?

BRUCE SWIECICKI
CONSULTING ENGINEER
TINLEY PARK, ILLINOIS

I have always thought it would be amazing to live in ancient Egypt to witness the building of the pyramids.

LAUREN CLARK
BERGQUIST INC.
TOLEDO, OHIO

As someone who loves history, this is a very difficult question. It took me less than five minutes to make a 20-line list of all the time periods I wish I could experience. I even had really good reasons for every one of them. Forced to provide a single answer, I have picked the Victorian era of England. First off, I get the Crimean War (1854-1856), which



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I have studied extensively, and I also get medical breakthroughs, the beginning of the industrial era, the Irish potato famine (which brought my Irish relatives over to Canada), the introduction of railways, Charles Dickens and the Brontë sisters, royalty and the aristocracy, and the list goes on.

LESLIE WOODWARD
FAIRVIEW FITTINGS
OAKVILLE, ONTARIO, CANADA

This question is challenging because it is a thoughtful experience that makes you fantasize what it would have been like to live in an era in history. You can consider the 1960s, which I did experience, or ancient Egypt, the Crusades, the Medieval period, etc. I think for me it would be the 1890s, otherwise known in the U.S. as the Gilded Age. This was a time of rapid growth and expansion and innovation. The birth of the bicycle, automobile, aviation, electric lighting, plumbing, industrial jobs, world fairs, amusement parks and women's rights were several of the positive societal gains. However, the working conditions, sanitation issues, public health concerns and outbreaks of contagious diseases, the economic disparities and limited minority opportunities all contributed to challenging daily living conditions. I would hope that in my one year that I would be able to influence positive change and help improve the quality of living!

JERRY SCHIMMEL
P3 PROPANE SAFETY
CUMBERLAND, RHODE ISLAND

Easy: back to the 1980s! The music, no cellphones (like today), riding on the back of a truck, not as much of a society that whines all the time. Should I go on? I am glad to have grown up in the 1980s. I would do it again!

RICHARD STRYCHARZ JR.
WALTER'S PROPANE
SUNDERLAND, MASSACHUSETTS

The Rockin '50s! Living through the economic boom and the golden age of television would be amazing to witness. I also would have loved to see Elvis Presley perform!

ABBY THURSTON
RURAL COMPUTER CONSULTANTS
BIRD ISLAND, MINNESOTA

I'm not sure what period I would want to relive unless I could do some things differently, alter things to come, not make some colossal mistakes I made in the past and most of all reprioritize some things. The mid to late '70s would be a great time to see some original bands I missed — The Eagles, Elvis, Stevie Ray Vaughan, Lynyrd Skynyrd, Tom Petty, etc. I think about our youth today and my parents' generation, and to be honest, I feel blessed to be living in the era I'm in. So, on second thought, I think I'll stay put.

BOYD H. MCGATHEY
EDP
PARKVILLE, MISSOURI

Anyone who knows me well will tell you that I love (love, love) The Beatles. Would that I could have been around during the 1960s!

JESSICA JOHNSON
NATIONAL PROPANE GAS ASSOCIATION
ASHEVILLE, NORTH CAROLINA

TIME TRAVEL NOTES

The often-provocative responses to this column's questions never cease to entertain me and give me more to consider. Forward and backward time travel are either scientifically proven in space or highly theoretical and remain largely hypothetical. For the near future, time travel seems to remain in the realm of science fiction and in this column.



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.

ILLINOIS COURT REJECTS CARBON MONOXIDE LAWSUIT

An Illinois appellate court ruling underscores the challenge of proving carbon monoxide exposure claims

Lawsuits seeking compensation for alleged injuries arising from carbon monoxide exposure are not new to the propane industry. However, in recent years, plaintiffs' lawyers have gravitated to "low-level" exposure lawsuits. Often these suits involve claims of allegedly small amounts of carbon monoxide emitted when a gas cookstove is in use. Long-term exposure to these trace amounts of carbon monoxide, they say, causes injury to their clients.

A recent case shows one way to attack these kinds of cases. On Aug. 26, the Appellate Court of Illinois affirmed the dismissal of a carbon monoxide exposure lawsuit. While the case involves a natural gas water heater and the defendant was a landlord rather than the gas supplier, it is still instructive for those in the propane industry. The case is Clark v. Albiero.

IMPROPER INSTALLATION

In June 2014, Elli Clark rented a Chicago apartment from Greg Albiero and Mark Zampardo. The apartment was on the second floor of a small, three-unit apartment building. There was a water heater, fueled by natural gas, in a utility closet in this apartment.

In 2015, an inspector from the gas utility conducted an inspection of the building's gas system in connection with a reactivation of gas service. He reported that the draft diverter on the gas water heater was improperly installed.

The purpose of a draft hood or draft diverter on a gas water heater is to help maintain a constant draft of exhaust gases in the venting system of the appliance. The gas utility inspector later testified that carbon monoxide is a common exhaust gas produced by a gas appliance and that the purpose of the draft diverter is to make sure that exhaust fumes from a water heater do not leak into a residential area. There is no evidence that this inspector used a carbon monoxide detector to see whether dangerous fumes were actually entering the apartment.

CONNECTED WITH TAPE

At some point in 2017, a home inspector conducted an inspection of the apartment building in connection with a potential sale of the building. This inspector also found an issue with the draft hood on the water heater. He found that the draft diverter was taped in place, and that the flex vent was also connected to the draft diverter with tape. The use of tape to make these connections was, he concluded, improper.

Presumably, this is the same condition that prompted the gas utility inspector to take issue with the installation of the draft diverter two years earlier. This inspector later testified that he had a concern regarding the potential for carbon monoxide entering the apartment. However, he did not use a detector to establish whether or not this was happening.

Clark apparently learned of the results of the 2017 inspection, and she claimed that she had been suffering a variety of symptoms related to carbon monoxide exposure, as well as exposure to other toxins. There is no evidence in the court opinion to any testing inside the apartment to see whether carbon monoxide or any other dangerous gases were in fact present in any concentration.

In any event, Clark moved out of the apartment in September 2017 and later sued her landlords.

INSUFFICIENT EVIDENCE?

The defendant landlords denied the



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allegations and claimed the whole case was based on speculation. They filed a motion for summary judgment, asserting Clark had failed to produce evidence that carbon monoxide had actually leaked into the apartment, and also that she had failed to produce sufficient evidence that her symptoms were connected to carbon monoxide exposure. The Circuit Court of Cook County granted that motion, and Clark appealed.

The appellate court first addressed Clark's argument that she had presented sufficient evidence that carbon monoxide had in fact leaked from the water heater into the apartment.

Clark had relied on the testimony of the gas utility inspector that carbon monoxide is the most common exhaust component from natural gas appliances and that he had a concern about the potential for carbon monoxide entering the apartment.

However, the court said that it would be "a matter of speculation, surmise or conjecture" to conclude, based on this testimony, that carbon monoxide, in fact, entered the apartment.

"The only evidence upon which an inference could be based is the gas company inspector's testimony that carbon monoxide is the most common exhaust from gas appliances like the water heater and the home inspector's concern about the 'potential' of '[carbon monoxide] entering the living space.' Neither inspector testified that the water heater at issue was leaking carbon monoxide into the apartment. That this water heater was leaking carbon monoxide into the apartment is only a 'possible' conclusion that may be drawn; and plaintiff has cited no evidence it is the probable conclusion that may be drawn from the evidence."

This finding alone was enough to affirm dismissal of Clark's lawsuit, but the court went further. It focused on whether Clark's alleged injuries, which were "health issues and cognitive and executive deficits that developed while living in the apartment," were actually caused by exposure to carbon monoxide.

SYMPTOMS IMPROVE?

On this point, Clark relied on her own testimony that "some of [her] conditions began to improve after she moved out of the apartment," and the testimony of several doctors that her symptoms "could" have been caused by carbon monoxide exposure. The court concluded that this was insufficient to defeat the landlords' summary judgment motion.

The court held that, under Illinois law, Clark had to come forward with evidence that would "affirmatively and positively show" that her injuries were caused by exposure to carbon monoxide coming from the water heater. She failed to do this, and her claim therefore was properly dismissed by the trial court:

"The mere possibility that the defendants' negligence could have caused plaintiff's alleged injuries fails to provide the necessary causal relationship between defendants' alleged negligence and plaintiff's injuries to establish proximate cause. We find that plaintiff has failed to establish proximate cause by direct or circumstantial evidence of a causal connection between a toxic exposure to carbon monoxide and plaintiff's alleged injuries; and, therefore, plaintiff has failed to make a prima facie case of negligence."

To date, there is no evidence that Clark has filed an appeal of this ruling to the Illinois Supreme Court.



Freddie Ridler is the head of business growth at Rural Computer Consultants (RCC). Since joining RCC in 2005, he's worn many hats, each one deepening his understanding of customers, technology and the propane industry. Today, Ridler leads RCC's business growth and marketing efforts, collaborating across departments and with the leadership team to drive innovation and connection. Beyond RCC, Ridler is actively engaged in the NPGA community. He cohosts the "Through the Leadership Lens" podcast and also serves on the NPGA Services Section.

'THROUGH THE LEADERSHIP LENS'

How this industry podcast is redefining what it means to be a leader in propane

What does leadership mean to you? It's a question that's as complex as it is personal. Leadership comes in many forms, and its meaning shifts depending on who you ask. On the "Through the Leadership Lens" (TTLL) podcast, we talk to a wide variety of leaders, ranging from C-level executives to propane company employees. I have learned that finding the answer to the question "What is leadership?" truly comes in many flavors. That's exactly why Jess Balderston and I ask every guest on TTLL to define leadership in their own words.

The podcast is presented by the National Propane Gas Association's (NPGA) Women in Propane (WIP) council and was born from a conversation at the NPGA Southeastern & International Propane Expo in Nashville, Tennessee. I was sitting next to Jessica Johnson (NPGA's manager, Political Action Committee) at the WIP Leadership Forum, chatting about books. I shared that I host a podcast at Rural Computer Consultants (RCC) called "Fuel the Conversation."

A few weeks later, Jessica called to brainstorm a podcast for WIP and invited me to cohost it. I was honored and immediately said yes.

I initially thought WIP's podcast would be similar to what I was already doing, which was grabbing a guest and talking about them. But it was deeper than that. Not only do we get to know the guests, but we also dive into their lives and discuss what leadership experiences have impacted them. When I started researching leadership and how to cohost a podcast on the topic, I was a little nervous. This was a big step out of my comfort zone. We ask our guests to tell us why they are leaders, why they're successful and how they've become mentors. That's not easy, because most people don't like to talk about themselves in that way. But the information they share is valuable and needs to be heard.

In 2022, my former cohost, Bridget Kidd (chief operating officer of the Propane Education & Research Council) and I launched "Through the Leadership Lens." From the very first episode, featuring Nancy Coop, founding chair of WIP, we knew we were on to something special. That episode aired on Oct. 14, 2022, and since then, we've recorded over 45 episodes, each one spotlighting the voices and stories of leaders in the propane industry. Also, since its launch, TTLL has garnered over 3,000 full-stream views — not quick clicks, but full-length listens from viewers. That kind of connection speaks volumes about the relevance and impact of the stories we're sharing.

Our initial focus was on a specific group of leaders, but we soon recognized that leadership transcends any single identity. Broadening the conversation brought new perspectives and encouraged broader engagement. What began as a spotlight on one facet of leadership has since grown into a celebration of leadership in all its forms.

Personally, I'm grateful Jessica asked me to be part of this podcast. It speaks volumes about the inclusive spirit of the Women in Propane council. WIP is about more than just women; it's about building a stronger, more connected industry. From mentorship programs



Left to right: Balderston, Alison Abbott of the World Liquid Gas Association, Michelle Bimson Maggi of Ferrellgas, and Ridler chat during a live taping of the podcast at the NPGA Southeastern Expo.

and DiSC training to podcasts, webinars and beyond, WIP offers a wide range of resources that benefit everyone. Including all voices in these stories helps broaden the conversation and reflect the full spectrum of leadership across our industry.

Bridget and I had the privilege of hosting two live podcast events at the NPGA Southeastern Expo in 2023 and 2024. The energy of speaking in front of a live audience added a whole new dimension to the experience: the adrenaline, the connection, the shared excitement. It helped propel the podcast forward and deepen our storytelling. Before each live podcast, Bridget and I would have conversations with our guests, trying to map out the flow and anticipate the direction of the discussion. But the moment we stepped on stage and said, "Welcome to a very special live podcast of 'Through the Leadership Lens,'" everything changed in the best way possible. The energy from the guests and attendees took over, guiding the conversation with authenticity and passion. The guests made it easy to be the cohost. Their storytelling was amazing.

> "As we continue to explore what leadership means through the voices of our guests, we remain committed to amplifying stories that inspire, challenge & connect."

2025 marked a new chapter for the podcast as Bridget passed the cohosting torch to Jess Balderston (co-owner of RCC). Her enthusiasm and fresh ideas have already expanded the podcast's reach and impact. One of our recent episodes, "Small Voices, Big Questions," featured children of industry professionals, offering a heartwarming and insightful look at the next generation.

Jessica's arrival has brought a renewed sense of innovation and change, reminding us that leadership is not static. It evolves, just like our podcast has. And as we continue to explore what leadership means through the voices of our guests, we remain committed to amplifying stories that inspire, challenge and connect.

Every conversation begins with a story and often leads to an impactful moment that stays with us. These stories aren't just entertaining; they're educational, shareable and usually transformative. They're something you can bring back to your team or use to deepen your understanding of how propane is the most reliable energy source out there.

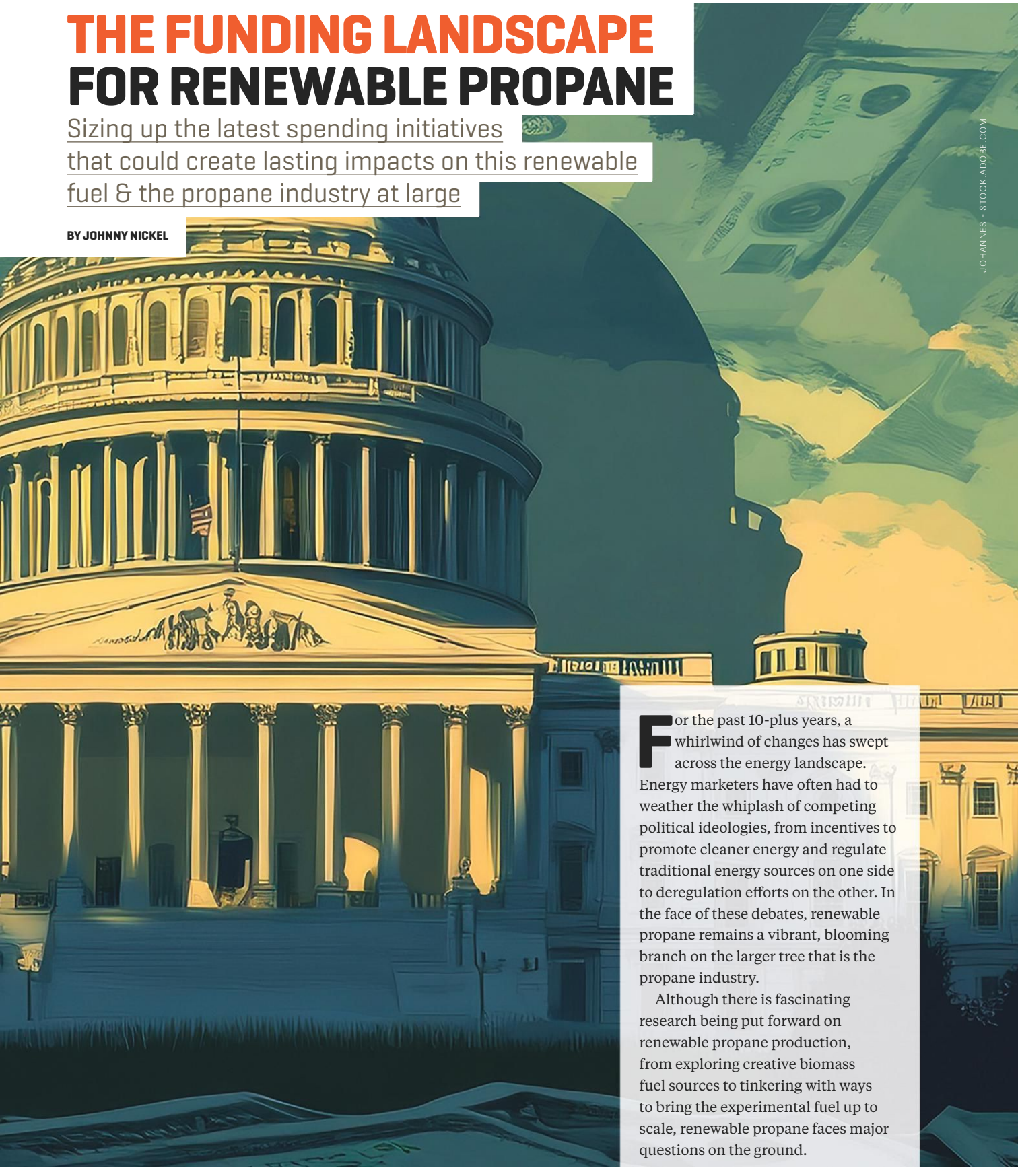
As we continue to share the stories of our guests, we're grateful to be part of WIP. Women in Propane gave us the mic, and the industry has given us the stories.

If you or someone you know has a story to tell, we'd love to hear from you. We're always looking for new guests to join us on "Through the Leadership Lens."

THE FUNDING LANDSCAPE FOR RENEWABLE PROPANE

Sizing up the latest spending initiatives that could create lasting impacts on this renewable fuel & the propane industry at large

BY JOHNNY NICKEL



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For the past 10-plus years, a whirlwind of changes has swept across the energy landscape. Energy marketers have often had to weather the whiplash of competing political ideologies, from incentives to promote cleaner energy and regulate traditional energy sources on one side to deregulation efforts on the other. In the face of these debates, renewable propane remains a vibrant, blooming branch on the larger tree that is the propane industry.

Although there is fascinating research being put forward on renewable propane production, from exploring creative biomass fuel sources to tinkering with ways to bring the experimental fuel up to scale, renewable propane faces major questions on the ground.

Can the fuel be scaled? Is there a real market for renewable propane? In a political landscape that oscillates between carbon emissions regulation and deregulation, where does renewable propane belong? And where, exactly, does renewable propane stand right now?

> If history has taught us anything, it's that new technologies & shifting values & concerns tend to bubble up, whether we want them to or not. It can't hurt to be an industry that is primarily curious.

THE CURRENT LANDSCAPE OF RENEWABLE PROPANE

The Trump administration has explicitly expressed support for and released executive orders that call for increased conventional energy production. The propane industry has welcomed these moves. But what about some of the harder-to-define areas of the energy sector — more "gray" spaces that are occupied by experimental energy sources like biomass fuels? There's a saying I've come to appreciate as I've grown older: Follow the money.

To understand the current opportunities for renewable propane, it's helpful to take stock of the current funding across the energy sector. Here are some of the tangible ways the current administration is investing — and divesting — in renewable propane.

Department of Energy Notice of Funding Opportunity

In December 2024, the Department of Energy (DOE) Bioenergy Technologies Office (BETO) announced its intentions to establish a funding opportunity — up to $23 million — for research and development of renewable chemicals and fuels, including renewable propane. The funding opportunity is a rare example of a clean energy initiative that has not been retracted or struck down by the Trump administration.

According to DOE, the notice of funding opportunity "will support BETO's conversion technologies program area priorities by advancing innovative technology pathways for affordable fuels and products, leveraging renewable resources and generating domestic jobs to accelerate the U.S. bioeconomy."

Applicants for the funding were required to submit full applications by May 30, with selections taking place in October (selections had not been made at press time). Each research project is eligible to receive up to $2.5 million, granted it meets the following expectations:

- ASTM D1835 specifications
- Have a system energy consumption of no more than 50% of higher heating value of the finished LPG
- Achieve a reduction of net greenhouse gases relative to fossil LPG of at least 70%

It remains uncertain whether the full funding amount will be awarded to applicants and by what standards the current administration will select award recipients.

The One Big Beautiful Bill Act

The Trump administration's momentous spending bill, the One Big Beautiful Bill Act (OBBBA), passed by a thin margin and was signed into law July 4. It is likely the largest and most prevalent piece of legislation that will directly impact the energy sector in the near future. Sweeping in nature, the impacts of the bill on the energy sector — and on the propane industry, specifically — will likely only be fully understood and appreciated with time.

Highlights include:

- Increased rate of mandatory gas and oil lease sales on federal lands, while eliminating the Biden administration's requirements for renewable energy leasing
- Reinstated 100% bonus depreciation for qualifying property
- Postponed methane emissions fee that exceeds certain thresholds to the calendar year 2034
- Extended the clean fuel tax credit through 2029
- Accelerated phase-out periods for various Inflation Reduction Act clean energy programs, including the Residential Clean Energy Credit, Energy Efficient Home Improvement Credit, New and Used EV Tax Credit, Clean Electricity Investment and Production Credits and the Alternative Fuel/Refueling Property Credit

To reiterate, it's likely impossible to assess how OBBBA's changes to the energy landscape will play out for renewable propane production. While some changes might seem to obstruct or hurt renewable propane production — insofar as the bill implements changes that largely target most renewable and clean energy initiatives — the reality for renewable propane and even conventional propane is likely far more complicated.

For example, while the bill makes a point of targeting electric, solar and wind energy tax incentives, it remains relatively silent when it comes to directly addressing clean fuels. In fact, OBBBA extends the Clean Fuel tax credit through 2029, a tax credit that has benefitted the propane autogas and renewable propane industries, among others.

But to make matters more complicated, actions that appear to directly impact electrification efforts alone might additionally impact the more niche propane and renewable propane

markets. OBBBA phases out both the Residential Clean Energy Credit and the Energy Efficient Home Improvement Credit. Under the latter, certain propane water heaters qualified for a tax rebate.

OBBBA also phases out the Alternative Fuel/Refueling Property Credit, a program that has benefitted both electric vehicle production and propane autogas production. Besides allowing autogas sites to directly qualify for credits for refueling infrastructure, increased electric vehicle use and a demand for charging stations presents an opportunity for propane and renewable propane manufacturers to step in as a solution — rather than merely a competitor — to the strained demands on the electric grid, especially in remote, rural areas (see BPN's August 2024 Beyond the Mains column for more information).

That being said, it is nevertheless true that OBBBA seems to largely benefit fossil fuel production. Where the act addresses renewable and clean energy initiatives, it is, for the most part, to phase out such programs.

If OBBBA ushers in an overall decline in credit and grant opportunities for renewable research, this raises the question of where renewable propane stands. This is especially the case in light of the other ways the Trump administration has gone about defunding renewable energy.

Miscellaneous Clean Energy Cuts

Amid the flurry of activity that marked President Donald Trump's first months in office, the DOE and the Environmental Protection Agency (EPA) have announced funding cuts to many clean energy programs. Funding cut announcements include:

- $7.56 billion in financial awards for 223 energy projects across states that voted for Kamala Harris in the 2024 presidential election
- 2026 Budget Proposal cuts, including:
  - $2.5 billion from DOE Energy Efficiency and Renewable Energy department
  - $80 million in Department of Interior renewable energy programs
  - Cuts EPA grants to nongovernmental organizations

Similar to OBBBA, the main target of these proposed cuts are clean energy projects involving hydrogen, wind, solar and electric energy. Once again, cuts like these raise the question of what incentives will exist for renewable propane development in the future.



Recent cuts in clean energy development have directly impacted ExxonMobil, which was in the process of researching and developing clean hydrogen. Chevron owns and operates one of the major renewable propane programs in the country. In an environment where experimental fuels largely depend on government investment and the powerful infrastructure of established companies, it is unclear the extent to which these cuts will impact the "main players" in the fuel space going forward and their motives to develop fuels like renewable propane.

WHY SHOULD PROPANE PEOPLE CARE?

In light of the generally favorable ways in which the Trump administration is streamlining business permits, increasing land access for fossil fuel companies and potentially decreasing operational costs, why should we care about what's happening in the clean energy space? There's a temptation to relegate clean energy concerns to the sidelines — and likely for good reason. Some clean energy spaces may seem, after all, to be in many ways in direct competition with our own.

Most in the propane industry deal with traditional propane sourced from crude oil. In the course of a typical propane industry member's workday, renewable propane may rarely come up as a topic, and when it does, it may be treated as a hypothetical rather than a tangible product. It makes sense that the push for the deregulation of conventional propane and its related market applications tends to rule the day.

Yet if history has taught us anything, it's that new technologies and shifting values and concerns tend to bubble up whether we want them to or not. It can't hurt to be an industry that is primarily curious. As Propane Education & Research Council President Tucker Perkins often says, we need a "wide path" approach to energy, one that appreciates innovation and sees opportunity where it might be tempting to see threats.

In fact, innovation has been at the center of the propane industry ever since the chemist Walter O. Snelling discovered that gases dispersed from gasoline could be liquefied and converted into a new type of fuel: "liquefied" petroleum gas.

Or as it would come to be called, "propane."

Johnny Nickel is managing editor of Butane-Propane News.

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UNLOCKING CANADA'S RENEWABLE PROPANE POTENTIAL

A diverse set of options can build the country's renewable propane production, advance a circular economy & cut emissions

BY SHANNON WATT



DREAMERMA STUDIO / STOCK.ADOBE.COM

Canada's propane story is evolving.

Renewable propane — a low-carbon, drop-in fuel chemically identical to conventional propane and made from nonpetroleum feedstocks — is beginning to enter the market. With the right incentives and sustained policy support, Canada can move from pilot production to full commercial scale.

Today, renewable propane is mainly produced as a by-product of renewable diesel and sustainable aviation fuel refining, using feedstocks such as vegetable oils, animal fats and used cooking oil. Its carbon intensity varies by source and process — renewable propane made from domestic used cooking oil has a carbon intensity of about 21 gCO_2e/MJ (or grams of carbon dioxide equivalent

Canada has the technology & feedstocks to produce renewable propane, but realizing its full potential requires a competitive policy framework. Incentives are critical to attract investment & make renewable propane cost competitive.


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Switchgrass and the camelina plant can both be used to supply renewable fuel feedstocks.

per megajoule of energy), compared to 72 gCO_2e/MJ for conventional propane.

Over the past 18 months, renewable propane and renewable dimethyl ether (rDME) production in Canada has advanced from concept to commercial reality. In Quebec, the Association Québécoise du Propane and Oberon Fuels launched the province's first pilot blending rDME with propane in late 2024, showing how agricultural residues can fuel a circular economy. If scaled, this innovation could cut emissions equivalent to removing 6,000 vehicles from Quebec's roads each year.

Early in 2025, Superior Propane announced it was supplying the city of Chilliwack in British Columbia with 100% renewable propane for its municipal fleet, while Propane Levac in Ontario imported renewable propane to serve a range of customers, from homes and farms to food trucks.

Most recently, Parkland achieved a Canadian first by producing renewable propane at its Burnaby, British Columbia, refinery through coprocessing biofeedstocks such as canola oil, tallow and tall oil — achieving roughly one-third the carbon intensity of conventional propane.

Propane is essential across Canada's economy, powering agriculture, mining, industry, transportation, and remote, rural and Indigenous communities. It delivers dependable, affordable energy and serves as a critical backup during grid emergencies.

Renewable propane can reduce emissions while maintaining reliability, especially in regions not connected to natural gas grids. It also pairs well with electric heat pumps to ensure reliable heat in cold climates, and it complements renewable electricity, providing backup for solar or wind when generation dips.

For farmers, renewable propane represents a growth opportunity. Cultivating nonfood crops, such as camelina and switchgrass, can supply feedstocks for renewable fuels, turning underused land into productive assets and diversifying farm revenue.

BARRIERS & THE PATH FORWARD

Canada has the technology and feedstocks to produce renewable propane, but realizing its full potential requires a competitive policy framework. Incentives are critical to attract investment and make renewable propane cost competitive.

Recent moves are encouraging. The Canadian federal government's new $370 million biofuel production incentive and the forthcoming amendments to the Clean Fuel Regulations (effective January 2026) aim to stabilize the domestic biofuels market — especially for canola-based fuels — in response to global tariffs.

Momentum is building at the provincial level as well. Manitoba, for example, is exploring ways to expand renewable fuel use and has commissioned a white paper to map biofuel opportunities across its agricultural economy.

Canada's propane industry is embracing innovation. With the right incentives and government support, renewable propane can be produced domestically at scale and deliver dependable, lower-emission energy for Canadians.

Shannon Watt is the president and CEO of the Canadian Propane Association, where she spearheads the implementation of corporate strategies and oversees operational management. With a wealth of experience in sustainability, advocacy and public policy, Watt is dedicated to steering the propane industry toward meeting policy and regulatory challenges while exploring new growth opportunities. Prior to her current role, Watt served as vice president of sustainability at the Chemistry Industry Association of Canada for over seven years, where she was responsible for overseeing the chemistry sector's Responsible Care commitments, as well as the association's environmental and health policy advocacy and internal corporate sustainability initiatives. Her expertise in environmental science and policy has helped her lead the association and shape the direction of the Canadian propane industry. Visit propane.ca.





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In the annual Corporate Capabilities special advertising section, you get a front-row seat to the companies that want to help you do business. Whether that's in the form of exciting new products, reliable and innovative solutions and services, or strategic acquisitions with other propane companies, this section is designed to give you insights into what industry partners are doing to elevate the propane industry and assist you in providing the best experience for your customers.



CONTENTS

AMERICAN STANDARD MANUFACTURING 58
ANOVA 28
AULTRA TANK & EQUIPMENT LLC 30
B&A ENERGY PARTNERS 59
BERGQUIST INC 32
BLT TANKS LLC 34
BLUE PEAK RESOURCES 36
CAVAGNA NORTH AMERICA 38
EDP 40
EMERSON/FISHER LPG EQUIPMENT 68
ICOM NORTH AMERICA 69
INGUSA GROUP 42
INTERMOUNTAIN TRUCK REBUILDERS 70
IPS EQUIPMENT INC 60
JOMAR VALVE 61
LEGACY ENERGY CONSULTING 44
LPG & NH3 SUPPLY INC 62
MARSHALL EXCELSIOR COMPANY 46
METSA TANKS 63
NIP GROUP 72
OTODATA INC 24
PACIFIC TRUCK TANK INC 76
PARACO 64
PROPANE EDUCATION & RESEARCH COUNCIL 48
PT RISK MANAGEMENT 65
QUALITY STEEL CORPORATION 50
RAY MURRARY INC. & TEECO PRODUCTS 25
REGO PRODUCTS 26
ROUSH CLEANTECH 66
RURAL COMPUTER CONSULANTS INC 76
RUTHERFORD EQUIPMENT 73
SMITH PUMPS L.P. 52
STAR GROUP, L.P. 67
STONE MOUNTAIN TECHNOLOGIES 74
SUPERIOR ENERGY SYSTEMS INC 71
TERRAVEST INDUSTRIES 54
TRIARC TANK 56
WARM THOUGHTS COMMUNICATIONS 75
WORTHINGTON ENTERPRISES 27



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Quality propane products from a company you can trust

Ray Murray Inc. (RMI) is a leading family-owned wholesale distributor with more than 50 years of experience serving the propane industry. In addition to propane equipment, RMI offers a full spectrum of compressed gas equipment, hearth, heating and outdoor living appliances.

Teeco Products has been a leading wholesale propane equipment supplier since 1946. With decades of experience and a reputation for reliability, the Teeco Products team has been the go-to resource for all of your propane equipment needs.

With the exciting acquisition of Teeco by RMI in 2025, the two companies have joined to become a one-stop-shop for customers across the United States. Each company's legacy of exceptional service and industry expertise will continue unchanged — but with the added benefit of expanded resources and broader reach.

Quality Products From Trusted Manufacturers

RMI and Teeco take 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

The team of regional sales managers is committed to hands-on customer support. With regular visits to customer sites and industry events, they bring essential 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 the company's commitment to the propane industry. The company provides training for professionals at all stages of their careers, ensuring your team is well equipped to handle both industry standards and the latest products and cutting-edge technologies.

From full-day, in-person training events to focused webinars, each session is designed to keep your team up to date. Additionally, regional sales managers can coordinate on-site training sessions tailored to your needs.

Custom Fabrication Services

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

Strategic Locations for Better Service

Locations across the U.S. allow RMI and Teeco to provide fast, reliable service to propane businesses throughout the country. The combined business now operates regional distribution centers in California, Massachusetts, Michigan, North Carolina, Pennsylvania, South Dakota and Washington. 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.

Industry Leadership

RMI and Teeco employees have contributed countless hours of service and hold leadership positions within various industry associations, with







the latest being RMI President Mike Hopsicker's installation as chairman of the National Propane Gas Association. Whether they're serving on the board or in the trenches, you'll find the team at industry events across the country.

Your Partners in the Propane Industry

RMI and Teeco share the same core values: putting customers first, delivering expert technical support and offering a wide range of high-quality products. By joining forces, they have combined their strengths to bring you deeper inventory, a broader product selection and even more resources for your business.

They are committed to helping you run a more successful business by offering quality products, expert advice, hands-on support and comprehensive training. Their goal is to be a reliable resource that helps you improve safety, efficiency and overall productivity in your operations.

Get in touch today to learn more about how this team can support your business!

Ray Murray Inc.
(eastern U.S. contact)
800-628-5044
info@raymurray.com
raymurray.com

Teeco Products
(western U.S. contact)
800-225-6621
info@teecoproducts.com
teecoproducts.com

RegO

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.

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 home heating. 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 utilizes robotics, CNC machining and computer-integrated manufacturing to achieve exacting standards. After passing stringent quality controls, components go to one of two assembly facilities.

At a 7,000-square-meter machining facility, brass and ductile iron castings are crafted into product components. A 9,300-square-meter facility houses both assembly operations and the company's corporate headquarters. That facility also has an in-house test laboratory, complete with a working tank farm and high-pressure lines, allowing engineers to complete design and performance tests on-site. A third North Carolina automated facility is dedicated solely to the production of regulators.

Following assembly, all products receive 100% testing for reliable performance, and most RegO products feature an industry-leading, 10-year warranty. All facilities are certified to ISO9001 by UL.

The mission of RegO is to build 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 technologies for mission-critical compressed and liquefied gas applications.

RegO
336-449-7707
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regoproducts.com



Worthington Enterprises

Get the Worthington edge in a changing propane landscape

The propane industry continues to evolve alongside the broader energy sector, driven by shifting demands, sustainability goals and advancing technology. For more than 50 years, Worthington Enterprises has been a pillar in the industry offering the most complete line of propane products. Worthington is your trusted domestic manufacturer combining world-class manufacturing expertise with a forward-thinking approach to innovation, safety and its customers.

The Worthington Difference

Since its founding in 1955, Worthington has operated on a set of guiding principles that puts people first. This set of values is infused in the company's culture and extends deep into the propane industry. Worthington's involvement in industry associations and close collaboration with governing bodies underscores its leadership and advocacy in the propane space.

Fueling Future Growth

Worthington is relentlessly dedicated to innovation. What sets Worthington apart is not just the quality of its products, but the technology and innovation its people bring to the industry. Worthington continues to make investments in its facilities and people by investing in smart manufacturing, digital solutions and sustainability practices. The company's newly developed innovation council is a cornerstone of this effort. By working hand-in-hand with customers and other industry influencers, Worthington's research and new product design teams are anticipating emerging needs and delivering solutions that meet tomorrow's needs, today.

Worthington products are designed for safety, durability and user experience — whether that means integrating Internet of Things technology, refining ergonomic designs for easier transport and handling, or reducing environmental impact through low-emission manufacturing practices. Every improvement is made with the customer in mind and designed to bring real value to real operations.

TAGGED: Eliminating Manual Audits

One example of how this innovation process comes to life is TAGGED — Worthington's most recent product introduced to the market. TAGGED is a proprietary inventory management system enabling full traceability and life-cycle tracking of cylinders. TAGGED is eliminating the manual process of auditing a yard by manually writing down and inputting tank serial numbers.

With TAGGED, customers can access crucial data about asset location, manufacturing date, requalification history and more, all through a secure digital interface. TAGGED elevates operational efficiency while enhancing safety compliance and inventory management. Simply put, it saves companies time and money.

Using Voice of Customer Research to Improve RTM & Level Sensing

Another prime example of how Worthington Enterprises is proactively solving needs within the propane market is how the company is using voice of the customer research and leveraging its deep relationships in the industry to replace antiquated technology.

Worthington's dedicated account managers regularly connect with customers throughout the U.S. to understand business operations and growth goals, and uncover opportunities to help the company improve. With that knowledge, Worthington deploys its customer insights team to understand how the company can develop new solutions to better service the needs of those customers and the industry.

Looking Ahead

As the propane industry enters an era of digital transformation, Worthington remains committed to being more than a supplier. Through continual investment in innovation, technology and collaboration, Worthington is shaping the future of propane together. For more information, visit worthingtonenterprises.com/propane.

Worthington Enterprises
800-944-2255
worthingtonenterprises.com

Anova

More than a vendor, Anova is your partner

Anova is a 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 1.25 million devices monitoring propane/LPG, fuels, oils, lubricants, chemicals, cryogenic gases and LNG, Anova is connecting the industrial world — for better.

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 unparalleled analytics platform that enables sophisticated business intelligence and better forecasts derived from your data. With decades of industry experience, Anova will assist in helping transform a business and 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
866-493-7762
eric.duckworth@anova.com
anova.com



ANOVA

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2022 IIoT Innovator of the Year

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Aultra Tank & Equipment LLC

Propane tank experts, refurbishing your investment

Aultra Tank & Equipment LLC can trace its roots back 25 years. The company's legacy began with a focus on purchasing and selling residential and bulk plant tanks to propane marketers. Over time, Aultra Tank & Equipment LLC experienced significant growth, transitioning its primary focus to the refurbishment of residential propane tanks. This strategic shift introduced a fleet of semis equipped with cranes, enabling the company to efficiently collect and deliver tanks to customers nationwide.

The company's investments in advanced facilities and equipment have been pivotal to its success. Its refurbishment process incorporates innovative technologies, including a specialized evacuation method to ensure thorough cleaning of tanks, a state-of-the-art automated shot blast cabinet to prepare tanks for factory-quality powder coating and additional procedures such as vacuum purging and methanol treatment to achieve optimal results. Throughout its journey, Aultra Tank & Equipment LLC has remained steadfast in its dedication to quality, efficiency and customer satisfaction. The refurbishment process ensures that tanks are meticulously cleaned, free of oil and sediment, and finished to perfection with powder coating customized to customers' specifications.

As always, only RegO service valves are used to maintain the highest standards of quality.

All products are supported by the industry's leading warranty, reflecting the company's confidence in the excellence of its refurbished tanks. By combining superior quality, streamlined processes and unparalleled customer service, Aultra Tank & Equipment LLC is well-positioned to deliver the best refurbished tanks in the industry while delivering cost savings for customers. The future promises continued innovation and excellence as the company advances its mission to set a standard in the industry.

With the opening of a new location in Nevada, Aultra Tank & Equipment LLC is taking strides that will enhance operational capabilities while offering substantial cost efficiencies for customers. This expansion underscores the company's commitment to growth and delivering exceptional value to its customers.

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



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Bergquist Inc.

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

In the competitive propane industry, finding a trusted propane equipment supplier is essential for maximizing efficiency and performance.

As an independent, U.S.-based propane equipment distributor, Bergquist Inc. offers a comprehensive line of propane equipment, parts and supplies from hundreds of leading manufacturers. Bergquist prioritizes quality, performance and overall superior value, providing you with a wide range of options and tailored solutions with a single call.

Unmatched Inventory for Immediate Access

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

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

This reliability translates to real value for your business, resulting in fewer disruptions, quicker responses to your customer demands and, ultimately, more repeat business.

Industry Expertise That Empowers Your Team for Success

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

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

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

Fast Delivery for Smooth Operations

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

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

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

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Bergquist

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800 448 9504

bergquistinc
.com

BLT Tanks LLC

Selling & refurbishing propane tanks since 1994

BLT Tanks is a family-run business that is 100% owned, operated and funded in the United States. BLT Tanks emphasizes quality at a reasonable cost. The company's main line is refurbished tanks from 120-1,000 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, Oklahoma.

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

Data plates are cleaned and coated with marine varnish to protect them and ensure they are legible for years to come. Tanks are sorted into quality grades "A" and "B." A is for the customer who wants and needs quality. B is for the customer who needs economical and reliable tanks. Many BLT Tanks customers are unable to tell the difference between A and B grades at a glance. The B-grade tanks are usually available, but sometimes there is a wait due to supply demands.

BLT Tanks has 20 boom trucks that can deliver tanks nationwide to customers' locations. BLT Tanks primarily deals in load lots, but occasionally does partial loads. The company will purchase tanks — 100 gallons up to 30,000 gallons — in semi load lots nationwide. BLT Tanks' larger-sized propane storage tank inventory is listed on 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 refurbished tanks come with a warranty.

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

- Tina Johnson, eastern U.S. sales manager
- JR Heredia, western U.S. sales manager
- Alison Cue, customer service specialist
- Shawn Cruz, valving manager
- CJ Ewell, painting manager
- Ignacio Guzman, logistics manager
- Elizabeth Montes, customer service specialist
- Eva Ryan, tank inventory specialist
- Tabitha Ryan, safety director/marketing
- Nick Rollins, DOT/fleet specialist
- Toddie Rollins, business manager
- Brad Ragains, owner

BLT Tanks has 70 employees.

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



BLT Tanks LLC

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Ready to Go Valves
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Save Money
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REGO

Selling & Refurbishing Propane Tanks Since 1994

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



200 gal Rebuilt 1980+ $795
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250 gal Rebuilt 80-2000+ $975

120 gal Rebuilt B $495 limited stock
150 gal Rebuilt B $425 limited stock
420 lb vertical Rebuilt 1980+ $499

Call for availability.

Limited warranty on all rebuilt tanks.

All prices are plus freight. Prices and availability are subject to change.

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.

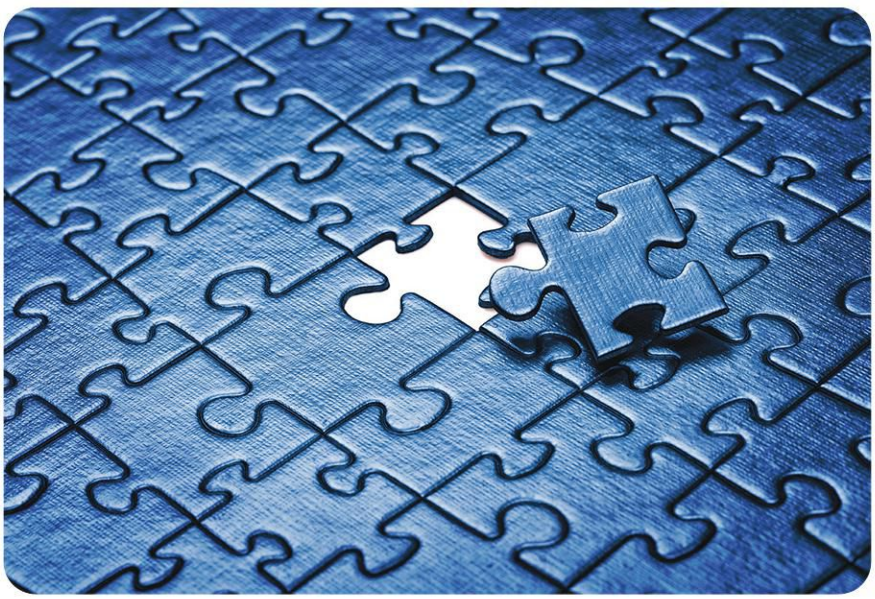
With over 100 years of combined industry experience successfully growing their own companies, the trustworthy leadership team at Blue Peak Resources has unparalleled knowledge of the propane and fuel oil industry.

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

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



BLUE PEAK RESOURCES

YOUR TRUSTED PARTNER IN PROPANE AND FUEL OIL MERGERS AND ACQUISITIONS

OVER 100 YEARS OF INDUSTRY EXPERTISE WORKING FOR YOU!

OUR MISSION

We help business owners in the propane and fuel oil industry transition with confidence - connecting them with the right buyers for maximum value and peace of mind.

CORE SERVICES

- Merger & Acquisition Consulting
- Seller Representation
- Business Valuations
- Strategic Exit Planning

Please visit us at bluepeakresources.com for more information

WHY BLUE PEAK?

- ✓ Trusted by hundreds of business owners
- ✓ Strong national buyer network
- ✓ Personalized, discreet guidance
- ✓ Proven success stories

CLIENT TESTIMONIALS

"Placing our trust in them was the best decision we made."

"Their guidance ensured a successful transaction."

"They walked us through every step, personally and professionally."

John Armentano | 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 utilize 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.

As Cavagna celebrates its 75th anniversary, the same values, goals and determination 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 facilities in Somerset, New Jersey, and Houston, Texas, Cavagna North America is well-positioned to efficiently meet the needs of its customers.

The company'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
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cavagna.com



cavagna group

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Info@cavagna.com - www.cavagnana.com

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EDP

Preserving your company's legacy

Are You Thinking About Selling?

For propane business owners considering a sale, preserving a legacy often matters as much as the financial outcome.

Since its founding in 2012, EDP has completed 44 acquisitions across the country, earning a reputation for continuity and care. Many former owners have become some of the company's strongest advocates, citing EDP's ability to balance professionalism with a personal touch.

Who Is EDP?

EDP's retail operations span coast to coast and are guided by a leadership team of propane industry veterans with extensive expertise in retail operations, sales and finance.

Today, the company is recognized among the "Top Ten Propane Marketers" in the United States, serving customers across 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, rest assured the company will:

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

Satisfied Sellers

At EDP, selling a business is viewed as more than a financial transaction — it is a decision tied to legacy, reputation and longstanding community relationships. In 2018, Danny Anderson sold Anderson Propane to EDP. Five years later, his son, Jordy, followed suit, selling Mount Perry Propane in 2023. Their decisions reflect the confidence that multiple generations of owners have placed in EDP to provide continuity, promote from within and position businesses for long-term success.

EDP doesn't just acquire a company — it invests in its people and future. The managers at Anderson and Mount Perry were promoted from within, ensuring familiar leadership and a seamless transition for customers and employees alike. Today, both businesses are thriving under the EDP umbrella — proof that when you partner with EDP, your legacy is preserved, your employees have room to grow and your community continues to be well served. EDP's commitment is simple: to honor the past while building a stronger future together.



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

A Family Affair.

Hear from father and son propane business owners who both chose EDP when it was time to sell.



"My parents have spoken very highly of their experience selling to EDP and I've watched how EDP has taken excellent care of their employees and their customers. Plus, EDP has continued to grow the business. We wanted that same outcome from the sale of Mount Perry Propane."

— Jordy Anderson

"Our experience selling Anderson Propane Services to EDP was very positive, so we were pleased to see Jordy and Sadie choose EDP when they decided to sell."

— Danny Anderson

EDP will value your company's legacy and take excellent care of your employees and customers. 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

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INGUSA

Discover how INGUSA can elevate your propane needs today

INGUSA is a consolidated group of companies specialized in the manufacture of products, services and solutions for LP gas. Including products for its distribution, storage, transportation, measurement, control and utilization in domestic, commercial and industrial settings, INGUSA's operations extend across five plants totaling over 645,000 square feet. The variety of the company's products goes from 20-pound to 100-pound cylinders, storage tanks from 120 gallons up to 2,000 gallons, storage tanks from 2,100 gallons up to 120,000 gallons, and DOT MC331 semitrailers. With INGUSA, mixed loads are a reality!

Experience & Commercial Evolution

With over 80 years of experience, INGUSA is distinguished as an institutional business group that maintains family values. Recently, the group has undergone a commercial evolution. This strategy involves developing an open network of long-term, integral business relationships with distributors across the country. Beyond this distributor network, the group also provides services to institutional channels, including the construction sector, large retail surfaces and specialized manufacturing.

The driving force of this giant is its team of over 1,000 highly qualified employees. With the support of certified laboratories, they manufacture more than half a million pieces monthly. This massive production capacity never compromises quality; on the contrary, every product is designed under the strictest national and international standards, guaranteeing the reliability and safety that have made its brands a market reference.

Global Reach & Quality Manufacturing

The quality of INGUSA's products is a key differentiator. The group produces goods under its own brands: CYTSA and INGUSA. INGUSA exports to more than 50 countries across the five continents.

Commitment to Sustainability & the Environment

INGUSA actively demonstrates a deep concern for the environment and is focused on its care. For this end, the group has undertaken a major sustainability project. This initiative involved installing 13,203 solar panels on the roofs of its six plants. The primary goal is to manufacture all of its products using renewable energy sources.

This development results in a significant ecological benefit, which is calculated as being equivalent to removing 1,232 cars from circulation annually. Furthermore, this solar panel development is recognized as one of the largest rooftop photovoltaic panel projects in America.

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ASME SETTING THE STANDARD

CRN

Legacy Energy Consulting

Experienced representation with proven results



Legacy Energy Consulting is a comprehensive consulting firm specializing in merger and acquisition (M&A) services within the propane sector and other energy industries. The company's primary focus is on representing sellers throughout the sale of their business, and it has successfully completed the sale of 27 businesses across the United States. Legacy Energy Consulting provides strategic planning services to business owners seeking sustainable long-term growth.

About Legacy Energy Consulting

Legacy Energy Consulting, founded in 2020 by Chad Pendill and his son, Tyler, leverages 35 years of direct propane industry experience. Recognizing the need for effective seller representation in M&A transactions, the firm guides business owners through selling their companies, helping them maximize value, find suitable buyers and protect the interests of all stakeholders.

Seller Representation Services

The sale of a business is a complex process that individuals typically undertake only once. It involves several stages and presents multiple challenges that may be unfamiliar.

The process begins with a confidential consultation to learn about the business and clarify objectives for an exit, along with providing an overview of the steps involved. After this initial meeting and a review of relevant documentation, a preliminary market value for the business is determined. If the decision is made to proceed, a business offering package is prepared to present the company to a range of qualified potential buyers. This package also allows for further refinement of the expected market value.

Once the business is presented to buyers, the entire process is managed so the owner can continue business operations. Nondisclosure agreements are sent to all buyers, and an organized record is kept of questions and offers. Offers are summarized and reviewed with the owner, with each buyer's suitability discussed. After a buyer is chosen, support is provided during due diligence and through to closing.

Strategic Planning Services

As organizations expand and their operations become more complex, it is important for strategic planning to adapt to the current and future market. Detailed planning is necessary to sustain growth and manage capital and resources efficiently so that businesses stay aligned with their goals and in touch with the market by using a three-phase process, which includes current business status, future direction and required actions. The firm provides a plan to implement on your own or will work with you every step of the way through implementation.

Business Valuation Services

Business valuations are useful for owners who are uncertain about selling their business or deciding to continue growing it through strategic planning. The valuation process includes a comprehensive review to determine the estimated current market value. Based on this assessment, owners can choose whether to proceed with a sale or develop a plan for growth to increase the potential value of a future sale.

Legacy Energy Consulting
763-772-2834
chad@legacyenergyconsulting.com
legacyenergyconsulting.com

LEGACY ENERGY
CONSULTING



Legacy Energy Consulting has over 30 years of direct industry experience. Since forming our family-owned business in June of 2020, we have successfully completed over 25 sales nationwide.

Trust the sale of your business to experienced professionals with proven results.

Strategic Planning Services

We use a proprietary strategic planning process to outline future vision, assess the current state of critical operational areas, and develop strategies, tactics, timelines, and resource allocations to help businesses reach their goals.

chad@legacyenergyconsulting.com 763-772-2834 www.legacyenergyconsulting.com

Marshall Excelsior Company

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

Marshall Excelsior Company (MEC) is a full-line manufacturer of innovative LPG and NH3 equipment, an industry leader in design and quality of low-emission products and supporting bulk plant, transportation, delivery/dispensing, domestic and recreational applications.

Recently, MEC joined the OPW Propane Energy Solutions business unit. OPW, a Dover Company, is dedicated to driving progress in the alternative energy industry and expanding safety, efficiency and innovation into the markets the company serves.

This strategic move enhances MEC's technological capabilities and positions the company at the forefront of innovation in the LPG and NH3 markets. Together, MEC and OPW will expand their product range and further strengthen their customer partnerships while driving future growth and synergies.

As a Michigan-based company with 50 years of manufacturing expertise, MEC has evolved into a full-line equipment manufacturer offering product solutions from the bulk plant to the backyard — and everywhere in between. MEC manufactures expertly designed, robust gas flow and control solutions that are 100% tested, quality checked and supported by excellent sales and technical support. The company's mission is to create the safest equipment solutions for all aspects of liquid/gas operations while maximizing product efficiency.

Innovation Made Simple — Driving New Product Development

Excela-Wynd Hose Reel — Designed to provide increased delivery efficiency and safety while reducing downtime, compensation claim injuries and driver fatigue. The Excela-Wynd hose reel incorporates a gear drive system, eliminating the chain drive and reducing downtime. Fully compatible with the BASE ProControl3 remote to control reel-in and reel-out functions and features a variable speed controller to maintain safe and consistent walking speed to and from the delivery truck.

ASME Pilot Relief Valve Manifold — Designed for use with large LP gas and NH3 stationary storage container applications with 4"- 300# ANSI flanged openings. The pilot valve-controlled relief mechanism allows for precision start-to-discharge set points in conjunction with the angled seat design for high-relief flow capacity in a simplified design, which eliminates the need for traditional external pressure relief valves. The dual pilot valve design allows for the change of either pilot valve without taking the storage container out of service, significantly reducing cost of future service and replacement.

Turbo-Flo LE Transfer System — Designed as the industry's most efficient and cost-effective way to transfer LP gas in bobtail, transportation, railcar and bulk plant applications. The innovative design reduces product emissions by 99.6% over standard valves and is fully compatible with existing ACME transfer connections. An integrated pilot feature allows the transfer valve to equalize and open only when connected to a mating connection, ensuring maximum safety.

These are a few examples of Marshall Excelsior's continued commitment to innovative new technologies and optimal product functionality. The company's dedication extends beyond quality and design; it is also reflected in its enduring partnerships with OEM customers and material suppliers. These long-term relationships underscore MEC's commitment to value-based collaborations, where mutual success is at the forefront of its mission.

Marshall Excelsior
269-789-6700
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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) leads the development of clean, propane-powered solutions that Americans trust today, and the innovations they'll rely on tomorrow. Since its founding, PERC has been dedicated to advancing propane technology, delivering safety and workforce training, and educating both consumers and professionals about propane's role in providing reliable, affordable and environmentally friendly energy.

Training the Propane Workforce

The Learning Center makes workforce training and certification better, faster and more economical than ever. The PERC Education Program (PEP), PERC's new world-class, customizable training system, puts the focus on training the necessary skills for specific jobs, ensuring employees are focused on learning the information they truly need. PERC's materials on safety, compliance, environmental messaging, sales, workforce recruitment and other market-trending topics are accessible through a PC or mobile device. Visitors may explore classes, enroll today and advance their training at training.propane.com.

Developing Propane-Powered Products

PERC's investments in research and development have sparked groundbreaking propane technologies. Recent innovations include PERC's partnership with NEXIO to develop a propane autogas engine for Class 7 and 8 commercial vehicles. Blue Bird's latest propane offerings, including school buses and new step van chassis, provide cleaner, more affordable solutions for student transportation and last-mile delivery fleets.

In addition, Stanadyne's propane direct-injection fuel system will set a new benchmark for performance and efficiency in propane-powered engine technology.

Winning New Propane Users

Through data-driven messaging, PERC shows consumers and energy influencers how propane is a clean, reliable energy option that partners with other resources on the wide path to zero emissions. In addition to its environmental benefits, propane is a whole-home solution that helps reduce electricity demand and safeguards households and businesses from grid instability. By powering appliances, standby generators and heating systems, propane provides customers with comfort, security and cost savings during outages and peak demand periods. PERC's national marketing campaigns lead a national dialogue about the role that propane and renewable propane play as an energy for everyone.

Your Partner in Success

PERC empowers the propane industry to thrive in a challenging energy landscape. With a focus on safety, innovation and consumer awareness, PERC provides the knowledge and tools propane professionals need to strengthen their businesses and serve their communities. Learn more at PERC's website below.

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



ENERGY FOR EVERYONE®
propane



Propane Safety Starts with Us

Fostering a culture of safety and ensuring the safety of our industry begin with us. To prevent injuries and reduce incidents, it is crucial that propane professionals stay current with all safety protocols. The PERC Education Program (PEP) provides complimentary safety training for your team. You can find additional resources in The Learning Center, including safety talk topics and details to reinforce safe practices your staff should follow daily.

YOUR TOP TOOL FOR STAYING SAFE

PEP provides critical education and compliance training in The Learning Center. Learn more about PEP and answer frequently asked questions by scanning the QR code.

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 United States manufacturer and refurbisher, QSC and LPC work to offer superior asset solutions to customers nationwide. The company is now a third-generation family business, with Sean Wessel (Jim Tims' son-in-law) as the CEO for Quality Steel Corporation.

Company Guarantee

Quality Steel is committed to providing the best experience, products and services. Your success is QSC's priority, and the company is dedicated to delivering top-notch tanks, white-glove deliveries and five-star customer service at every touchpoint. The 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 (NH3) tanks
- Financing 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

No matter the month or day - quality products and services, reliable lead times, and an experienced sales team - are always in season with **Quality Steel Corp.** and **LP Cylinder Service, Inc**. We are here to provide all your steel asset needs and solutions.

Happy Thanksgiving!



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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 (also known as "Smith Pumps") is a specialist in liquefied gas transfer, listing the first underwriter's laboratory (UL) pump 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, Reuben 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 manufactures 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 are known for their 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. End users are able to change the seal in a matter of minutes without removing the pump from the pipework.

Aside from ease of maintenance, the Smith Pumps mechanical-seal design



allows for a safer product because every seal is dynamically tested before shipping. The seal assembly also encompasses a three-piece seal instead of a two-piece seal design. The third piece allows for a slow rotation of the intermediary seal ring, which greatly reduces friction and associated heat generation, resulting in a longer-lasting product.

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 a safe, reliable and high-quality product.

Today

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

"On the Smith side, we have some exciting R&D developments in the works, as well as the hiring of our new sales representative, Dan Glassburn. Dan's 20 years of experience as a CNC [computer numerical control] machinist equip him with the technical expertise and hands-on experience to effectively support and guide our customers," says C.J. Smith, president of Smith Pumps and Full-Circle. "On the Full-Circle side, we have developed a new product, our JO-114M (1-1/4" MNPT x 1-1/4" FNPT) hose end swivel, as well as investing in new machining center upgrades to help mitigate lead times.

"We have some more upgrades in the works, and for both companies, the mindset of efficiency without sacrificing quality has always been in our forefront. We are grateful for the dedication of our staff, the trust of our customers and the collaboration of our suppliers, all of which have been essential in driving our continuous improvement."

For your nearest distributor, please use one of the contacts below.

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

Full-Circle Inc.
805-498-2589
info@fullcircleswivels.com
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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.
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- 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.

Still not convinced? Check out our pump rebuild videos below:

TRAINING VIDEOS



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NPGA

NATIONAL PROPANE GAS ASSOCIATION

MEMBER

TerraVest Industries

One source, many solutions



TerraVest Industries is a leading manufacturer of compressed gas equipment in North America, delivering one source, many solutions through its family of trusted brands: TerraVest Tanks, TerraVest Parts and Supply, Signature Truck Systems, Mississippi Tank Co., Maxfield, Pro-Par Inc. and Jarco. Together, they provide comprehensive storage and transportation solutions for propane, NH3, CO2, cryogenics and other compressed gases.

TerraVest Industries' holistic approach toward designing, manufacturing and servicing compressed gas storage and transportation equipment ensures that every customer benefits from a seamless experience. Whether purchasing new equipment, refurbishing existing assets or sourcing critical parts and services, the team's commitment extends beyond product excellence to providing exceptional customer service throughout the entire journey.

With highly knowledgeable territory managers conveniently located throughout North America and an experienced in-house engineering team, TerraVest Industries is not only dedicated to helping its customers succeed but also guarantees the team will serve as a trusted partner and invaluable resource.

TerraVest Industries proudly offers a broad range of equipment categories and services, including:

- **Bobtail trucks/tanks:** Using an in-house engineering team to offer standard or drop-deck designs. Customized builds available, as well as inspections, full-service repairs, restoration, refurbishing and access to an extensive parts inventory.
- **Bulk storage tanks:** Sizes ranging from 5,000 USWG to 180,000 USWG are available in stock configurations or custom builds. The team delivers fast lead times, competitive pricing, and in-house design and engineering for propane, chlorine, anhydrous ammonia (NH3), natural gas liquids (NGL), other chemicals and compressed gases.
- **Crane service trucks:** Certified quality and built in Michigan, combining lightweight aluminum construction with versatile customization options. Designed to carry two 500-USWG or 1,000-USWG tanks, with three makes (Chevy, Dodge, Ford) to choose from and body sizes ranging from 12 feet to 16.5 feet — providing durability and functionality for the toughest jobs.
- **Domestic tanks:** Aboveground or underground tanks from 118 USWG to 1,999 USWG with RegO valves and an industry-best powder-coat finish.
- **Transports:** Engineered for maximum payload, extensive customization options available and fully compliant with DOT/TC and ASME codes. Options range from CO2 and refrigerant gas trailers to specialized compressed gas transports, all supported by complete repair and inspection services.
- **Refurbishing Services:** Extend the life of bobtails, domestic tanks and transports with a proprietary, multistep process to ensure restoration to excellent condition.

By leveraging the strength of TerraVest Industries' esteemed family of brands, the company provides:

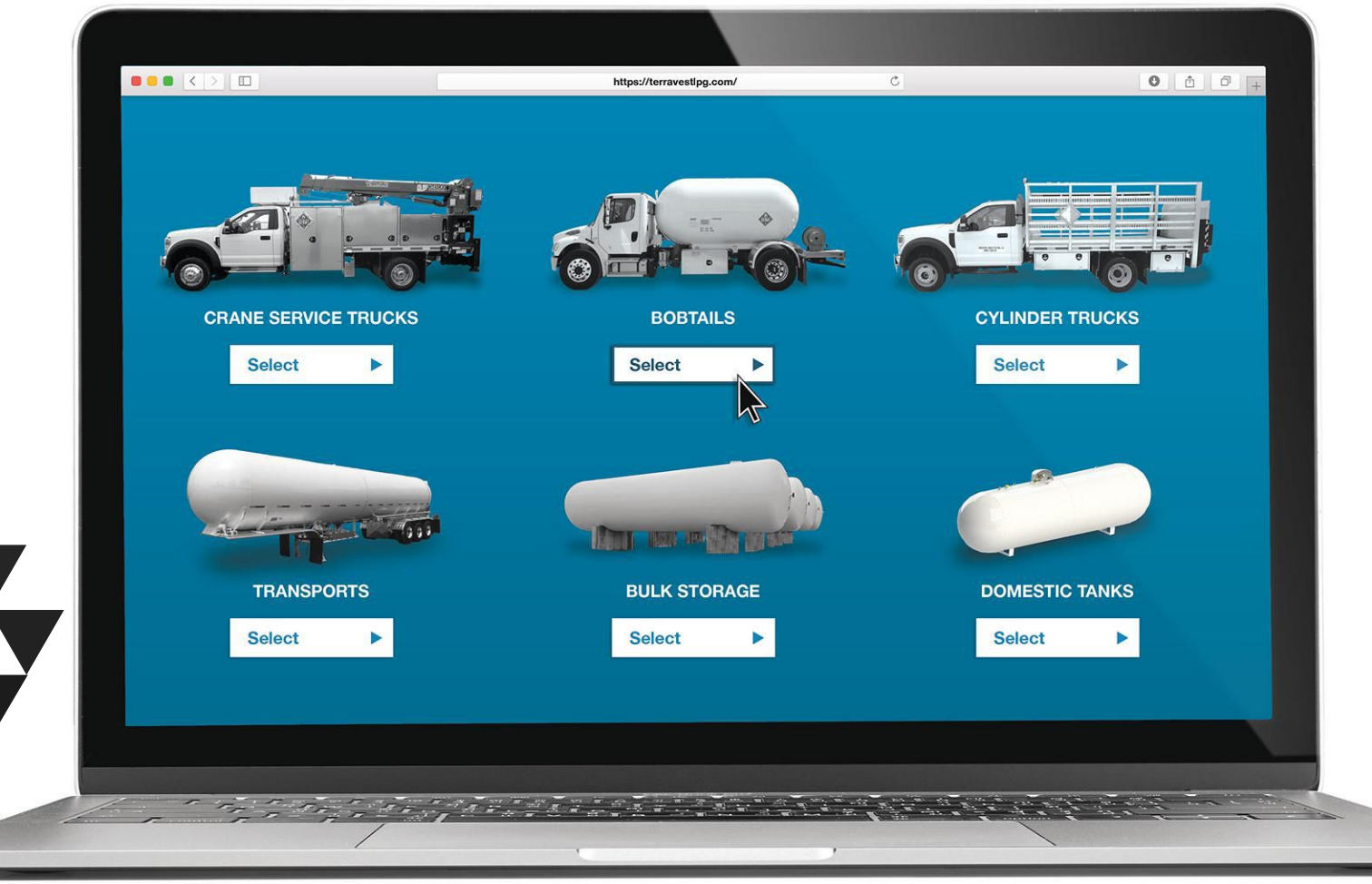
- Nationwide, fast delivery
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- A wide range of parts and services
- Full portfolio access to brands and products

For more information, visit the company's website or call using the information below.

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Whether you're looking to finance, lease, or rent, TerraVest Compressed Gas Equipment Division has a wide selection of inventory available to meet your needs.

Explore our compressed gas storage and transport equipment options and see the quality for yourself. Our experienced territory managers are always available to answer any questions you may have. Contact us today or browse our available online inventory. We look forward to connecting with you soon!

Contact us today at **855-477-9828** or visit us at **terravestlpg.com**.

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TRIARC Tank

A trusted leader in the propane tank manufacturing industry

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

TRIARC Tank crafts container solutions from cylinders to industrial-scale storage vessels.

The company's residential and commercial propane tanks — 57 to 2,000 gallons — are stocked in San Antonio, Texas, and Strathmore, California, to meet your needs. TRIARC Tank fabricates standard and custom vessels with diameters of up to 12 feet and capacities of up to 120,000 WG, including in-house production of tank heads.

Additionally, the company's two fabrication facilities can produce nurse tanks with a capacity of up to 3,000 WG, autogas dispenser tanks with a capacity of up to 2,000 WG and a variety of other storage tanks.

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

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

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

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

TRIARC Tank
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American Standard Manufacturing Inc.

The standard of excellence in service & quality

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

ASM was founded in 1990 to produce high-quality cylinder exchange displays for the grill cylinder exchange business, the brainchild of founder Coleman Vickary. That product line continues to set 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, custom design capabilities and superior personal service. No job is too big or too small, and ASM treats every order with the same uncompromising devotion to superb quality.

American Standard Manufacturing 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
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amrstd.com



B&A Energy Partners LLC

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



When deciding to sell your business, you need a partner that can seamlessly guide you through the process and extract maximum value while respecting the legacy of the business you have built. B&A Energy Partners' decades of combined operations experience — coupled with M&A specialization from both the buy and sell sides — allows the company to successfully manage all aspects of a transaction.

B&A Energy Partners was founded by former industry executives who knew there was a better way to assist independent propane companies wanting to explore selling their business. The company leverages its deep operations experience and knowledge of acquisitions in this sector to aid buyers in preparing, executing and closing painless transactions. Having been on the buy- and sell-side of legacy transitions while employed by large and small companies alike, the owners of B&A Energy Partners saw a need that was unfulfilled.

This need was for a team dedicated to the buyer that understands the intricacies of this industry and can provide significantly more value to a seller than a traditional brokerage firm. B&A Energy Partners specializes in this industry only and dedicates all its resources and experience to providing the most transparent and rewarding result for the seller. The team's approach puts the client's goals first in everything they do. B&A Energy Partners specializes in working with propane companies throughout the U.S. The B&A Energy Partners team will assist you with:

- Business review and valuation
- Start-to-finish transitional support
- Operations guidance for streamlined processes to add value
- Margin and profitability guidance
- Network of buyers for all sellers' needs
- Real-world experience and guidance to achieve your desired goals

If you're ready to sell or want to discuss selling in the future, B&A Energy Partners would love to talk with you.

B&A Energy Partners
303-895-4954
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Trent Bischoff
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Benny Gay
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benny@baenergypartners.com

B&A Energy Partners
baenergypartners.com

Industrial Propane Service & IPS Equipment Inc.

A family of solutions for the propane industry



Industrial Propane Service (IPS) was founded in 1968 by Charles and Helen Vandemark. From the beginning, the company focused on propane plant construction and service. Between 1988 and 2008, the company was divided into two, with IPS Equipment serving as the wholesale distribution arm of the company. In August 2008, the third generation of Vandemarks took over and continue to manage the company today.

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 the office for both companies.

IPS has distribution centers in Beavercreek, Ohio, and Waupaca, Wisconsin. IPS Equipment is a full-line equipment distributor, featuring preferred name brands like 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/NH3 plant design and engineering
  - Storage tank sale and plant service work
- Truck specialists
  - New units, rechassis, inspections
- Autogas specialists
  - Complete line of autogas dispensers and systems
  - UL and NTEP approved
- Cylinder cabinets and evacuation systems
  - Dispensing systems custom built to specifications
  - Cylinder evacuation systems

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



Jomar Valve

Dedicated to customers, innovation & quality



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

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

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

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

UNLOCK EFFICIENCY & RELIABILITY



PROPANE TRUCK VALVES & *NEW* MATING FLANGES

Jomar's extensive propane truck valve lineup is now available with all new mating flanges. Designed to simplify connections, reduce leak points, and streamline operations, our expert solutions are designed to enhance your fleet's performance and guarantee quality where it matters most.

FEATURES

Type A (O-Ring) & Type B (No O-Ring)
Stainless & Carbon Steel Options
NPT & Socket Weld Connections
Sizes 1-1/4" & 2"

Jomar VALVE
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 businesses.

Representing Manufacturers You Know & Trust

LPG & NH3 Supply takes pride in offering quality items that are made in the United States. Manufacturer partners include RegO, Blackmer, Corken, Algas-SDI, Modine, Ward, X-Riser, etc. With these partnerships, the company offers 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 Unparalleled Fabrication Services

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

Welcoming the Opportunity to Serve You

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 by calling, or visit its online store at the information below.

LPG & NH3 Supply
800-328-0314
info@lpgnh3.com
lpgnh3.com

LPG&NH3
SUPPLY



UNRIVALED INVENTORY.
TURBOCHARGED SHIPPING.

Your Single Source for Propane Equipment, Construction, and Fabrication.

www.LPGNH3.com
1-800-328-0314

Metsa Tanks

Built to perform. Backed to last.



When you choose Metsa, you get propane tanks built to last — and service designed to make your job easier. With over 40 years in the field, Metsa's products keep your installs smooth, your fleet moving and your business growing.

Aboveground Tanks

Metsa's aboveground tanks (250-1,900 gallons) are designed for clean installs, fast deployment and long-term durability.

Finished with a rugged powder coat, they can be custom branded for your business.

- Residential, fleet and bulk storage-ready
- Seven-year paint warranty — the longest in the industry

Underground Tanks With Cathodic Protection

Save time in the field with corrosion-resistant underground tanks, coated for protection and compatible with Metsa's technician-friendly dome and optional cathodic riser.

- Fast, technician-friendly setup
- Five-year warranty on cathodic tanks

Reliable Logistics

Metsa's private logistics fleet means your tanks will arrive on time and ready to drop, with real-time updates and professional handling.

- Fast lead times across the United States and Canada
- Expertly managed freight

Why Metsa?

What sets Metsa apart is more than just tanks — it's the team's commitment to your success. Every tank is engineered for safety, durability and performance. With advanced coatings and modern processes, Metsa extends tank life, reduces replacements and lowers your long-term costs.

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

METSA

Tradition You Can Count On

Freedom to focus on what matters.



Customer Testimonial

"No one was willing to adapt to what we needed for the Florida climate. Robert and Daniel didn't bat an eye. They understood exactly what we were facing and were the first manufacturer who said, 'Yes, we can do that.'"
— **deBoer Propane**

Riser & Dome Advantage
Engineered for protection and easier field access.

Premium Coating
Long-term durability. Less time in the paint shop.

Extra Mile Service
On-time delivery, responsive support—before and after the sale.

Get Covered Longer. Contact Us to Talk Tanks.

+1 (800) 609-TANK sales@metsa.com www.metsa.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 Insurance Services

Helping to maximize your profits & minimize your potential risks

What Every Propane Marketer Should Know

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

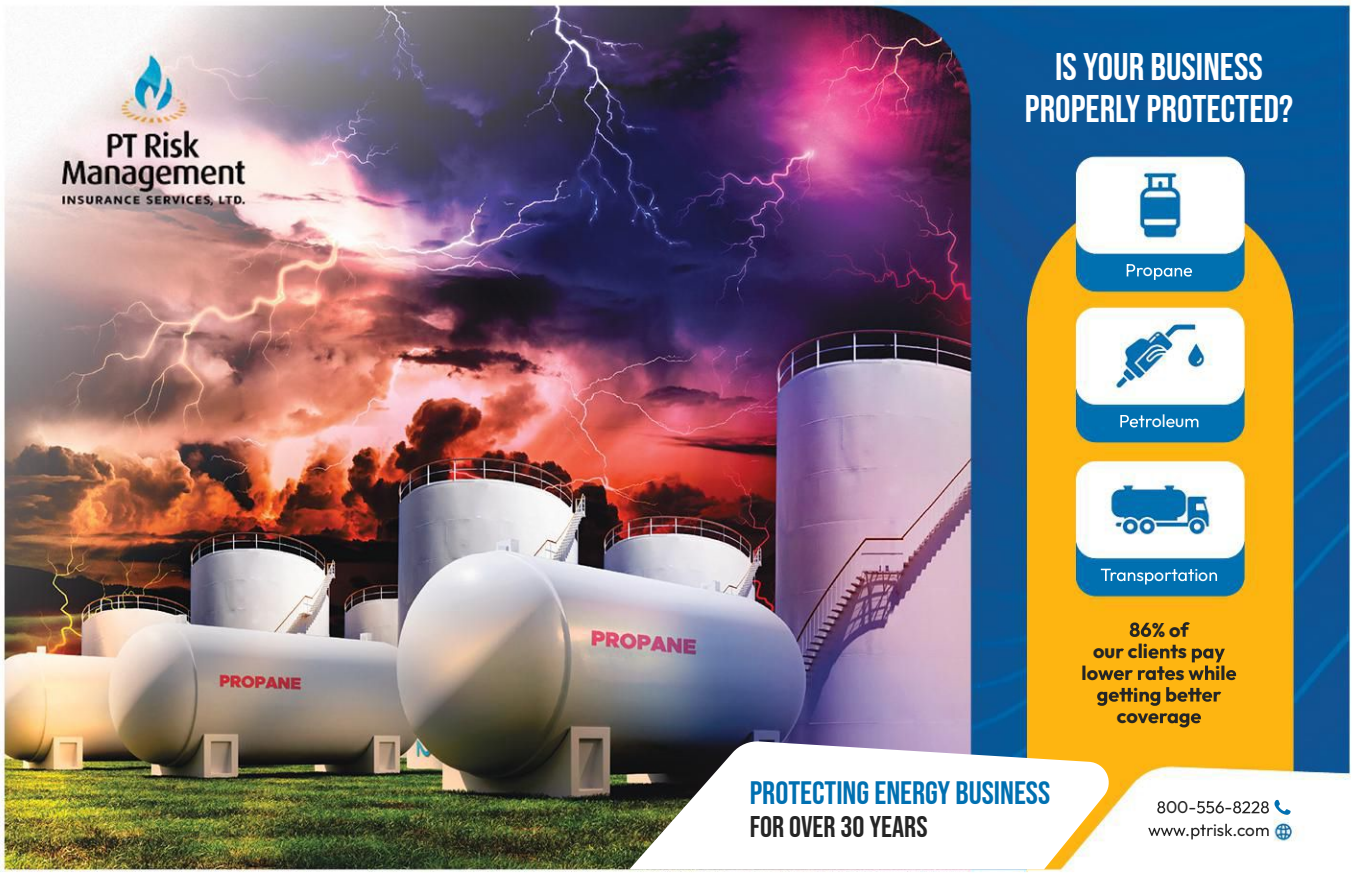
Just as importantly, your insurance agent must truly understand the propane industry and its unique exposures. If you find yourself in the position of having to educate your agent about your business, chances are you're not partnered with the right agency.

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



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

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



ROUSH CleanTech

Developing innovative, sustainable & reliable clean fuel systems



ROUSH CleanTech, a division of the global engineering company Roush Enterprises, is a recognized leader in advanced clean transportation solutions. Since its founding in October 2010, the Livonia, Michigan-based company has been dedicated to developing and advancing propane autogas technology for medium-duty Ford commercial vehicles and Blue Bird school buses.

Today, ROUSH CleanTech's systems power more than 50,000 vehicles across North America, providing fleets with reliable, cost-effective and environmentally responsible alternatives to gasoline and diesel.

A wide range of industries rely on this proven technology, including paratransit services, food and beverage delivery, water utilities, postal and package delivery, fuel distribution bobtails and many others.

Now in its fifth generation, ROUSH CleanTech's propane autogas platform has grown with the needs of its customers, with more than 3,500 unique fleets adopting the technology. The company is especially proud of its strong presence in the school transportation sector — 38 of the nation's 100 largest school districts currently operate propane-powered buses, helping to reduce emissions, lower fuel and maintenance costs, and create healthier communities for students and families.

To learn more about ROUSH CleanTech's clean transportation solutions, contact the team using the information below.

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



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, the company'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, District of Columbia, 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 more.

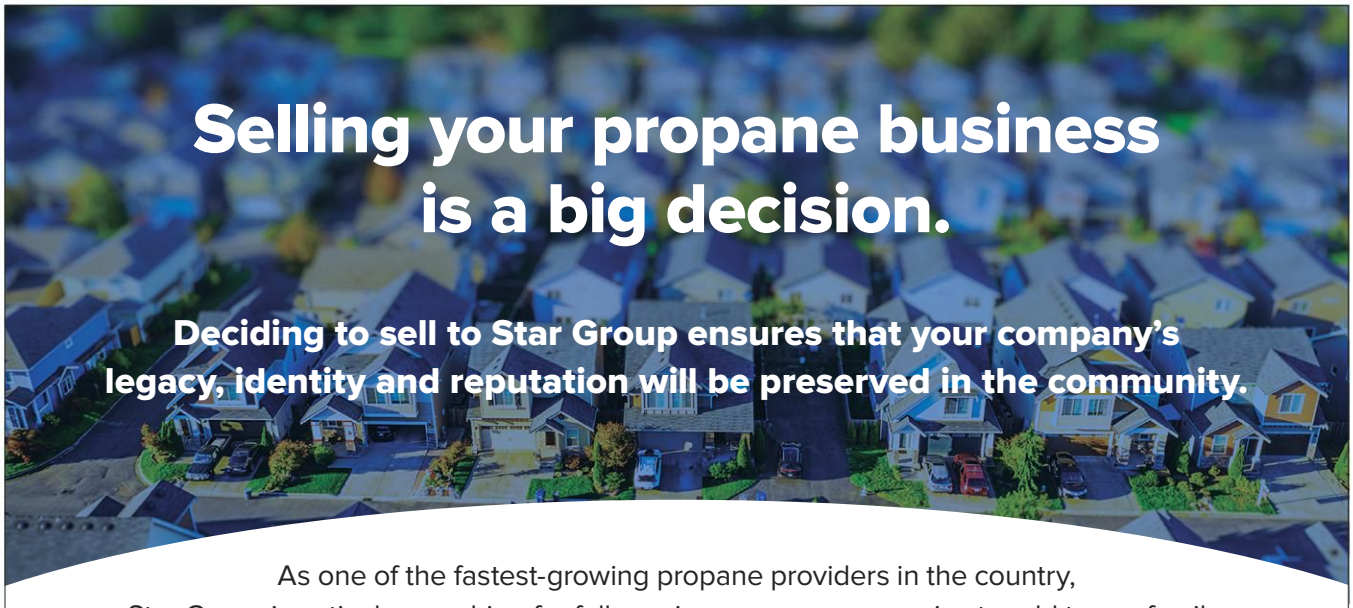
People drive the Star Group business, and Star Group's culture thrives thanks to an inclusive environment where diverse views, backgrounds and experiences are key to success and achieving Star Group's goal of total customer satisfaction. The company's core values of integrity, safety, excellence, responsibility and community define how it does business. People are vital to its long-term growth, sustainability and success. This means community engagement, 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.
203-325-5400
info@stargrouplp.com
stargrouplp.com



As one of the fastest-growing propane providers in the country,
Star Group is actively searching for full-service propane companies to add to our family.

To arrange a confidential consultation, call 833.506.1805 or scan the code.

STAR GROUP

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Emerson/Fisher LPG Equipment

Dependable products. Consistent supply. Trusted advisor.



Emerson/Fisher LPG Equipment, a global company headquartered in McKinney, Texas, has a long and established legacy of providing the LPG industry with highly dependable products and services. With more than 145 years in pressure regulator design and more than 90 years catering to the LPG market, the company is renowned for its broad range of Fisher residential, commercial and bulk storage transportation equipment.

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

The Flow of Quality: Building Products That Outlast & Outperform

Fisher LPG regulators and valves are engineered to withstand the most extreme conditions, ensuring optimal performance, efficiency, reliability and safety. Through a robust supply chain and global manufacturing capabilities, the company drives uninterrupted customer satisfaction and is known for delivering tailor-made solutions suited to dynamic industry demands.

Developing Expertise: Sharing Knowledge & Empowering the Industry

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

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

Whether you need an urgent replacement or expert advice on long-term growth strategies, the local sales offices stand steadfast to provide crucial support promptly and efficiently.

Emerson/Fisher LPG Equipment
972-548-3117
craig.garner@emerson.com
go.emersonautomation.com/na-lpg



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 the need to drain 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:

- Equals 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
- United States, 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 will be 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 using the phone number or email address listed here.

Contact the technical support and parts hotline at 248-573-4934.

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

ICOM Alternative Fuel Systems

ICOM'S PATENTED BLUE 3.0 PROPANE LIQUID INJECTION SYSTEMS ARE AVAILABLE FOR MANY LIGHT AND MEDIUM DUTY FORD AND GM FLEET VEHICLES

ICOM OFFERS REMANUFACTURED ENGINES:

with a competitive 3 year / 100,000 mile Warranty



We offer: 6.0L, 6.8L, 7.3L, 8.0L, 8.1L, and 8.8L with more to come

- **Service parts and support available for ICOM and many different propane liquid Injection Autogas systems and Engines: OEM Ford, GM and FCCC Systems (8.8L, 8.1L, 8.0L,7.3L, 6.8L, 6.0L, and 5.4L)**
- **S2G / C2 BUS / IC BUS**



248-573-4934 info@icomnorthamerica.com www.icomnorthamerica.com

Intermountain Truck Rebuilders

3 generations, 3 locations — your trusted propane equipment experts for 30 years

Intermountain Truck Rebuilders (ITR) has been proudly manufacturing propane equipment for over 30 years. Their production and services can be found in three locations, including Ogden, Utah, Kalispell, Montana, and Rockledge, Florida — all possible with three generations working together. ITR specializes in manufacturing custom bobtails, bulk plants, autogas dispensers and the only UL-listed propane dispenser on the market. Each of these are reliably designed to operate with ease, while being simple to maintain.



Service

Intermountain Truck Rebuilders offers comprehensive equipment servicing to customers nationwide. The services include annual VK inspections, hydrostatic testing, nationwide meter calibration, equipment installation and repair, plus in-person training. A service team operates based out of each location, but the teams will travel based on customers' needs.



UL-Listed

Intermountain Truck Rebuilders has the only fully UL-listed skidded propane dispenser on the market. Their team takes great pride that the company's manufacturing standards meet ongoing UL approval.

Experienced

Intermountain Truck Rebuilders' team has the expertise you need for your next project. Across three generations, you can expect these three things when you choose ITR:

1. Industry-leading craftsmanship
2. Expert service on all propane equipment
3. Continued commitment to the propane industry

Intermountain Truck Rebuilders
833-221-3299
sales@intermountaintruck.com
intermountaintruck.com

Superior Energy Systems

Celebrating 50 years of service to the propane industry

For 50 years, Superior Energy Systems has brought together engineering, manufacturing, construction and safety expertise to focus on operational excellence. The company provides leading turnkey propane systems and infrastructure solutions, as well as safety and compliance training.

Midstream

Complete builds of rail, pipeline and barge terminals including:

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

Equipment, Parts & Used Tanks

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

Autogas

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

PRO-Vend 1000 is Superior's bestselling dispenser. The unit comes with everything you need to get started and can connect to any external fuel management system available today.

PRO-Vend 2000 is the company's most advanced dispenser. The state-of-the-art unit is a fully integrated, customizable, web-based dispenser that operates from a built-in PC and tracks key data and reports at the click of a button.

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

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



Superior Design, Superior Quality, Superior Service

Why settle for anything less?

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



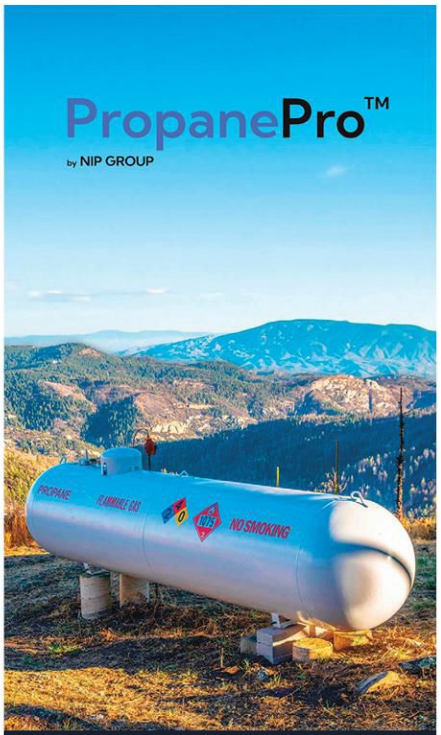
50 YEARS
OF PROPANE EXCELLENCE

Superior Energy Systems has delivered propane infrastructure solutions since 1975. From engineering to installation, we handle any application with proven expertise and reliable service.

Superior Energy Systems

DEDICATED 50 YEARS PROPANE SERVICE

440.236.6009 superiornrg.com



NIP Group

Insurance built for propane marketers

Inflation, rising claims costs and shrinking carrier appetite are putting pressure on propane marketers nationwide. With fewer markets willing to write propane, you need insurance built specifically for your business.

Focused on Propane

PropanePro, a specialty program by NIP Group, was created exclusively for propane retailers and distributors — not mixed fuels, not general energy. PropanePro's underwriting team understands the risks propane businesses face every day, from delivery and installation to service operations, fleet safety and employee protection.

The program provides comprehensive insurance solutions across general liability, property, auto, umbrella and workers' compensation.

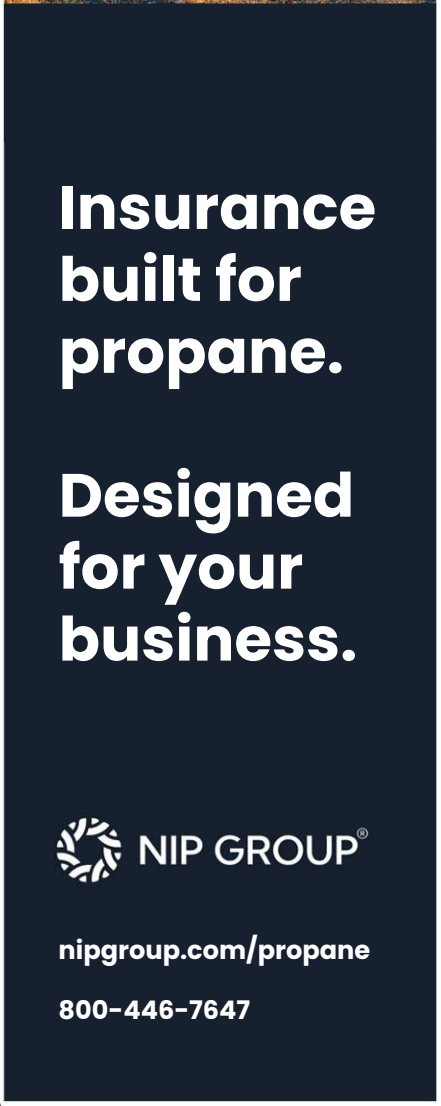
By focusing solely on propane, PropanePro delivers specialized endorsements, competitive terms and a streamlined quoting process to help brokers and marketers secure the right coverage faster.

With more than 35 years of experience developing and managing industry-specific insurance programs, NIP Group is a trusted partner to niche markets nationwide. The company's commitment to propane is long term, with PropanePro designed to provide reliable, tailored protection for the businesses that keep homes, farms and industries running.

> PropanePro's underwriting team understands the risks propane businesses face every day, from delivery & installation to service operations, fleet safety & employee protection.

Don't settle for one-size-fits-all coverage. Choose a program built for propane.

PropanePro by NIP Group
800-446-7647
info@nipgroup.com
nipgroup.com/propane





Rutherford Equipment

A leading supplier to the propane, hearth & outdoor living industries across the Southeast since 1960

Exceptional customer experience drives everything at Rutherford Equipment. Since 1960, the company has proudly served as a leading supplier to propane equipment, hearth and outdoor living markets in the Southeast. With headquarters in Covington, Georgia, and additional warehouses in Apopka, Florida, and Goldsboro, North Carolina, the company continues to advance its vision by providing dealers with tools and resources needed to streamline their operations.

Today, Rutherford Equipment is excited to share they are celebrating its 65th year in business alongside third-generation President Mike Rutherford. The company recently launched its new website and dealer portal on July 1. The portal centralizes live inventory, product details, pricing and online ordering, reflecting Rutherford Equipment's commitment to innovation while maintaining the high-touch customer service that defines its roots.

Equally important are the fundamentals that set Rutherford Equipment apart: clear communication, prompt and accurate delivery, and a team of knowledgeable professionals who know the products and industry inside and out.

From inside staff fulfilling orders and answering calls to outside representatives on dealers' floors, this foundation continues to stand tall. Over the past 20 years, the company has navigated market shifts such as tariffs and customer consolidation — challenges that pushed the team to adapt, evolve and strengthen alongside the manufacturers they proudly represent and the dealers they serve.

Looking ahead, Rutherford Equipment is excited to continue growing its brand footprint across the Southeast by investing in stronger marketing resources and building its online portal to feature more technical data, including manuals and flow charts, as well as providing a text support option to make selecting products easier for dealers. By pairing these resources with trusted relationships built over decades, Rutherford Equipment is positioned to help dealers succeed in a marketplace that demands both efficiency and distributor connection.

For Rutherford Equipment, the best is still to come.

Rutherford Equipment
800-241-5652
sales@rutherfordequipment.com
rutherfordequipment.com



Smarter Portal. Stronger Partnerships.

LIVE NOW



- Live Inventory
- Product Resources
- Order Tracking
- Shop By Brand
- Mobile-Friendly
- Customer Pricing
- Suggested MSRP
- Access Invoices



Have questions?
Send us a text at 1-800-241-5652
Explore it at **RutherfordEquipment.com**

Distribution from GA, FL, & NC
800-241-5652
RutherfordEquipment.com
sales@rutherfordequipment.com

Rutherford
EQUIPMENT • QUALITY GAS PRODUCTS

SCAN ME!



Stone Mountain Technologies

Delivering high-efficiency GAHP solutions for residential & commercial heating

Stone Mountain Technologies introduces the Anesi HP80 Gas Absorption Heat Pump (GAHP) — a high-efficiency, air-to-water system designed for both residential and commercial use.

Built for extreme climates, the HP80 operates in temperatures as low as -40 F, delivering up to 78,000 British thermal units (Btu) per hour at 47 F and maintaining 51,300 Btu per hour at -20 F. Its monobloc design keeps all combustion and refrigeration outdoors, ensuring safe and efficient operation.

The system uses a 100% natural refrigerant with a zero global warming potential and zero ozone depletion potential, and it contains no per- and polyfluoroalkyl substances, meeting the highest environmental standards.

Unlike conventional propane systems, which rely solely on combustion, the GAHP uses propane's thermal energy to drive a thermodynamic cycle that extracts additional heat from ambient air. This results in a coefficient of performance up to 1.43, equating to an annual fuel utilization efficiency for space heating of up to 140%.

In remote areas without natural gas infrastructure or where electricity is unreliable or costly, propane remains a practical and resilient energy source. The Anesi GAHP simplifies installation with contractor-calibrated combustion settings, reducing service complexity and parts inventory.

Anesi systems provide space and water heating for a wide range of building types. They are engineered for easy retrofitting into structures currently heated by gas or oil. Whether replacing a furnace or boiler, the system integrates with existing ductwork, plumbing and electrical service. The AH1400 air handler is compatible with standard forced-air systems, making it an ideal upgrade for older heating equipment to a high-efficiency alternative. This retrofit-friendly design minimizes installation time and cost.

Installing the Anesi GAHP encourages homeowners and businesses to expand their use of propane appliances, increasing LP consumption and helping propane marketers build lasting customer relationships.

To learn more about how Anesi products can support your customers and grow your propane business, visit the website listed below.

Stone Mountain Technologies Inc.
423-735-7400
marketing@stonemtntechnologies.com
stonemountaintechnologies.com



Warm Thoughts Communications

Creating marketing strategies that deliver real, measurable results

Selecting the right marketing partner is crucial for any fuel company aiming for long-term growth. In such a competitive industry, your marketing strategy must be adaptable and highly targeted. Here's why working with a specialized agency makes all the difference.

Industry Expertise Matters

Propane companies face unique challenges, from managing customer churn to handling competitive pressures in local markets. General marketing agencies may not fully understand these complexities. For example, fuel-specific strategies like automatic delivery, tank ownership and driver-to-customer ratios are key aspects that a general agency might overlook.

Warm Thoughts Communications specializes in fuel marketing. The company understands the nuances of how homeowners view energy, comfort and safety. Warm Thoughts Communications tailors its strategies specifically to fuel businesses, saving you time and delivering better results.

Responsive Support Is Key

Marketing is fast paced, and you need a partner that can adapt quickly to changing market conditions. Many agencies promise support, but do they have the dedicated resources to act proactively? Warm Thoughts prides itself on responsive account management. The Warm Thoughts Communications team brings fresh ideas to the table without you needing to prompt them.

Reputation Management & Technology

In today's digital age, managing your online reputation is critical. A poor review or negative online comment can hurt customer trust. Warm Thoughts monitors your online presence, addressing issues promptly and maintaining your reputation.

The company also integrates cutting-edge technology into its marketing efforts. Warm Thoughts Communications' paid media campaigns are AI-driven, offering powerful lead tracking and effective drip marketing to boost your success.

Focus on Growth

At the end of the day, partnering with a marketing agency is about driving growth. Warm Thoughts focuses on creating strategies that deliver real, measurable results, helping you expand into new markets and stay ahead of competitors.

To learn more about how Warm Thoughts Communications can help your fuel company, contact the team today using the information below.

Warm Thoughts Communications
201-330-9276
info@warmthoughts.com
warmthoughts.com



YOU DESERVE A WEBSITE AS GOOD AS YOUR COMPANY.



To see the difference we can make for you, check out our success stories at warmthoughts.com

201-330-9276

Websites • Social Media
Review Management
Online and Traditional Advertising
Sales and Customer Service Training

WARM THOUGHTS communications
Breakthrough Marketing



Pacific Truck Tank Inc.

Building quality petroleum & propane delivery units for customers since 1981

Since 1981, Pacific Truck Tank has been a trusted partner for its customers throughout the West, including Oregon, Washington, Nevada, Arizona, Utah, Montana, Alaska, Idaho, Hawaii, California and western Canada. Every propane bobtail and LPG service truck built at its state-of-the-art facility in Sacramento, California, is custom-built to fit a customer's business needs.

The company's genuine philosophy to provide reliable service while forming honest partnerships has contributed to its success.

Pacific Truck Tank Inc.
800-350-9030
jjones@pacifictrucktank.com
pacifictrucktank.com

Pacific Truck Tank inc.
PETROLEUM & PROPANE DELIVERY TRUCKS



Rural Computer Consultants Inc.

For fuel people, by fuel people

Rural Computer Consultants (RCC), a family-owned business for nearly 45 years, offers the comprehensive Fuel Distribution System (FDS), innovative Mobile Office On the Go (MOGO), cloud hosting services, dispatch and service manager, and exceptional customer support. With a strong commitment to growth and collaboration, RCC passionately promotes the "propane story" under the slogan "Making Propane Sexy." Rooted deeply in the propane industry, RCC lives by the motto "For fuel people, by fuel people."

Rural Computer Consultants Inc.
320-365-4027
sales@rccbi.com
makingpropanesexy.com

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BLENDING TRADITION WITH TECHNOLOGY: THE EVOLVING FACE OF CUSTOMER SERVICE IN THE PROPANE INDUSTRY

Modernizing the proven pillars of effective customer service

BY TREBBY CATRON



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Customer service in the propane industry has always been about more than simply delivering fuel — it has been about building trust. In the early days, service was defined by personal relationships, like the driver who knew every family on his route, the office staff member who recognized a customer's voice on the phone and the technician who showed up at all hours when the heat went out. As the industry grew, so did the expectations, with customers demanding not just reliability, but convenience, transparency and speed.

The rise of digital platforms, automated billing and remote tank monitoring has transformed the way propane companies interact with their customers, yet the heart of the business remains the same: providing comfort and security. To stay relevant, companies must continuously adapt their approach to match changing consumer needs. Before we look ahead to what's next, it's worth looking back at how far customer service has come.

I started in this industry in 1987 as a young bobtail driver and had the good fortune to experience customer service in a very personal and meaningful manner. I had a particular older couple in Blountsville, Indiana, and this was always my last stop on my delivery schedule, because I knew I would spend 30 minutes sitting at their kitchen table eating cookies and drinking a perfectly chilled glass of milk, talking about the weather or the local high school sports team. As they say, those were the good old days. Still, there are many areas of customer service that are just as important today as back then, including:

- *Personal relationships:* Many customers still value the familiarity of calling their local rep by name or waving to the driver who's been servicing their home for years.
- *Responsiveness:* Our ability to respond to service calls — especially in emergencies — has always been a hallmark of great service.
- *Integrity and trust:* In a business that involves safety and energy supply, trust is everything. Consistently showing up and doing the job right earns long-term loyalty.

These aren't things we can afford to leave behind. But to stay competitive and meet rising customer expectations, we must now bring those same values into a digital age.

NEW TOOLS, SAME COMMITMENT

Modern technology is changing how customers expect to do business. Fortunately, many of these tools can actually enhance — not replace — our traditional service strengths.

1. CUSTOMER PORTALS & MOBILE APPS

Today's customer wants convenience. Secure portals and mobile apps let them:

- *Track deliveries in real time*
- *View tank levels and usage history*
- *Schedule service appointments*
- *Pay bills online*

This 24/7 access empowers the customer, reduces phone traffic for our teams and improves transparency.



2. SMART TANK MONITORING

Remote tank monitors are transforming the way we schedule deliveries. Instead of relying on the calendar or guesswork, we can monitor usage and deliver just in time, reducing run-outs and optimizing routes. This also strengthens our commitment to proactive service.

3. AUTOMATED COMMUNICATIONS

Customers expect timely updates — whether it's a text reminder about an upcoming delivery or a follow-up email after a service call. Automated systems make this easy, freeing up staff while improving the customer experience.

4. CRM SYSTEMS TO DELIVER PERSONALIZED SERVICE

Modern customer relationship management (CRM) platforms help us keep track of service history, preferences and customer interactions. CRMs ensure every team member — whether in the office or on the road — has the information needed to serve the customer like an old friend.

CHALLENGES TO WATCH

Technology is a powerful ally, but it comes with caution:

- *Don't lose the human touch:* Automation should support, not replace, real relationships. A chatbot can't replace a friendly voice during a winter outage.
- *Data security:* As we collect more customer data, protecting that information is part of good customer service.
- *Training:* Your team needs the right training to make full use of these systems and to help customers who may not be tech savvy.

THE PATH FORWARD: THE BEST OF BOTH WORLDS

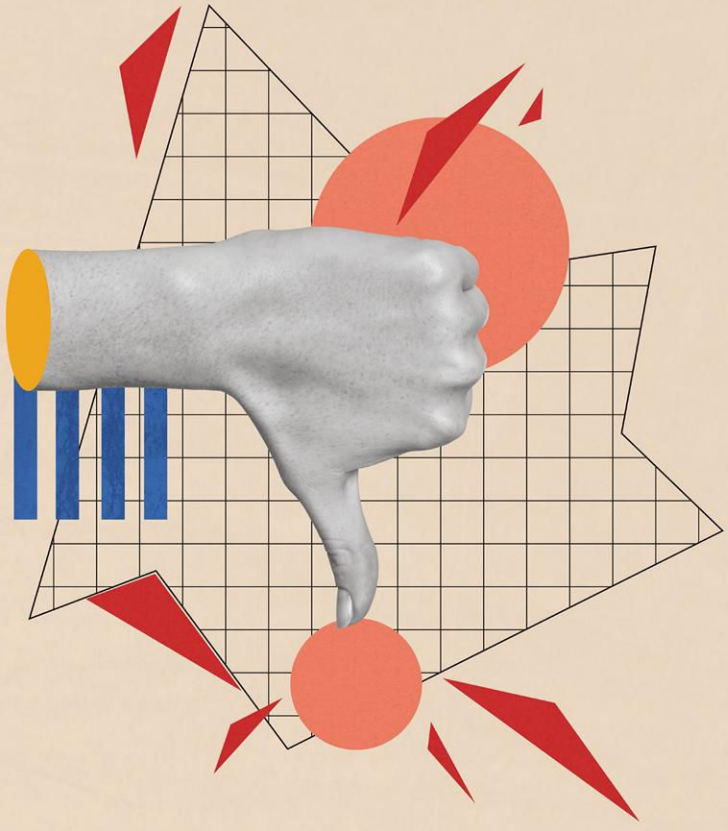
The future of propane customer service isn't about choosing between tradition and technology — it's about integrating both. Our long-standing values of safety, dependability and personal connection must remain the core of our business. But by embracing smart tools and digital platforms, we can deliver those values more efficiently, more proactively and with greater convenience than ever before.

Let's not forget: Technology doesn't build trust — people do. But technology, when used wisely, helps us do it better. Looking forward, the next chapter of customer service in the propane industry will be defined by how well companies harness new technology. Tools like AI-driven chat support, predictive analytics and automated scheduling are no longer futuristic concepts — they're becoming standard expectations. These innovations give customers faster answers, more personalized solutions and greater peace of mind, while giving companies valuable insights to anticipate needs and prevent problems before they arise.

By embracing these advancements, propane companies can do more than keep pace with customer expectations — they can strengthen loyalty, streamline operations and unlock new opportunities for growth. At its core, technology is not replacing the human touch that has always defined the industry; it's enhancing it and allowing providers to deliver the same trusted service in smarter, more responsive ways.

Trebby Catron is area sales manager for Indiana and Illinois at Bergquist Inc. He has more than 35 years of delivery, management, sales and leadership experience with retail propane and wholesale equipment distribution organizations. Visit bergquistinc.com.





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4 UNINTENDED CONSEQUENCES OF A MIS-HIRE

A single mis-hire can quietly disrupt culture, drain productivity & damage long-term business performance

BY MARGARET GRAZIANO

Businesses are currently facing one of the most severe employee engagement crises in history. Burnout, dissatisfaction, transactional mindsets and a global political climate that leaves people either raging with anger or paralyzed by fear are colliding with a "doom scroll" culture fueled by social media. Add in the lingering effects of long COVID, a complex generational baton pass and shifting workforce expectations, and the challenge for leaders is clear: Business-as-usual thinking no longer works.

Now more than ever, you have to make sure you're hiring the right people, for the right reasons, for the right role — because opting out of the job and continuing to get paid for that job is easier than ever in remote and hybrid environments. Most CEOs and managers understand the financial cost of a bad hire. However, the deeper, systemic damage often goes unnoticed until it's too late.

Outdated hiring practices can lead to these four costly consequences.

1. FRAGMENTED CUSTOMER SERVICE

Great service begins with understanding your product or service and why customers use it. Skills and knowledge can be taught. Caring cannot.

Behavioral and performance research shows that excellent service flows from a set of values, attitudes and beliefs aligned with your service philosophy. When someone takes a customer service role for the wrong reasons, no training will overcome their lack of connection to the work. Customers feel it in the form of apathy, indifference and mechanical responses.

In today's market, expectations are higher than ever, and a single bad interaction can be broadcast instantly across social channels. When a mis-hire ends up in customer service, your brand reputation, retention and revenue all take a hit.

Hire for the "service centralizer" trait — people who genuinely value connection, measure success by the customer's experience and recognize that products and services matter only because of the benefits they create. These individuals are loyal, mission-driven and committed to serving both customers and community.

Interview tip: Early in the process, ask candidates how they measure success, how they know customers are satisfied and how they handle challenges. Look for solution-oriented, empathetic responses that reflect a service-oriented mindset.

2. DEPLETED PROBLEM-SOLVING

When you hire purely on resume keywords without screening for values, conceptual thinking and adaptive problem-solving, you risk bringing in someone who doesn't want or know how to solve problems.

Instead of initiative, you get excuses. Instead of collaboration, you get finger-pointing. These are the people who see obstacles rather than opportunities, resist change and let deadlines slip because "the system" is at fault.

The truth is problem-solving competencies are difficult to teach. That's why you must assess them before hiring. The best problem-solvers are proactive rather than reactive. They focus on what they can control, refuse to waste time blaming and look for ways to influence outcomes.

Key competencies to hire for: initiative, self-confidence and practical thinking.

Interview tip: Ask candidates to share a situation where they encountered a major obstacle. Listen for how they took ownership, generated options and followed through — not just what the result was.

3. ERODING WORKFORCE PRODUCTIVITY

Rushed hiring decisions almost always lead to turnover. The wrong fit may take months to reveal itself, but by then the damage is done.

Gallup reports that only 31% of U.S. employees are actively engaged, while 17% are actively disengaged. Hybrid work, shifting generational expectations and the lasting effects of long COVID are reshaping productivity norms. Some employees are managing chronic health conditions, energy fluctuations and cognitive fatigue, all of which affect output and morale.

Generational differences further complicate the picture. What motivated baby boomers may not resonate with Generation Z. Leaders now must navigate a workplace that requires adaptability, empathy and clarity about performance expectations.

Leaders themselves are also under pressure. This year has seen a spike in C-suite terminations, hostile work environment claims and executive-level turnover. Many leadership missteps aren't new. They're simply less tolerated in today's environment.

In a world full of distractions, leaders need the behaviors that inspire others to engage fully in their roles, and, for nonmanagers, the skills to direct their own work, avoid distractions and deliver results.

Hire for resilience, initiative and self-direction. Look for candidates who can recover from stress, adapt to shifting demands and stay on track without constant oversight.

Interview tip: Use open-ended questions like, "How much direction do you need to get started?" or "If circumstances changed at the last minute and you needed to work outside normal hours, how would you handle it?"

4. TIME & ENERGY LOSSES FOR THE TEAM & LEADERSHIP

You've heard the saying that 80% of a manager's time is spent with the bottom 20% of performers. The competition for talent can tempt you to hire the first decent resume that comes across your desk. However, filling a seat quickly can result in empty seats later, or worse: full seats with no payoff.

This is also creating exhaustion for managers. In a survey done at the end of 2024, 53% of managers reported feeling burned out. Many are stuck in roles of correction, babysitting and micromanagement, which stifles creativity, erodes culture and turns leadership into damage control.

This exhaustion often stems from repeated mis-hires, a lack of coherent hiring strategy and a broken feedback loop. Too many leaders delegate "fixing people" to HR or wait too long to address performance issues, allowing disengagement to spread.

Leaders need to act as coaches, not commanders, and organizations should be responsive, not reactive. That requires hiring systems rooted in clarity, cultural alignment and conscious decision-making.

CONSCIOUS HIRING IN A DISTRACTED, FAST-MOVING WORLD

Distractions and disruptions aren't going away. We'll be navigating generational transitions for at least the next five to six years, and AI and technological advancements will only accelerate the pace of change.

This makes clarity in hiring more critical than ever. You must know exactly who you are hiring, why you are hiring them and what you need from them. That begins with starting with the end in mind. Ask yourself:

- If the company could talk, what would it say is the purpose of this role?
- What return on investment should this role produce?
- If the role could speak, what competencies, attitudes, beliefs and experiences would it ask for?

The first step in conscious hiring is role analysis. From there, design interview questions that reveal how a candidate thinks, acts under pressure and aligns with your mission and values.

If hiring the right people for the right role matters to you (and it should), then you need to hire slowly, hire mindfully and hire with the end in mind.

Margaret Graziano, known as the Evolutionist, is the founder and CEO of KeenAlignment, as well as a Wall Street Journal bestselling author for her book "Ignite Culture." She has been recognized as one of Silicon Valley's Top 100 Women Leaders. Graziano's groundbreaking work is driven by her power to uncover and catalyze human potential. Go to keenalignment.com for more information.



SAFETY IN PROPANE & MIDSTREAM NGL OPERATIONS

Infrastructure design, modular construction, automation & training are key to advancing safety & supporting long-term growth

BY MARK WENIK

IMAGES COURTESY OF TRANSTECH ENERGY













Safety is the backbone of every propane and midstream operation. From the moment infrastructure is designed to the way facilities are maintained day to day, the decisions companies make directly affect employees, customers, assets and the surrounding communities. In an industry where compliance is not optional, the most successful operators go beyond regulatory requirements to create a culture of safety that supports resilience and long-term growth.

Advancements in construction methods, automation and operational practices are giving companies more tools than ever before to strengthen their safety performance. By prioritizing both people and infrastructure, propane and natural gas liquids (NGL) operations can reduce risks, improve efficiency and create environments where safety and productivity reinforce one another.

WHY SAFETY STARTS WITH INFRASTRUCTURE

In propane and midstream NGL operations, safety is not only a regulatory requirement but also a critical foundation for protecting people, assets and surrounding communities. Effective safety practices also support operational reliability and long-term performance.

RISK ASSESSMENTS REDUCE LONG-TERM COSTS

Safety considerations begin with infrastructure design. Facilities such













as bulk storage plants, terminals and midstream transfer sites are exposed to unique risks during storage, transfer and distribution.

To address these challenges, systems are typically equipped with safeguards, such as pressure-relief configurations, emergency shutdown integration and optimized equipment layouts. Conducting early risk assessments and hazard analyses helps identify potential issues before construction begins, reducing redesign costs and mitigating long-term risks.

MODULAR CONSTRUCTION SAFETY ADVANTAGES

Modular construction has become an important driver of improved safety performance. Prefabricated and pretested propane and NGL systems are assembled in controlled environments and then transported to the field for installation. This approach minimizes on-site hazards, accelerates commissioning and ensures consistent quality across multiple facilities.

THE ROLE OF AUTOMATION

Automation further strengthens safety by reducing reliance on manual intervention. Integrated control systems enable rapid emergency shutdowns, continuous monitoring of critical system parameters and remote diagnostics. These capabilities help facilities meet safety standards established by organizations, such as the National Fire Protection Association, Department of Transportation and Occupational Safety and Health Administration. By automating routine monitoring and response functions, safety teams are better able to focus on prevention.



OPERATIONAL SAFETY PRACTICES

The long-term safety of any facility depends on how it is operated and maintained. Standardized operating procedures, hands-on training and structured maintenance programs not only extend equipment life but also ensure regulatory compliance. Aligning infrastructure with well-trained personnel and established processes creates a comprehensive and sustainable safety framework.

TURNING SAFETY INTO STRENGTH

When engineering design, modular systems, automation and operational training are combined, the result is reduced risk, improved uptime and safer facilities overall. For organizations involved in propane and midstream NGL operations, integrating these practices provides a pathway to confident, compliant and resilient operations — meeting today's safety expectations while preparing for future growth.

Propane and midstream NGL facilities face unique safety challenges, but those challenges can be turned into opportunities with the right approach. By combining smart design, modular construction, advanced automation and a strong focus on training and standardized procedures, operators can establish a comprehensive framework that protects people and assets while ensuring full regulatory compliance.

Safety is not just a box to check — it is an investment in reliability, trust and long-term performance across the industry.

Mark Wenik directs business development, commercial and design activities for TransTech's terminal and power generation markets, with responsibility for comprehensive EPC solutions. A 35-year industry veteran, he has authored and presented technical papers on propane safety, power generation and market development internationally. He serves on the National Propane Gas Association's Technology, Standards & Safety Committee, the Gas Processors Association and regional propane associations. Visit transtechenergy.com and contact Wenik at mwenik@transtechenergy.com.





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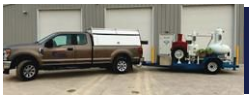
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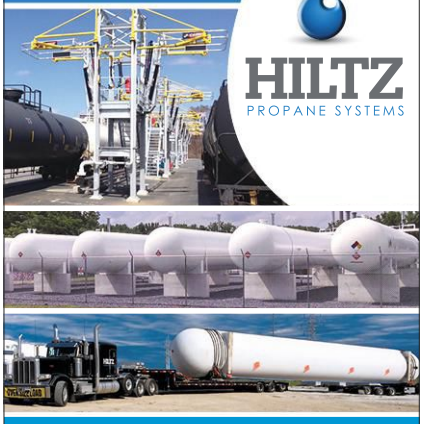

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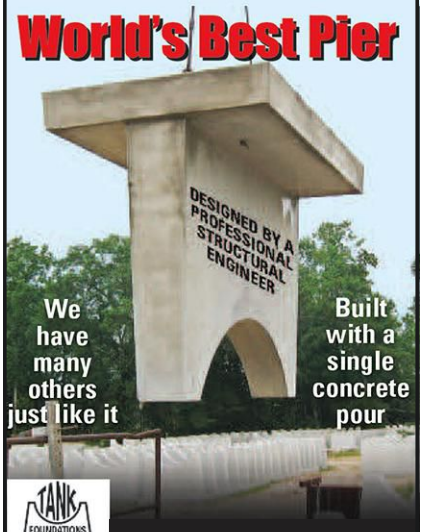
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ADVERTISER INDEX

Advertiser	Page
American Standard Mfg	58
Anova	29
Aultra Tank & Equipment	31
B&A Energy Partners	59
BASE Engineering	19
Bergquist Inc.	33
BLT Tanks LLC	35
Blue Peak Resources	37
Cavagna North America	39
EDP	41
Emerson/Fisher LPG Equipment	68
ICOM North America	69
INGUSA	43
Intermountain Truck Rebuilders	70
IPS Equipment Inc.	60
Jomar Group	61
Legacy Energy Consulting	45
LPG & NH3 Supply Inc.	62
Marshall Excelsior	47
Metsa Tanks	63
NIP Group	72
National Propane Gas Foundation	77
Otodata Technologies USA Inc.	1,24
Pacific Truck Tank Inc.	76
Paraco	64
Propane Education & Research Council	49
PT Risk Management	65
Quality Steel Corporation	51
Ray Murray Inc./Teeco Products	IFC,25
RegO Products	26, BC
ROUSH CleanTech	66
Rural Computer Consultants	76
Rutherford Equipment	73
Smith Pumps	53
Star Group, L.P.	67
Stone Mountain Technologies Inc.	74
Superior Energy Systems	71
TerraVest Industries	55
TRIARC TANK	57
Warm Thoughts Communications	75
Worthington Enterprises	27, IBC

Mark Hardy

Propane Delivery Driver

Valley Energy



Please describe your role at Valley Energy. How long have you been in this role?

I'm a propane delivery driver for Valley Energy and have been in this role for 20 years. In addition to making deliveries, I instruct high school students around the area for No-Zone, where new drivers get the experience of sitting in the driver's seat of the truck and examining the blind spots (or 'no-zones') around every semitruck. The No-Zone project is something that I'm very passionate about and have been doing for over 16 years. This whole exercise is about getting students to think about the dangers of driving in the 'no-zone.' Many of them are just beginning to take their driver education course, so while they might not have experience driving around 18-wheelers, it is good to see things from a truck driver's perspective before going out on the road themselves. As part of the training, each student receives a brochure detailing the blind spots of large trucks, so that when they do get behind the wheel, they are aware of how to pass, merge and drive safely around semitrucks.

What do you think would surprise someone about the job you do?

It is important to take your time — you don't want to rush, so you can do it right each time.

How did you get your start in the propane industry?

I started as a fuel oil delivery driver, like my dad who had done it for over 47 years. In 2007, Bill Murphy gave me my start in the propane industry when he asked me if I would be interested in switching departments and learning something new. I have been a propane delivery driver ever since then.

What's the most important lesson you have learned from a mentor/manager?

Don't forget the little things. Sometimes the problem is simple, but you are looking for a bigger thing instead. For example: 'You can't move liquid without vapor.'

What's your funniest/favorite work memory?

Funny now (but not funny in the moment): Once, I was making deliveries in snow up to my chest, and my delivery assistant had to use the hose to reel me back into the truck because the snow was so deep and the path was so small. My favorite memory is every time I have gotten to teach a No-Zone class. I hope that at the end of the day I've made a difference for at least one student.

What's your favorite part of the workday?

Chatting with customers and seeing their dogs.

How would your colleagues describe you?

My colleagues have described me [in their own words] as:

- 'Hardworking.'
- 'Very friendly to all he meets — customers often compliment him and share how much they enjoyed the conversation while he delivered to their tank.'
- 'Reliable.'
- 'Trustworthy.'

What are some of your hobbies outside of work?

Anything outdoorsy like off-grid camping, going to the beach and shark fishing with my wife.

What's something not a lot of people know about you?

I wear my heart on my sleeve.

What's a skill you'd like to work on?

I would love to learn more about the service side of propane and experience what their day is like.

If you could only eat one meal for the rest of your life, what would it be?

Pizza.

What's the best compliment you've ever received?

On Christmas Eve one year, a windstorm had knocked out the power for an entire neighborhood I was delivering to. Everyone was running on propane generator power and needed deliveries desperately. Every interaction I had with customers, they showed how thankful they were for making deliveries on such a cold day. Everyone was so happy and made sure to run outside and thank me when I arrived to make a delivery.

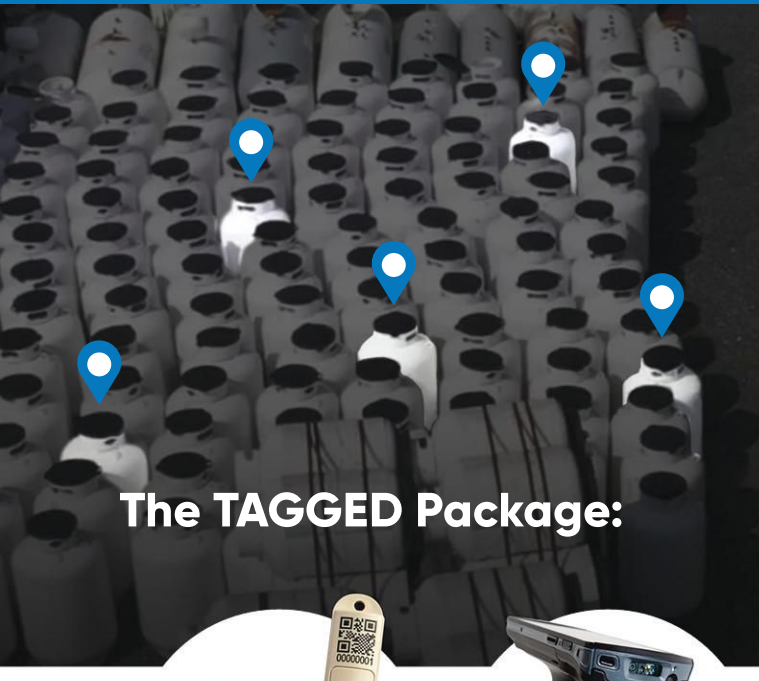
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