

2022

LPGas Growth Summit

Building Propane Partnerships

PROGRAM GUIDE & DIRECTORY



September 12-14, 2022 • Reunion Resort • Orlando, Florida

Welcome



Welcome to the 2022 LP Gas Growth Summit!

It's hard for us to imagine that we're already back here at beautiful Reunion Resort, where we always look forward to hosting key members of the propane industry. We enjoy seeing the familiar faces and meeting first-time attendees.

No matter what side of the table you're on, whether as a propane marketer or vendor partner, you're all here with a common goal: to learn more about the propane industry and uncover the opportunities that will help you better your business.

We at *LP Gas* magazine envision this progress happening through partnerships. In fact, that's why we launched the *LP Gas* Growth Summit in 2015 — to create a platform for the industry to build propane partnerships.

The agenda we've created is designed for you to do just that. Most important are the one-on-one meetings that will take place on Tuesday and Wednesday morning. For each of their meetings, marketers will visit 13 partner suites in the Reunion Resort Grande Tower. We've also built in a stop in the *LP Gas* magazine suite, where we look forward to asking attendees a bit about their business and the propane industry. We can't stress enough the importance of these meetings. As you'll hear us say often, please follow your schedule closely.

The last couple of years have brought new challenges across all industries. Now, more than ever, company leaders must adapt to these times and consider new ways of doing business. Partnerships have never been more important.

We hope the next couple of days are enjoyable and productive for you. Here at the Growth Summit, opportunities await.



Brian Kanaba

Publisher
LP Gas



Brian Richesson


Editor in Chief
LP Gas

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Event Schedule

Monday, September 12

10:00 a.m. – 2:00 p.m.	Arrival and Check-in	Grande Lobby
3:00 p.m. – 5:30 p.m.	Boardroom Presentations	Grande Ballroom ABC
6:30 p.m. – 9:30 p.m.	Welcome Reception – <i>Courtesy of</i> 	Eleven Restaurant

Tuesday, September 13

7:00 a.m. – 8:00 a.m.	Breakfast and Speaker (The Rawls Group)	Eleven Restaurant
8:15 a.m. – 11:45 a.m.	Individual Meetings	Grande Tower Suites
12:30 p.m.	Boxed Lunch for Golfers	Driving Range
12:50 p.m.	Golf Carts and Scramble Rules	Driving Range
1:00 p.m. – 6:00 p.m.	Golf Outing – <i>Courtesy of</i> 	Palmer Course
7:00 p.m. – 10:00 p.m.	Casual BBQ Dinner – <i>Courtesy of</i> 	Seven Eagles Pool

Wednesday, September 14

7:00 a.m. – 8:00 a.m.	Breakfast and Panel Discussion	Eleven Restaurant
8:15 a.m. – 11:45 a.m.	Individual Meetings	Grande Tower Suites
11:45 a.m.	Departures	Grande Lobby

**Schedule is subject to change.*

Attire Recommendations

- Breakfasts & Meetings:** Business casual.
Golf: Polo or golf shirt with Bermuda shorts or slacks.
Dinners: Very casual, jeans OK.

Important Notations

- Please refer to your personalized meeting schedule for details on your individual meetings.
- As there will be limited time to change before the golf outing, please wear your golf clothes to your Tuesday morning meetings.

Thank You to Our Partners



6 Laurel Drive
Flanders, NJ 07836
800-922-0972

Website: addsys.com

Twitter: @ADD_Systems

ADD Systems

ADD Systems offers comprehensive software specifically designed for the propane industry. Our one-stop solution includes A/R, dispatching and mobile delivery and service, wholesale, inventory, and BI reporting. ADD Energy E360™, our latest browser-based back office solution, gives users an exceptional experience with access from any device, any time, and a customizable user interface. We also provide IT expertise with both hardware and cloud options. Gain efficiency and profitability and grow your business without adding employees. With real-time detailed information at your employees' and customers' fingertips, as well as real-time text and email alerts, you can win more business by giving your customers the outstanding experience they expect. Since 1973, ADD's continuously evolving solutions have come from a partnership with clients and a commitment to their success. With a staff of industry specialists and a customer base spanning North America, we are experienced and ready to help you grow your business.

Company Representatives:



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Anova

Anova is the trusted remote tank monitoring partner of choice of propane marketers. Our tank monitors are easy to install, work reliably for years and are backed with the industry's most actionable and insightful software and mobile apps. Our customers take advantage of affordable pricing to monitor at a scale that delivers real, rapid ROI. We serve customers with world-class, propane industry expertise and support services. With over 900,000 monitoring devices in use around the world, Anova is known for its easy, reliable and worth-it solutions. Transforming companies with business intelligence solutions and constant independent innovation, working with Anova is a partnership that extends well beyond the delivery of a tank monitor. Let Anova help you transform your business.

Company Representatives:



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Website: bluecowsoftware.com

Blue Cow Software

Blue Cow Software launched in 2004 with the goal of creating software that would provide powerful – yet practical – tools for heating oil and propane dealers. This led to the development of the Ignite® software family, with components designed to improve efficiency and put control of business operations into a bundled suite that was easy to use and could grow with the business. Today Blue Cow Software is the fuel oil and propane business management software suite of choice for more than 300 of the country's leading propane and heating oil companies. We continue to stay on top of industry trends and best practices, incorporating updates and upgrades across the Ignite® Ecosystem suite to better help our users gain even stronger control over their business operations.

Company Representatives:



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 717-560-9928

Website: cargasenergy.com

Cargas Systems

Cargas is an employee-owned software company with 157 employees. Cargas is the creator and provider of Cargas Energy, leading software for fuel delivery and HVAC service companies. With tools for fuel delivery, customer service, HVAC service and cylinder exchange operations, Cargas Energy helps fuel dealers do more with the resources they already have so they can grow their businesses. Through its unique employee-owned culture, Cargas fosters a commitment to excellence, a dedication to teamwork and a high level of customer care. Established in 1988, Cargas has continuously been recognized as a Best Place to Work.

Company Representatives:



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Gray, Gray & Gray

The growing complexity of an increasingly competitive market imposes demands on a propane company's management team that require more. More attention. More expertise. More opportunity. More solutions for your ever-changing needs. More than you've asked for. More than you expect. As a leading consulting and accounting firm to propane marketers, Gray, Gray & Gray's "Power of More" approach is a comprehensive process that helps look beyond the expected, finding ways to add value, speed decision-making, develop insights, create advantages and drive success for your business. We help you anticipate challenges and identify emerging opportunities, allowing you to rise to a new level of confidence and security. Delivering more than expected has always been the Gray, Gray & Gray way. With over 75 years of successful experience with propane marketers, we are well positioned to meet all of your needs for strategic business consulting, accounting, tax advisory and financial management.

Company Representatives:



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Website: whyips.com

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IPS Equipment

A family of solutions! Industrial Propane Service offers turn-key propane bulk plant storage facility design and installations, bulk plant service, bobtail re-chassis, new bobtail sales, bobtail/transport service work, on-site training, testing and service. In addition, IPS is a Gilbarco/Gasboy distributor offering UL-listed propane autogas dispensing systems for both commercial and retail applications. IPS Equipment is a full line propane parts and equipment distributor representing preferred names such as RegO, Blackmer, Liquid Controls, Empire, Hannay, Continental, Jomar, Worthington Cylinders, Quality Steel tanks and many more. Please visit our website at whyips.com for a full product catalog and more information on the services we provide. Together, Industrial Propane Service and IPS Equipment provide a "family of solutions for the propane industry."

Company Representative:



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 President
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Thank You to Our Partners



7114 Lasalle Ave. NE
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Website: legacyenergyconsulting.com

Legacy Energy Consulting

Legacy Energy Consulting was founded in 2020 by propane industry veteran Chad Pendill. Our primary focus is working with business owners to successfully sell their business when that day comes. In the sales process, we prepare the information and financials, prepare the buyer list, execute confidentiality agreements with potential buyers, manage all communication and eventually negotiate the final offer. Once an offer is accepted, we coordinate due diligence and help both parties work toward a successful closing. Along with our acquisition services, we also prepare business valuations to determine the current market value.

Company Representatives:



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President
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Tyler Pendill
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Website: lpcylinder.com

LP Cylinder

LP Cylinder Service has been leading the way in the propane industry as the repair and recertification specialists for nearly 40 years. Our proprietary process produces top quality results, making us stand above the competition in tank and cylinder refurbishing. Our certified, trained staff provides industry-leading services, following the latest safety standards and codes. We pride ourselves in utilizing USA-made parts and components and innovative quality control systems to ensure safety for you and your customers. If you want to experience first-class service in propane cylinder recertification and tank refurbishing, give us a call or visit us at lpcylinder.com.

Company Representative:



Jim Alderman
Sales Manager
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717-443-0725



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Website: metsa.com

Metsa

Metsa is a family-owned and -operated tank manufacturing company. We build ASME-certified tanks ranging from 120 to 2,000 gallons. We use the highest quality materials such as RegO valves, Rochester gauges and powder coated paint (prime coat available as well). We are constantly researching, improving and investing in our process, workforce and equipment to deliver our customers the best possible product. This is why, by the end of May, we will have implemented our new paint booth line. Now our painting process will be automated, improving the quality of our tanks. Also, we added top-quality talent to our sales team to improve regional coverage and to make sure our clients are getting the proper attention and support they deserve. We are very excited for these next steps and to be able to continuously offer the best lead time, customer service and support, and prices in the market. Be sure to call your sales representative today to find out more.

Company Representatives:



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Otodata

The most affordable tank level monitor, guaranteed. Otodata has been a key player in the tank monitoring industry for over 10 years. Our goal has always been to produce a monitor with very low cost of ownership – making large-scale implementation affordable for all fuel resellers. We are proud to say that we design, develop, manufacture and sell our award-winning tank monitors, management software and mobile app to businesses all over North America. All of our monitors provide precise, extremely reliable data; carry industry-leading warranties; and are compatible with all read-ready dial equipped tanks. Our online portal was designed to streamline your process, diminishing your drop frequency and increasing drop sizes. And our free branded mobile app “Nee-Vo” helps your clients view their tanks anywhere, anytime. Visit our website today, and reserve your free starter kit.

Company Representatives:



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Quality Steel Corporation

With over 200 years of combined experience in the propane industry, the professionals at Quality Steel know that putting customers first and providing the best quality product is the best way to do business. Quality Steel is a proud U.S. manufacturer of aboveground and underground propane, ammonia, and dispenser tanks and pressure vessels for residential, commercial, small industrial, and agricultural use. Quality Steel has three strategic locations across the U.S. dedicated to the manufacturing, servicing and delivery of propane tanks and vessels. With easy ship-from access and an inside sales team that sees customers through the entire process, the company prides itself on the highest level of customer service and quality. We strive to make the tank-buying process easier for you.

Company Representative:



D.D. Hardy
 Director of Sales
 dhardy@propanetank.com
 662-641-0528



Rural Computer
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Twitter: @RCCInc79

Rural Computer Consultants

Rural Computer Consultants Inc. is a leader in software and support, specialized for the fuel and propane industry. “For fuel people, by fuel people.”

Company Representatives:



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Thank You to Our Partners



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Tiger Payment Solutions

Tiger Payment Solutions helps propane dealers across the country process their credit card, debit card and ACH/eCheck payments. No payment processing company understands the energy business as well as Tiger. Why? Because we have operated our family oil and propane business for over 125 years. Tiger delivers the lowest processing rates available by ensuring fellow retail energy marketers will qualify for the lowest possible interchange rate when processing a transaction. We have no setup fees, no contracts and no cancellation penalties. We want you to work with us because you love our service and know you are being treated fairly.

Company Representatives:



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Westmor

Our customers come to Westmor when they need an expert to diminish risk and provide precise execution, providing a worry-free, turn-key solution to their most demanding fuel or energy distribution, and transfer-related challenges. Westmor's goal is to provide a world-class customer experience. We want our customers to rave about our small company feel, while they receive the support of a large, well-established business. Our consultative approach is backed by our in-house expertise in design, engineering, manufacturing and aftermarket service, support and parts. Westmor specializes in the following markets: terminals and plants, transport, storage, fuel delivery, fleets, C-stores and aviation, making us the best solution for any fuel distribution need.

Company Representatives:



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Jason Soulon
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Speakers

Kendall Rawls and Dan Iosue *The Rawls Group*

Tuesday, Sept. 13 at 7:15 a.m., Eleven Restaurant

Kendall Rawls and Dan Iosue will kick off the full day of the Growth Summit by presenting on employee morale and engagement.

As director of development, Rawls knows and understands the challenges that impact entrepreneurial-owned businesses' success and offers a unique perspective derived from her background and experience as a second-generation employee of The Rawls Group. Rawls contributes to national industry publications in automotive retail, multi-unit franchise, marine and energy.



As a succession planner, Iosue leverages his more than a decade of experience in corporate leadership and business strategy in working with companies to help them achieve their long-term business goals. Iosue works with business owners and key executives to overcome challenges impacting business success, keeping them focused on sustainability and growth. He also contributes to national industry publications in automotive retail, multi-unit franchise, marine and energy.



The Rawls Group, with headquarters in Orlando and locations in California, Georgia and Iowa, helps companies with their succession-planning decisions. Common issues about which the firm strategizes include business growth, developing next-generation leaders, treating family fairly, overcoming generational conflict and transforming the business to meet customers' changing preferences and economic pressures.

Panel Discussion

Wednesday, Sept. 14 at 7:20 a.m., Eleven Restaurant

Moderator



Brian Richesson
LP Gas magazine

Panelists



Jason Edwards
 Pacific States
 Petroleum



Steve Farkas
 Sharp Energy



Ron Snyder
 DCC Propane



Cathy Wallace
 San Isabel Services
 Propane

Retailers

BUTTON HOLDINGS



Steve Passio

Mountain Top, Pennsylvania ■ spassio@buttonholdings.com ■ 717-577-6799

Title: CEO

Years in the propane industry: 9

I got my start in propane by: I've been in the petroleum industry for 40 years, focused primarily on the sale and marketing of gasoline, diesel fuel and heating oil. I was promoted to president of Shipley in 2013, which added a healthy retail and commercial propane business to my charge. I am excited for the opportunity to deepen my knowledge of the LP gas business, and more importantly, my network. It will improve my ability to grow the propane business for Button Holdings in my current role as CEO.

If LP Gas profiled our company, the first thing I would say about it is: Button Holdings is excited to further invest in and promote the LP gas industry. We plan to make it a growing part of our portfolio of businesses. Americans from all over the U.S. will benefit from investments in LP gas and no more than the people living in rural communities in Pennsylvania. We want to do our part to continue to make this inexpensive, environmentally friendly energy source more readily available to people who want and really need it.

Outside of propane, I like to: Travel with my wife, hang out with the grandkids and golf.

When it comes to sports, my rooting interests lie in the: E-A-G-L-E-S, Fighten Phils and Flyers.

What is the best advice you've ever received: Hang on to her; you'll never do any better.

If you were stranded on a desert island, what one item would you bring with you: A shovel.



Ryan Robbins

Mountain Top, Pennsylvania ■ rrobbins@buttonholdings.com ■ 570-620-3748

Title: Vice President of Sales and Marketing

Years in the propane industry: 1

I got my start in propane by: Joining Button Oil & Propane in January of 2022.

If LP Gas profiled our company, the first thing I would say about it is: We are in year one of an aggressive growth plan to quadruple our volume in four years.

Outside of propane, I like to: Coach and hunt with my sons.

When it comes to sports, my rooting interests lie in the: Michigan Wolverines and Buffalo Bills.

What is the best advice you've ever received: Always help people, and you'll always be fulfilled.

If you were stranded on a desert island, what one item would you bring with you: Satellite phone.

CLEARWATER GAS SYSTEM



Antonis Magganas

Clearwater, Florida ■ tony.magganas@myclearwater.com ■ 727-224-7445

Title: Gas Superintendent

Years in the propane industry: 4

I got my start in propane by: I began in the gas industry in 2001 as a warehouse supervisor. This provided me an opportunity to familiarize myself with the parts and vendors. Over the course of the next 18 years, I managed the natural gas measurement and procurement of materials. In 2018, I was given the opportunity to manage the propane, installation and appliance repair aspects of Clearwater Gas.

If LP Gas profiled our company, the first thing I would say about it is: We are a customer-focused company that provides outstanding services safely and affordably.

Outside of propane, I like to: Kayak, play mind teasers, listen to music.

When it comes to sports, my rooting interests lie in the: Buffalo Bills and Sabres.

What is the best advice you've ever received: Always work toward who you want to become.

If you were stranded on a desert island, what one item would you bring with you: A genie in a bottle with three wishes.

COUNTRY VISIONS COOPERATIVE



Carl Kiedrowski

Brillion, Wisconsin ■ ckiedrowski@cvcoop.com ■ 920-754-2269

Title: Energy Division Manager

Years in the propane industry: 4

I got my start in propane by: I was a sales manager for a large petroleum distributor, selling parts to Country Visions. When Country Visions was looking for a propane division manager, they approached me about the job and I accepted it.

If LP Gas profiled our company, the first thing I would say about it is: The coop focuses on serving its customers and community. We do a lot for our customers and the community through the donation of propane for various events. We also do our best to educate the community and our customers about propane safety through online safety videos.

Outside of propane, I like to: Work on cars and camp.

When it comes to sports, my rooting interests lie in the: Milwaukee Brewers and Green Bay Packers.

What is the best advice you've ever received: Be honest, and give it your all.

If you were stranded on a desert island, what one item would you bring with you: Knife.

DCC PROPANE



Ron Snyder

Lisle, Illinois ■ ron.snyder@dccpropane.com ■ 217-369-0050

Title: COO

Years in the propane industry: 38

I got my start in propane by: Joining Goble LP Gas and Appliances, which was an independent marketer in my hometown of Casey, Illinois.

If LP Gas profiled our company, the first thing I would say about it is: DCC is a company that is focused on building strong local teams to provide superior customer service that supports its long-term growth initiatives.

Outside of propane, I like: Spending time with my spouse, golfing and hiking.

When it comes to sports, my rooting interests lie in the: St. Louis Cardinals.

What is the best advice you've ever received: Work hard, and do the right thing.

If you were stranded on a desert island, what one item would you bring with you: A boat.

FERRELLGAS



Leslie McCraw

Winston-Salem, North Carolina ■ lesliemccraw@ferrellgas.com ■ 336-575-7758

Title: Vice President of Procurement

Years in the propane industry: 22

I got my start in propane by: I started my journey in propane with Blue Rhino in 2000. At Blue Rhino, the leader in the industry for tank exchange, I was over the sourcing of materials and printed items. Then in 2004, Ferrellgas acquired Blue Rhino, and I made the transition over and began learning in the industry.

If LP Gas profiled our company, the first thing I would say about it is: Ferrellgas is a resilient organization, one that I'm very proud to be part of.

Outside of propane, I like to: Help others and volunteer at elementary schools.

When it comes to sports, my rooting interests lie in: Running and softball.

What is the best advice you've ever received: Lead with your heart, and always give 100 percent of your best. Never give up; continue to ask the "why."

If you were stranded on a desert island, what one item would you bring with you: Fire starter.

Retailers

FOSTER FUELS



Lindie Honsberger

Lynchburg, Virginia ■ lindie.honsberger@fosterfuels.com ■ 434-568-7687

Title: Vice President of Propane Services

Years in the propane industry: 4

I got my start in propane: As a regional sales representative providing estimates for propane system installations. I was fortunate enough to have a great team support me and teach me the industry.

If LP Gas profiled our company, the first thing I would say about it is: Foster Fuels stands at the forefront of industry-leading advancement, providing outstanding service-excellence as we foster growth by fueling our community, our country and businesses around the world.

Outside of propane, I like: Fishing, camping and cooking.

When it comes to sports, my rooting interests lie in the: New York Yankees.

What is the best advice you've ever received: The expert in everything was once a beginner.

If you were stranded on a desert island, what one item would you bring with you: Fishing rod.

HIGH GRADE GAS SERVICE



Chelsea Aiken

Stafford Springs, Connecticut ■ hggsorders@cox.net ■ 860-749-8035

Title: Vice President

Years in the propane industry: 12

I got my start in propane: By working at the family business during summer vacations from school.

If LP Gas profiled our company, the first thing I would say about it is: Our customers have come to know us as a trustworthy and dependable company. Our biggest asset is our team of incredibly hardworking and compassionate individuals that make sure the job gets done no matter the conditions.

Outside of propane, I like to: Spend time with my dog.

When it comes to sports, my rooting interests lie in the: Boston Bruins.

What is the best advice you've ever received: Nothing works unless you do.

If you were stranded on a desert island, what one item would you bring with you: My dog.



Ryan Aiken

Stafford Springs, Connecticut ■ hggsorders@cox.net ■ 860-749-8035

Title: Vice President

Years in the propane industry: 25

I got my start in propane: By spending summers in a bobtail with my dad delivering tobacco sheds and working summer vacations for the family business.

If LP Gas profiled our company, the first thing I would say about it is: While things can get hectic and stressful sometimes, we are continuously reminded of why we do what we do. We have folks that we've been servicing for 30-plus years that will meet us when we're delivering to their homes and share their thanks and send us off with cookies to share with the office. It's that type of rewarding customer relationship that we take a lot of pride in.

Outside of propane, I like to: Spend time with family.

When it comes to sports, my rooting interests lie in the: Bruins, Red Sox and Patriots.

What is the best advice you've ever received: Don't take criticism from people you wouldn't take advice from.

If you were stranded on a desert island, what one item would you bring with you: My cellphone.

LIBERTY PROPANE



Hank Stacy

Hinesville, Georgia ■ propane@coastalnow.net ■ 912-408-3040

Title: Owner/President

Years in the propane industry: 40

I got my start in propane: By being hired by the local gas company as a serviceman. In 2002, we opened our own operation.

If LP Gas profiled our company, the first thing I would say about it is: We are a local family-owned company. Service done safely is our first concern.

Outside of propane, I like to: Woodwork and ride motorcycles.

When it comes to sports, my rooting interests lie in the: Georgia Bulldogs.

What is the best advice you've ever received: To open a gas company on my own.

If you were stranded on a desert island, what one item would you bring with you: My wife.



Richard Screws

Ludowici, Georgia ■ ricsharley@yahoo.com ■ 912-610-0064

Title: Industrial Account Representative

Years in the propane industry: 6

I got my start in propane: As a delivery driver.

If LP Gas profiled our company, the first thing I would say about it is: Very family and customer oriented.

Outside of propane, I like to: Play golf and spend time with family.

When it comes to sports, my rooting interests lie in the: Georgia Bulldogs.

What is the best advice you've ever received: Always give your best effort.

If you were stranded on a desert island, what one item would you bring with you: Fishing tackle.

OE MEYER CO.



Matt Drennen

Sandusky, Ohio ■ mdrennen@oemeyer.com ■ 419-609-6201

Title: Propane Division Manager

Years in the propane industry: 10

I got my start in propane by: As a cylinder driver in Norwalk, Ohio. I moved into a bulk truck, then did a brief time in service before moving into management. I worked as a safety and compliance manager for a year or two before moving into operations and then finally landing where I am today leading the entire propane division for OE Meyer. I'm very thankful for the opportunity I was given that gave me a start in an industry I knew nothing about. Working my way from the field into the office and getting a wide variety of experiences in the industry and with customers has served me extremely well and has helped me to be a better leader.

If LP Gas profiled our company, the first thing I would say about it is: OE Meyer Co. is an employee-owned company that's been serving customers in northern Ohio for over 100 years. We pride ourselves on our people and the relationships that we've built with our fellow employees, our customers, our vendors and our community.

Outside of propane, I like to: Hunt, fish and be outdoors whenever possible.

When it comes to sports, my rooting interests lie in: THE Ohio State Buckeyes.

What is the best advice you've ever received: "Go to work every day. Be on time. Do your job. If you can do those three things well consistently, you'll do all right in this life." These are the words that my grandfather told me when I was about 17 or 18 years old, and they haven't failed me yet.

If you were stranded on a desert island, what one item would you bring with you: My fishing pole.

Retailers

PACIFIC STATES PETROLEUM



Jason Edwards

Concord, California ■ jason@pacstatespetro.com ■ 925-766-4015

Title: General Manager – Propane Operations

Years in the propane industry: 18

I got my start in propane by: Being a customer service manager for one of the major propane companies. I managed one location – and eventually managed four locations – before moving on to Pacific States Petroleum Inc.

If LP Gas profiled our company, the first thing I would say about it is: Pacific States Petroleum is California's largest on-site fueling company, where the safe and efficient delivery of diesel, renewable diesel, unleaded gasoline, propane and lubricants is our No. 1 priority. We are a "can do" company that works 24/7 to provide safe, reliable and cost-effective solutions.

Outside of propane, I like to: Spend time with the family, travel, UFC, sports, wine tasting.

When it comes to sports, my rooting interests lie in the: New York Yankees.

What is the best advice you've ever received: There are so many. Failure is not an option. If you do not try, you will never succeed.

If you were stranded on a desert island, what one item would you bring with you: Flint (fire starter).

PARACO GAS



Donna Howay-Germond

Rye Brook, New York ■ dhoway@paracogas.com ■ 518-514-1061

Title: Director, Supply Chain Management

Years in the propane industry: 18

I got my start in propane by: Taking a part-time customer service and showroom sales position and never leaving but instead working my way up in the company.

If LP Gas profiled our company, the first thing I would say about it is: Paraco Gas is the largest family-owned propane company in the Northeast with over 50 years of experience in the propane industry, and the management team supports the internal growth of the employees.

Outside of propane, I like to: Travel, camp and spend time with my friends and family.

When it comes to sports, my rooting interests lie in the: Yankees, Jets and Rangers.

What is the best advice you've ever received: "Be strong enough to stand alone, smart enough to know when you need help and brave enough to ask for it." – Mark Amend

From my dad: "Honesty and integrity are two things only you can take from yourself."

If you were stranded on a desert island, what one item would you bring with you: Kayak with paddles.

PROPANE NINJA



Mike Dodd

Tampa, Florida ■ mike@propaneninja.com ■ 813-731-5381

Title: CEO

Years in the propane industry: 9

I got my start in propane by: Filling a need. Restaurants needed temp heat delivery of propane and heaters to better assist during winter. We filled this need and went on to grow business in industrial forklift exchange and retail cylinder exchange.

If LP Gas profiled our company, the first thing I would say about it is: Doing our part to innovate and update in order to keep up with customer expectations. More times than not we see unhappy customers because they weren't able to reach their previous supplier to explain their complaints, leaving us there to solve their problems and win business. We strive to create a very fast connection between the time a customer needs something and when they have a solution.

Outside of propane, I like: Sailing, swimming, spending time with family and shooting.

When it comes to sports, my rooting interests lie in: Florida State University and the Tampa Bay Lightning.

What is the best advice you've ever received: When it comes to hedging propane fuel in the future, try your best not to raise your customers' prices, and you'll be fine. Be risk averse for your customers, and things will fall into place.

If you were stranded on a desert island, what one item would you bring with you: Buck knife.



Peter Samuelson

Tampa, Florida ■ peter@propaneninja.com ■ 813-444-7767

Title: COO

Years in the propane industry: 9

I got my start in propane by: Starting from scratch with my business partner, Mike Dodd. We had a pickup truck and about 100 20-pound cylinders that we delivered ourselves to local businesses. We have built everything we have today from that simple beginning.

If LP Gas profiled our company, the first thing I would say about it is: We are committed to working hard and growing the business. We strive to be a stronger company each day.

Outside of propane, I like to: Be on the water, travel the world, enjoy good wine.

When it comes to sports, my rooting interests lie in the: Florida State Seminoles, Tampa Bay Lightning and the Tampa Bay Buccaneers.

What is the best advice you've ever received: Your habits will determine your future.

If you were stranded on a desert island, what one item would you bring with you: Bourbon.

Retailers

SAN ISABEL SERVICES PROPANE / WALLACE OIL



Cathy Wallace

Pueblo West, Colorado ■ cathy@sispropane.com ■ 720-252-1110

Title: General Manager/Owner of San Isabel Services Propane

Years in the propane industry: 10

I got my start in propane by: I married into it! I owned a company before meeting Jim (president of Wallace Oil Co.). My company is an HR operations consulting firm. It's been fun to advance our propane businesses with systems and tools that build employee morale and boost the bottom line at the same time.

If LP Gas profiled our company, the first thing I would say about it is: We are in a unique market with the legalization of marijuana; we are learning alongside our customers.

Outside of propane, I like to: Fish, golf, dance and travel.

When it comes to sports, my rooting interests lie in the: Denver Broncos and Red Wings hockey.

What is the best advice you've ever received: Always be humble and kind.

If you were stranded on a desert island, what one item would you bring with you: My husband.



Jim Wallace

La Junta, Colorado ■ jpwallaceoil80@gmail.com ■ 719-384-5424

Title: President of Wallace Oil

Years in the propane industry: 30

I got my start in propane by: Expanding our fuel distribution business into propane.

If LP Gas profiled our company, the first thing I would say about it is: Our people are the reason why we are still in business.

Outside of propane, I like to: Golf and travel.

When it comes to sports, my rooting interests lie in the: Broncos and Rockies.

What is the best advice you've ever received: Everything worth having in this world comes at a price. "Freedom is not free!"

If you were stranded on a desert island, what one item would you bring with you: A Bible.

SHARP ENERGY



Steve Farkas

Dover, Delaware ■ sfarkas@chpk.com ■ 302-316-7000

Title: Director

Years in the propane industry: 38

I got my start in propane: In Rockledge, Florida, as a bobtail driver in 1985.

If LP Gas profiled our company, the first thing I would say about it is: Sharp Energy is on the cutting edge of propane. Sharp looks at the propane of tomorrow. We are aligned and very successful with the traditional propane energy role, but we are focused on the future role of propane. Autogas, jurisdictional piping systems and renewable propane to name a few of the focal points.

Outside of propane, I like to: Spend time with family. I am also a private pilot, and I enjoy flying.

When it comes to sports, my rooting interests lie in: I truly have very little interest in sports.

What is the best advice you've ever received: I have a couple of things that have stuck with me over the years. The first was early in my career as a young service tech. Being young and new to the role, some customers and contractors seemed to challenge my integrity. I was periodically asked to do things that were contrary to the gas codes or standard industry practices. Holding your ground as a new, young service tech was often challenging as customers can be very demanding and aggressive at times. When I brought this issue to my service manager, he said I will give you this advice. "It is better to be yelled at when you are on the customer's property than to be pointed at in a courtroom. Always stick to what is safe and compliant." The second piece of advice is very simple. In order to manage and develop people, you must always separate the act from the actor when mistakes are made.

If you were stranded on a desert island, what one item would you bring with you: The boat.

SUBURBAN PROPANE



Gerald Stothers

Sarasota, Florida ■ gstothers@suburbanpropane.com ■ 941-755-3761

Title: Business Development Manager

Years in the propane industry: 14

I got my start in propane by: Growing up in the industry, I have been around propane since I was a child. During the summer of 2006, while in college, I worked for our family company in the Fort Myers market, burying tanks and lines after the generator boom. During the summer of 2008, I became full time with the company, learning the industry from the ground up.

Outside of propane, I like to: Spend time with my wife and two children.

When it comes to sports, my rooting interests lie in the: Atlanta Braves.

What is the best advice you've ever received: You have two ears and one mouth.

If you were stranded on a desert island, what one item would you bring with you: A knife.

SWEETWATER PROPANE



Paul Beiler

Ephrata, Pennsylvania ■ paul@sweetwaterpropane.com ■ 717-740-3430

Title: President

Years in the propane industry: 10

I got my start in propane by: Starting my own business.

If LP Gas profiled our company, the first thing I would say about it is: Great service and fair prices.

Outside of propane, I like to: Golf.

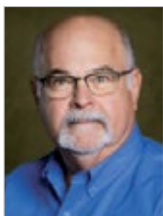
When it comes to sports, my rooting interests lie in the: Philadelphia Eagles.

What is the best advice you've ever received: Do what is right regardless of how other people treat you.

If you were stranded on a desert island, what one item would you bring with you: Water.

Retailers

TEXAS STAR PROPANE



Steve Brown

Plantersville, Texas ■ sbrown@texasstarpropane.com ■ 281-259-2162

Title: Operations Manager

Years in the propane industry: 40

I got my start in propane by: In 1981, a friend of the family asked if I would be interested in going to work with him to help him manage his propane business. I went to work for him two weeks later and have been in the propane industry since then.

If LP Gas profiled our company, the first thing I would say about it is: A midsized propane company that works hard to grow the business, give our customers the best quality service and a fair price for propane.

Outside of propane, I like: Fishing and traveling.

When it comes to sports, my rooting interests lie in the: Houston Texans.

What is the best advice you've ever received: To learn as much about the business from anyone who knows what they are talking about; be safe doing it; and never think you know it all.

If you were stranded on a desert island, what one item would you bring with you: A satellite phone to phone home.



Clinton Sopchak

Huntsville, Texas ■ clinton@texasstarpropane.com ■ 936-439-6544

Title: Manager

Years in the propane industry: 15

I got my start in propane by: Family business.

If LP Gas profiled our company, the first thing I would say about it is: We take pride in our customer service.

Outside of propane, I like: Anything outdoors.

When it comes to sports, my rooting interests lie in the: Astros.

What is the best advice you've ever received: Treat your customers the way you would want to be treated.

If you were stranded on a desert island, what one item would you bring with you: A boat to get off of it.

THERMOTANE PROPANE



Chandler Robertson

Sanford, Florida ■ crobertson@thermotane.com ■ 407-322-5854

Title: Owner

Years in the propane industry: 15

I got my start in propane by: Working in the family business, painting tanks as a teenager.

If LP Gas profiled our company, the first thing I would say about it is: Employee oriented with a focus on growth.

Outside of propane, I like to: Play hockey.

When it comes to sports, my rooting interests lie in the: Florida State Seminoles.

What is the best advice you've ever received: Don't take too many forever truths from temporary truths.

If you were stranded on a desert island, what one item would you bring with you: Kindle.

THOMPSONGAS



Matt Sandy

Frederick, Maryland ■ msandy@thompsongas.com ■ 240-457-0275

Title: Director of Residential Growth

Years in the propane industry: 3

I got my start in propane by: Discovering a new opportunity similar to my previous role in a different industry. The industries were different; the roles, however, aligned. I made the jump about three-and-a-half years ago. Like many, my journey has been unique – from a degree in turf and urban agronomy to golf to lawn care to landing in the propane industry. Propane is a great home for me and an exciting place to be!

If LP Gas profiled our company, the first thing I would say about it is: ThompsonGas is full of great people that are empowered and challenged to help us continue to grow in current markets and new markets and to help us be the best propane provider.

Outside of propane, I like to: Golf and be outdoors.

When it comes to sports, my rooting interests lie in: Golf, Commanders, Orioles, Maryland Terps, Capitals.

What is the best advice you've ever received: You are more talented than you know. Work hard, and you will prove it to yourself.

If you were stranded on a desert island, what one item would you bring with you: Pitching wedge.

Thank you for attending the *LP Gas* Growth Summit and helping to fuel the industry's propane partnerships.

For *LP Gas*' coverage of the Growth Summit, visit lpgasmagazine.com and also check out our October issue.



LP Gas

Growth Summit

Building Propane Partnerships

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