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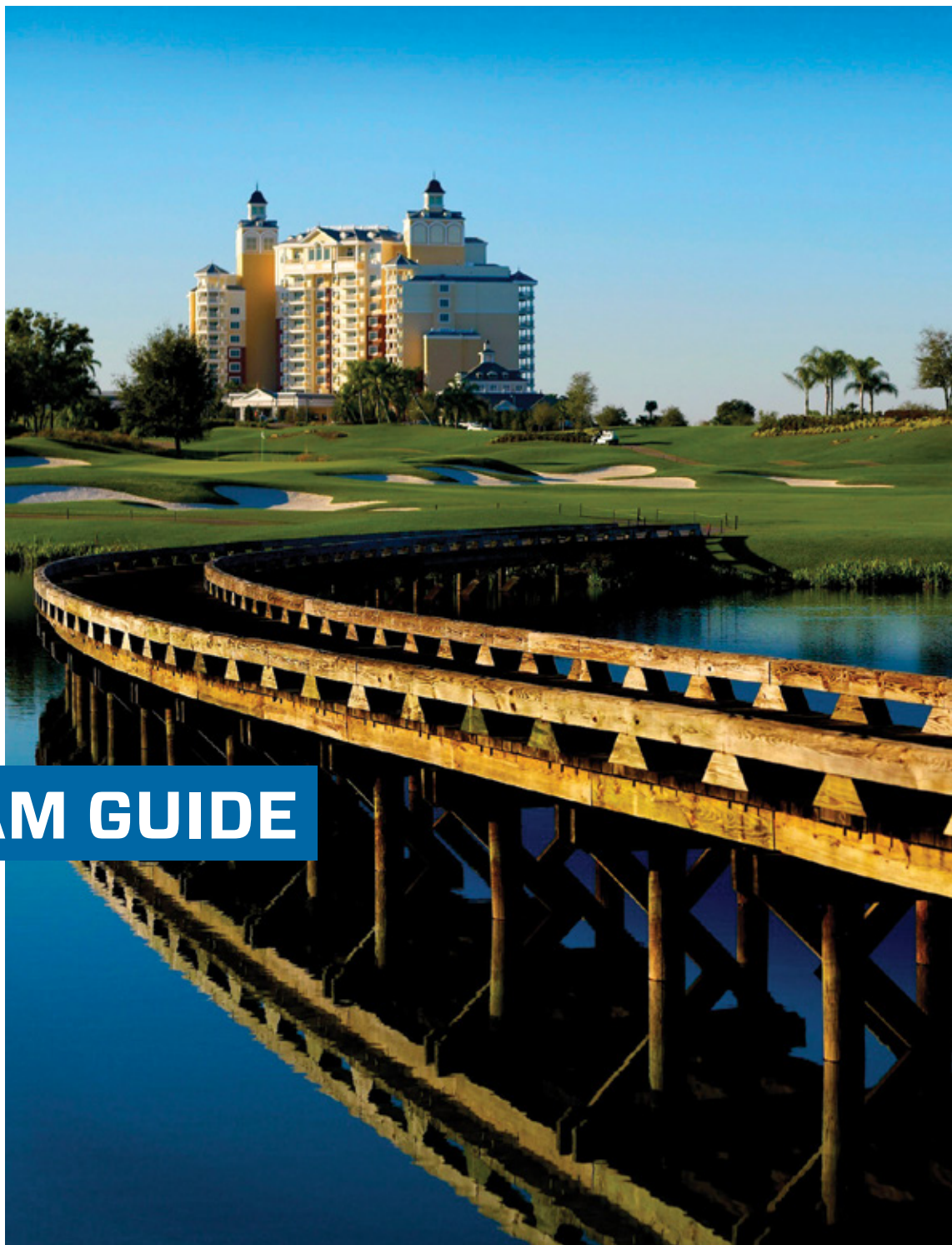
Growth Summit

Building Propane Partnerships

2024

PROGRAM GUIDE

September 17-19, 2024
Reunion Resort
Orlando, Florida



LP Gas Growth Summit

Building Propane Partnerships

Welcome to the ninth annual *LP Gas* Growth Summit, a unique networking event for propane company decision-makers and industry partners.

You will find the next couple of days enjoyable and productive, as the Growth Summit allows for a variety of opportunities for you and your companies.

One-on-one meetings between propane retailers and partners are a featured part of the Growth Summit. These meetings are held with the goal of building propane partnerships that drive growth and efficiency within retail operations.

That's why the meetings are so important. Our meeting format allows retailers to have 20-minute discussions with the respective partners in dedicated suites, ensuring they can dive deeply into the specifics of their business needs.

The Growth Summit continues to expand its own reach and impact within the propane sector. This year's event has attracted a Summit-high 20 partners – welcome news for the propane retailers who have gathered here from across the country to explore innovative solutions and discover new opportunities.

You'll probably hear us say this more than once during your time here: We encourage you to stay on schedule for your meetings. Timeliness is crucial for the success of these interactions, and our *LP Gas* staff will be available to support you.

The Growth Summit also allows you to gain knowledge and perspective about the latest opportunities and challenges in the industry. You'll hear from speaker Pat Hyland, a propane industry veteran who spent the past 12 years with the Propane Education & Research Council, and a panel featuring several propane retailers.

Networking is at the heart of the Growth Summit experience. You'll have the chance to connect not only with industry partners but also with fellow propane retailers from across the nation. Our welcome reception, golf outing and luncheon for non-golfers, and barbecue will foster camaraderie and collaboration among attendees.

Finally, we extend our gratitude to our Growth Summit partners, whose participation is vital to the event's success. You can learn more about them on the following pages and meet them during the opening session, which will set the stage for the ensuing discussions.

We look forward to spending the next couple of days with you.



Brian Kanaba

Publisher



Brian Richesson






Editor in Chief

Agenda


Tuesday, September 17

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

Wednesday, September 18

7:00 a.m. – 8:00 a.m.	Breakfast and Speaker <i>Courtesy of </i>	Eleven Restaurant
8:15 a.m. – 11:30 a.m.	Individual Meetings	Grande Tower Suites
12:00 p.m.	Group Photo	Driving Range
12:00 p.m.	Boxed Lunch for Golfers	Driving Range
12:30 p.m.	Lunch for Non-Golfers	The Clubhouse
12:30 p.m. – 6:00 p.m.	Golf Outing <i>Beverage cart courtesy of </i> <i>Contest holes courtesy of  </i>	Palmer Course
7:00 p.m. – 10:00 p.m.	Casual BBQ Dinner <i>Courtesy of </i>	Seven Eagles Pool

Thursday, September 19

7:00 a.m. – 8:00 a.m.	Breakfast and Panel Discussion <i>Courtesy of </i>	Eleven Restaurant
8:15 a.m. – 1:20 p.m.	Individual Meetings	Grande Tower Suites
1:20 p.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.
- For those of you golfing, please wear your golf clothes to Wednesday's breakfast and meetings (and, if applicable, bring your clubs to the Summit registration desk), as there is limited time before the golf outing.

Partners

ADD Systems



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

Website: addsys.com

ADD Systems offers comprehensive software specifically designed for the propane industry. Our one-stop solution includes accounts receivable, dispatching and mobile delivery and HVAC/service, wholesale, inventory, and business intelligence reporting. ADD Systems software gives users an exceptional experience while helping them gain efficiency and profitability and grow their business without adding employees. With real-time, detailed information at employees' and customers' fingertips, as well as real-time text and email alerts, ADD clients can win more business by giving customers the outstanding experience they expect. For more than 50 years, 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, ADD is experienced and ready to help you grow your business.

Company Representatives:



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Anova



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908-464-2646

Website: anova.com

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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Eric Duckworth
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Cargas Systems



101 North Queen St.
Suite 300
Lancaster, PA 17603
888-611-3138

Website: cargasenergy.com

Established in 1988, Cargas is an employee-owned software company with over 190 employees. It 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.

Company Representatives:



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Gray, Gray & Gray



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Website: gggllp.com/areas-of-focus/energy/

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 nearly 80 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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IPS Equipment



303 W. Maple St.
P.O. Box 145
Byron, MI 48418
586-531-6111

Website: whyips.com

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 Reels, Mopeka, Continental, Jomar, Worthington Cylinders, Red Seal, Quality Steel tanks and many more. Please visit our website and 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 Representatives:



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Legacy Energy Consulting



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Website: legacyenergyconsulting.com

Legacy Energy Consulting provides mergers and acquisition, business valuations and strategic planning services. We represent business owners in the sale of their business, and since 2020 we have completed 18 sales nationwide.

Company Representatives:



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800-445-6709

Website: propanetank.com

With over 200 years of combined experience in the propane industry, Quality Steel knows 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 facilities, located in Mississippi, Ohio, and Utah that service propane marketers throughout North America.

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Metsa



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Website: metsa.com

Metsa is a family-owned company that has been manufacturing high-quality propane tanks for 40 years. Our product range includes 120 gallons to 1990 gallons with certain models available in above ground, under ground, AGUG and customizable dispenser system accommodations. We are ASME certified and use a top-of-the-line automated paint process that guarantees the safety and high performance of all of our products. We also own our own fleet and are able to transport and unload tanks across the U.S. and Canada hassle free. We are deeply committed to continuous improvement and listening to our customers' voices. We have made product improvements and large investments in our offerings and capacity, all coming from market suggestions. We look forward to continuing our journey together for another 40 years.

Company Representatives:



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Partners

Mopeka



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Website: mopeka.com

Mopeka® specializes in sonar tank monitoring and cathodic protection solutions, offering the most reliable and accurate ways to measure and monitor tank volume and health. We are a global leader in this field and pride ourselves on providing accurate readings for all types of tanks, independent of existing float gauge technology. Our extensive portfolio includes various solutions such as sonar, mobile, satellite, and cloud-based services. These solutions have received global acclaim. Mopeka® assists liquid-based companies, including those in the propane and butane industry, in effectively managing their volumes, optimizing their supply chain management and ensuring transparency over their tanks' cathodic health. Mopeka® offers solutions for both pressurized and non-pressurized tanks, from small residential 20-pound grills and RV tanks to large industrial tanks exceeding 60,000 gallons. We provide cost-effective, safe, powerful and secure solutions that go beyond customer expectations and are easy to install and manage, with market-leading support and services. With a substantial customer base of over 500,000 clients worldwide, Mopeka® maintains a commitment to providing "Accuracy Above Everything."

Company Representatives:



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Nexio



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At Nexio, we are dedicated to providing green, sustainable and efficient solutions for commercial vehicles by utilizing alternative fuels and propulsion systems, including propane, renewable propane and hydrogen. Our chassis are designed with a focus on zero-emissions targets and lower operating costs for our customers. We will deliver these solutions by specializing in the design and manufacturing of advanced chassis for the work truck transportation market. Additionally, we are founded with leading global fuel combustion designs and are partnered with industry leaders and organizations to stay at the forefront of technology to ensure that our products meet the highest standards for safety and performance. Our goal is to help companies transition to cleaner, more sustainable transportation options while maintaining the functionality and reliability they need to get the job done.

Company Representative:



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One-Tank



2095 Exchange Drive
Saint Charles, MO 63303
314-910-0839

Website: one-tank.com

One-Tank specializes in delivering affordable, simple and reliable satellite tank monitoring solutions designed to meet the needs of the industry. Its signature product, the One-Tank Pulse, offers satellite connectivity at cellular prices, providing extensive coverage across North America with no need for external connections. The One-Tank Pulse is built for long-term durability, ensuring continuous operation without the risk of network shutdowns. Beyond standard monitoring, One-Tank goes further by integrating unique safety features such as gas leak detection, stuck float gauge detection and temperature-compensated virtual metering. With a deep understanding of industry challenges, it offers tools that address specific business needs, ensuring that its solutions are more than just monitoring devices. Committed to supporting the industry for the long haul, One-Tank provides high-quality, cost-effective products and services backed by exceptional U.S. based customer support.

Company Representatives:



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Otodata



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Years ago, we saw an opportunity to innovate in an industry where modernization happens very slowly, and costs associated to large-scale implementation made expansion and growth unaffordable for a large portion of the industry. We're changing that. 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're proud to say we design, develop, manufacture and sell our award-winning tank monitors, management software and mobile app to businesses worldwide. All our monitors provide precise, extremely reliable data, carry industry-leading warranties and are compatible with all read-ready dial equipped tanks. Thank you for your interest, and we hope to hear from you soon.

Company Representatives:



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630-988-8910

P3



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Website: p3propane.com

P3 is revolutionizing the way propane marketers manage their safety documentation and compliance. As the only safety compliance system endorsed by the National Propane Gas Association (NPGA), our cloud-based system provides the ability to electronically store, retrieve and view propane safety documentation. In addition, P3 offers propane training services, safety manuals and duty-to-warn mailing services (also endorsed by the NPGA). P3's sister company, Consumer Focus Marketing, specializes in marketing for the propane industry. Consumer Focus integrates the latest technologies in web design, email marketing, search engine optimization (SEO) and social media management to create compelling digital marketing campaigns to complement print and off-line marketing initiatives to provide unique and comprehensive service, customized to meet each client's specific goals and objectives. P3Propane.com | PropaneDTW.com | ConsumerFocusMarketing.com

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PDI Technologies



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Website: pditechnologies.com

In 2023, Blue Cow Software joined PDI Technologies as PDI Propane and Commercial Fueling Solutions. With 40 years of industry leadership, PDI delivers powerful solutions that serve as the backbone of the convenience retail and petroleum wholesale ecosystem. By "Connecting Convenience" across the globe, we empower businesses to increase productivity, make informed decisions and engage faster with customers. From large-scale ERP and logistics operations to cybersecurity, we're simplifying the industry supply chain for whatever comes next. Today, we serve over 200,000 locations with solutions like the Fuel Rewards® program and GasBuddy®, two popular brands with over 30 million users.

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Precise Alternative Fleet Solutions



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904-295-1626

Website: precisealternativefleetsolutions.com

At Precise Alternative Fleet Solutions, we pride ourselves on specializing in the installation of all EPA-certified vehicle platform products available in the market. Our expertise covers a wide range of vehicle autogas brands, ensuring that we can provide comprehensive service and technical support to meet your needs. We understand the importance of reliable and efficient autogas solutions, and our team is dedicated to delivering top-notch service to our clients. In addition to our installation and support services, we actively assist propane companies in acquiring autogas accounts in the field. We understand the challenges faced by businesses in the propane industry, and our goal is to provide the necessary support to help them expand their autogas offerings. By partnering with us, propane companies can confidently grow their business, knowing they have a dependable ally. Our commitment to quality, customer satisfaction and industry expertise makes us a trusted partner in the propane and autogas sector.

Company Representatives:



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Rural Computer Consultants, Inc.



Rural Computer Consultants, Inc.

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320-365-4027

Website: rccbi.com

Founded nearly 45 years ago, Rural Computer Consultants, Inc. (RCC) has become a leading provider of software and support, specializing in fuel and propane solutions. Our products include the comprehensive Fuel Distribution System (FDS), the innovative Mobile Office On the Go (MOGO), Cloud Hosting Services, Dispatch and Service Manager, and outstanding customer support. As a family-owned business, we foster a culture of trust and collaboration that drives our dedication to helping your business grow. What distinguishes RCC is our steadfast commitment to delivering personalized solutions and exceptional support. Having originated in the propane industry, we truly embody the motto "For Fuel People, By Fuel People."

Company Representatives:



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Partners

Tiger Payment Solutions



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781-585-4343

Website: tigerprocessing.com

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 owned and operated our family oil and propane business for over 125 years! Tiger delivers the lowest processing rates available by ensuring fellow energy marketers qualify for the lowest utility rates for which they are eligible. We have no set-up fees and no contracts. We want you to love our service and know you are being treated fairly!

Company Representatives:



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Warm Thoughts Communications



86 Park St. Suite 2954
Montclair, NJ 07042
201-330-9276

Website: warmthoughts.com

Warm Thoughts Communications is the leader in marketing and sales solutions for the residential energy industry. With over 30 years of experience, we specialize in propane, oil and HVAC businesses, providing services like website creation, search engine marketing, social media management and customer acquisition campaigns - both digital and traditional.

No other company manages more websites or digital advertising campaigns for fuel and service companies. Our research into consumer behavior is unmatched, enabling us to create powerful, response-driven campaigns across all channels. Whether you're an industry leader or a growing business, Warm Thoughts Communications delivers exceptional results.

Company Representatives:



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Westmor Industries



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Website: westmor-ind.com

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.

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Speakers

Pat Hyland



Retired from the Propane Education & Research Council and LP Gas magazine

Wednesday, Sept. 18 at 7:15 a.m., Eleven Restaurant

Pat Hyland retired earlier this month after spending the past 12 years with the Propane Education & Research Council (PERC). Prior to his time with PERC, Hyland served for 15 years as the editor in chief of *LP Gas* magazine.

In 2012, Hyland became the director of industry programs for PERC, a nonprofit that provides propane safety and training programs and invests in research and development of new propane-powered technologies. He served initially as the liaison between the state/regional propane associations and the council while fulfilling a variety of other responsibilities. His role with PERC continued to evolve over the years, and he retired as the director of industry communications.

The Cleveland-area native had ventured into propane after working as a reporter for several daily newspapers in northeast Ohio. He also edited an employee news magazine published by the Cleveland Clinic Foundation and, prior to joining *LP Gas*, served as editor of the fourth-largest Catholic newspaper in the country. With *LP Gas*, Hyland worked initially under Publisher Zane Chastain, who oversaw the magazine's editorial offerings for 23 years before turning over the reins.

Hyland wrote important articles for thousands of propane industry readers, never pulling a punch to get a message across. He'll share some of those messages, from his time with *LP Gas* and PERC, with Growth Summit attendees.

LP Gas published a Q&A with Hyland in its September issue, which is available here at the Growth Summit.



Panel Discussion

Thursday, Sept. 19 at 7:20 a.m., Eleven Restaurant

Editor-in-Chief Brian Richesson will moderate a panel discussion featuring several propane retailers. This year, we're excited to welcome Brian Green of Green's Blue Flame Gas, Jennifer Jackson of AmeriGas and Bruce Spiridonoff of Tevis Energy to the panel. The discussion will focus on the latest opportunities and challenges the retailers are experiencing within their respective operations. Growth Summit attendees are invited to ask questions and contribute to the discussion.

Moderator

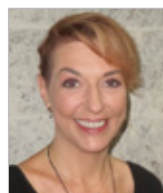


Brian Richesson
LP Gas magazine

Panelists



Brian Green
Green's Blue Flame Gas



Jennifer Jackson
AmeriGas



Bruce Spiridonoff
Tevis Energy

Retailers

ADVANCED PROPANE INC.

Andy Stewart

COO

Lebanon, Tennessee

andy@advancedpropaneinc.com | 615-443-1883

Years in the propane industry: 22

I got my start in propane by: Grew up in the business. My family started our company in the early '90s.

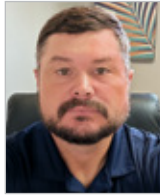
If LP Gas profiled our company, the first thing I would say about it is: Family business that cares about its employees and customers.

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

When it comes to sports, my rooting interests lie in the following team(s): Tennessee Volunteers and Green Bay Packers.

What is the best advice you've ever received? Always do the right thing, even when it is hard.

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



AMERIGAS

Jennifer Jackson

Director of Territory Operations

Noblesville, Indiana

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Years in the propane industry: 19

I got my start in propane by: I worked as a customer service representative for several years, learning all about the propane industry before advancing into routing logistics, service management and leadership roles.

If LP Gas profiled our company, the first thing I would say about it is: Life is all about embracing the challenges and pursuing opportunity. We are currently navigating both at AmeriGas, and we like to keep it interesting.

Outside of propane, I like to: Travel and explore other countries.

When it comes to sports, my rooting interests lie in the following team(s): New England Patriots and Indianapolis Colts.

What is the best advice you've ever received? Pay attention to behavior, especially when words do not align. Actions reflect priorities, and behavior doesn't lie.

If you were stranded on a desert island, what is one item you would bring with you? Pocket knife.



BERKELEY PROPANE

Trena Nelson-Rivers

Vice President

Moncks Corner, South Carolina

trenan@bec.coop | 843-925-1047

Years in the propane industry: 8

I got my start in propane by: Accounts payable clerk.

If LP Gas profiled our company, the first thing I would say about it is: A unique propane company owned by an electric utility.

Outside of propane, I like to: Travel.

When it comes to sports, my rooting interests lie in the following team(s): Pittsburgh Steelers.

What is the best advice you've ever received? Lack of planning on your part does not constitute an emergency on mine.

If you were stranded on a desert island, what is one item you would bring with you? Hammock.



Stephanie Ulam

Manager of Propane Services

Moncks Corner, South Carolina

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Years in the propane industry: 6

I got my start in propane by: I started as a customer service representative in 2018.

If LP Gas profiled our company, the first thing I would say about it is: We are a small but strong team. We strive for exceptional customer service, and we achieve that by maintaining the small company feel.

Outside of propane, I like to: I run an animal rescue.

When it comes to sports, my rooting interests lie in the following team(s): Georgia Bulldogs.

What is the best advice you've ever received? Learn people's cheat codes.

This could be supervisors, employees or customers. Learn what is truly important to an individual you have a close working relationship with, and work toward keeping them happy in that area. If you do that, they will have grace with you in other aspects of your work.

If you were stranded on a desert island, what is one item you would bring with you? A good book. I have to do something while I am waiting on someone to rescue me.



CONSOLIDATED ENERGY CO.

Mike Butler

Vice President

Mason City, Iowa

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Years in the propane industry: 31

I got my start in propane by: Started in the family business.

If LP Gas profiled our company, the first thing I would say about it is:

We are a company focusing on doing things the correct way by building lasting relationships with our customers and employees. We want to position ourselves as a long-term partner in the propane industry.

Outside of propane, I like to: Spend time with family, golf and enjoy the outdoors.

When it comes to sports, my rooting interests lie in the following team(s): Minnesota Vikings.

What is the best advice you've ever received? Invest in yourself and your employees. You hold the keys to your own prison. Open the doors that will lead you to knowledge and success.

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



CONSOLIDATED ENERGY CO.

Joel Reinhart

Vice President

La Crosse, Wisconsin

joel.reinhart@consolidatedenergyco.com | 608-782-3308

Years in the propane industry: 10

I got my start in propane by: I started in sales.

If LP Gas profiled our company, the first thing I would

say about it is: Highlight our culture and our core values of integrity, accountability, relationships and excellence.

Outside of propane, I like to: Family, lake, golf.

When it comes to sports, my rooting interests lie in the following

team(s): Green Bay Packers and Milwaukee Bucks.

What is the best advice you've ever received? Beware of the high cost of the lowest price.

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



CUMBERLAND GAS

Katherine Dixon

President

Kingsland, Georgia

kdixon@cumberlandgas.com | 912-729-5882

Years in the propane industry: 65

I got my start in propane by: Marrying into a propane family! Sixty-five years ago, my late father-in-law moved his young family to Camden County, Georgia to work for an independently owned, local propane company. A couple of years later, he bought out the owner and established Cumberland Gas. When his son, my husband, graduated from college, he came back home to work in the family business and then took over operations three-and-a-half years later after his father's death. During this time, we expanded the business to include packaged ice and, later, appliances. I came into the business full-time less than five years ago after my husband's untimely death and my retirement from a career in counseling.

If LP Gas profiled our company, the first thing I would say about it is: Cumberland Home, Hearth & Gas is southeast Georgia's and northeast Florida's family-owned and -operated propane provider and the local source for appliances, fireplaces, grills and outdoor accessories. We pride ourselves on the customer service we provide, and when customers shop with us, they become a part of the Cumberland family!

Outside of propane, I like to: Travel, spend time on the water and read.

When it comes to sports, my rooting interests lie in the following

team(s): I'd have to say I don't really follow college or pro sports. However, the Camden County High Wildcats are a football powerhouse, and I do cheer for them!

What is the best advice you've ever received? Always treat others as you would like to be treated yourself, and you are never too old to learn something new.

If you were stranded on a desert island, what is one item you would bring with you? Plenty of water!



GREAT VALLEY PROPANE

Gordon Cunningham

Vice President of Commercial Sales

Fernandina Beach, Florida

gcunningham@gvpropane.com | 470-230-3015

Years in the propane industry: 25

I got my start in propane by: My journey began in 1999, working alongside my father in a business that specialized in petroleum products, including multiple service stations and bulk fuel distribution. Over the years, my focus sharpened to propane, leading to a significant development in the market for propane irrigation, which effectively doubled the business's growth.

In 2014, my entrepreneurial journey culminated in the successful sale of the family business to MFA Oil Co. Following this transition, I took on the role of regional manager, covering east Arkansas and the Missouri Bootheel, where I honed my skills in operational management and market expansion.

In 2016, I expanded my horizons by joining Georgia Gas Distributors in Atlanta. Here, I deepened my expertise in the industrial and commercial sectors of the propane industry, further enhancing my strategic insight and operational proficiency.

In 2024, I assumed the role of vice president of sales at Great Valley Propane, where I spearhead commercial propane sales development across all locations. Additionally, I'm at the forefront of launching a new startup location in Jacksonville, Florida, known as Seabreeze Propane, where I'm leveraging my knowledge and experience to drive growth and innovation.

If LP Gas profiled our company, the first thing I would say about it is: Service makes a difference.

Outside of propane, I like to: Play tennis and golf.

When it comes to sports, my rooting interests lie in the following

team(s): Ole Miss and Arkansas Razorbacks.

What is the best advice you've ever received? Focus on providing the best service possible, and the business will come.

If you were stranded on a desert island, what is one item you would bring with you? Water and beef jerky.



GREEN'S BLUE FLAME GAS

Brian Green

President

Houston

brian@greensblueflame.com | 713-438-1533

Years in the propane industry: 9

I got my start in propane by: Working summers during college. Worked in the oil and gas industry as an engineer for seven years and joined the family business in 2015.

If LP Gas profiled our company, the first thing I would say about it is: Our idea of good service is creating a process where the customer does not have to call us.

Outside of propane, I like to: Spend time with my wife and two kids (8 and 2), wakesurfing and completing home projects.

When it comes to sports, my rooting interests lie in the following

team(s): Texas A&M, Houston Astros and Houston Texans.

What is the best advice you've ever received? The ability to influence and empower others is the greatest thing you can do in business.

If you were stranded on a desert island, what is one item you would bring with you? Pocket knife.



Retailers

JOHNSON OIL CO.

Neal Gray

Petroleum Transportation Manager, moving to sales

Gaylord, Michigan

neal@johnsonoil.com | 989-619-9224

Years in the propane industry: 7

I got my start in propane by: When I moved from Alabama to Michigan. My father-in-law owns an oil company, and I started working here when I moved.

If LP Gas profiled our company, the first thing I would say about it is: The propane side of our company is the cash cow. The margins are 10 times better, and we live in a rural area, and it's a necessity for our customers.

Outside of propane, I like to: Hunt, fish, watch sports, hike and hang out with family and friends.

When it comes to sports, my rooting interests lie in the following team(s): Alabama Crimson Tide, Atlanta Braves and Detroit Lions.

What is the best advice you've ever received?

"Nobody owes you nothing. Life is what you make it." – Johnny Georges

"Let everyone else call your idea crazy. Just keep going. Don't stop." – Phil Knight

If you were stranded on a desert island, what is one item you would bring with you? A gun.



LA PROPANE

Patrick Karadjian

President

Los Angeles, California

hello@la-propane.com | 323-404-1981

Years in the propane industry: 9

I got my start in propane by: Being introduced to the cylinder exchange business. I was told businesses need propane tanks to heat their outdoor heaters. I handed out some cards and started delivering to a few restaurants in my pickup truck, and it kept growing from there.

If LP Gas profiled our company, the first thing I would say about it is: LA Propane works to help modernize the propane industry.

Outside of propane, I like to: Stay active. Most of my workouts are at a local martial arts gym where I train in Muay Thai and lifting weights at Equinox. I enjoy going out to restaurants and lounges and spending time at the beach. Learning is also important to me.

When it comes to sports, my rooting interests lie in the following team(s): Los Angeles Lakers.

What is the best advice you've ever received? Success is guaranteed if you do things the right way.

If you were stranded on a desert island, what is one item you would bring with you? A solar-powered 3D printer. That way, hopefully, I can make everything I need.



KNIGHT PROPANE

Kyle Colafrancesco

President and CEO

Dallas/Fort Worth, Texas

kyle@knightpropane.com | 817-991-9518

Years in the propane industry: 1

I got my start in propane by: Developing property and homebuilding. This led me to overlapping interest, and I purchased an existing company.

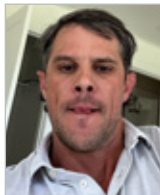
If LP Gas profiled our company, the first thing I would say about it is: Great customer service.

Outside of propane, I like to: Recreate outdoors.

When it comes to sports, my rooting interests lie in the following team(s): Hate them all.

What is the best advice you've ever received? Advice is useless unless you execute.

If you were stranded on a desert island, what is one item you would bring with you? Embryo inseminated cow.



MERCER LANDMARK

Joe Hart

Executive Vice President, Energy

Coldwater, Ohio

joeh@mercerlandmark.com | 419-305-0447

Years in the propane industry: 20

I got my start in propane by: After working at the local co-op in eastern Ohio for 10 years and seeing the decline in our heating oil business, I started a propane business. We were cash flowing in two years.

If LP Gas profiled our company, the first thing I would say about it is: Mercer Landmark is customer-focused. We treat customers the way we want to be serviced.

Outside of propane, I like to: Golf, deer hunt and woodwork.

When it comes to sports, my rooting interests lie in the following team(s): The Ohio State University and Pittsburgh Steelers.

What is the best advice you've ever received? Find a career you enjoy, and you will never work a day in your life.

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



PRISM PROPANE OF OHIO

John Hutchison

Director of Operations

North Baltimore, Ohio

johnh@prismpropane.com | 419-257-5035

Years in the propane industry: 11

I got my start in propane by: I applied for an opening for a delivery driver position, eventually moved into a service tech position and then into management.

If LP Gas profiled our company, the first thing I would say about it is: We are a small, local company servicing residential, commercial, agriculture and autogas.

Outside of propane, I like to: Kayak and barbecue.

When it comes to sports, my rooting interests lie in the following team(s): Notre Dame football.

What is the best advice you've ever received? Good things take time. Be patient.

If you were stranded on a desert island, what is one item you would bring with you? A picture of my family.



RAHN'S OIL & PROPANE

Dave Rahn

President

Melrose, Minnesota

dave@rahnfuels.com | 320-250-4442

Years in the propane industry: 19

I got my start in propane by: Buying a propane company in 2005.

Outside of propane, I like to: Golf, hunt and snowmobile.

When it comes to sports, my rooting interests lie in the following team(s): Minnesota Vikings.

What is the best advice you've ever received? There are so many I don't know.

If you were stranded on a desert island, what is one item you would bring with you? Knife and lighter.



Tim Rahn

Vice President

Melrose, Minnesota

tim@rahnfuels.com | 320-333-1732

Years in the propane industry: 20

I got my start in propane by: Joining my dad in the family business.

If LP Gas profiled our company, the first thing I would say about it is: Our tanks blend in, and our service stands out.

Outside of propane, I like to: Hunt and snowmobile.

When it comes to sports, my rooting interests lie in the following team(s): PGA and Minnesota Vikings.

What is the best advice you've ever received? Treat every situation as if it were a once-in-a-lifetime opportunity.

If you were stranded on a desert island, what is one item you would bring with you? A pot.



RACK ELECTRIC

Jesse Rack

Vice President

Boca Raton, Florida

jesse@rackenergy.com | 561-391-3550

Years in the propane industry: 5

I got my start in propane by: I started exploring the propane industry after I had such a bad experience with subcontractors during the 2016 and 2017 hurricane seasons. I ended up working with an old-timer who was not focused on growing his business but more or less teaching me to become a qualifier. In 2019, I attended the Ken Monska Propane Safety School and passed my master qualifier test. That is when Rack Energy was born.

If LP Gas profiled our company, the first thing I would say about it is: Our company focuses on safety, quality installations and great customer experience. We make sure every installation we do is up to code. We have built a reputation as one of the best in Palm Beach County. We trained our staff from scratch, so we never had to eliminate any bad habits. We continue to push the limit on cutting-edge technology and trainings to stay ahead of the competition.

Outside of propane, I like to: I love to spend time with my family. We are all boaters. We love to spend time together on the water relaxing or fishing.

When it comes to sports, my rooting interests lie in the following team(s): I am a die-hard sports fan. I was fortunate enough to play Division 1 football at the University at Buffalo and win a championship. I follow my alma mater and my hometown teams of the New York Giants and New York Knicks. We also are huge Florida Panthers fans. Go C.

What is the best advice you've ever received? The harder you work, the luckier you get, and the proof is how my companies have grown since 2013. It's all about surrounding yourself with like-minded individuals working toward a common goal.

If you were stranded on a desert island, what is one item you would bring with you? I want a solar radio so I can enjoy my peace on the island.



ROCKINGHAM PETROLEUM COOPERATIVE

Josh Stephens

General Manager

Harrisonburg, Virginia

josh.stephens@sscoop.com | 540-630-5727

Years in the propane industry: 10

I got my start in propane by: Working for a local retailer during and after college.

If LP Gas profiled our company, the first thing I would say about it is: Being a farmer-owned cooperative, our customers are our owners' friends and neighbors. With that being said, we are very invested in community events and supporting worthy community causes. We take great pride in being community-oriented. One of our slogans is: "We live here, we give here."

Outside of propane, I like to: Spend time with my children, hunt and fail at getting better at golf.

When it comes to sports, my rooting interests lie in the following team(s): No. 1 Virginia Tech (Go Hokies!), Baltimore Orioles and Baltimore Ravens.

What is the best advice you've ever received? "Never pay a man what you can get by with. Pay him for what he is worth to you and the company."

If you were stranded on a desert island, what is one item you would bring with you? Ruger Mini-14 rifle.



Retailers

ROMERO'S RIO GRANDE PROPANE

Billy Romero

Owner

Taos, New Mexico

bromero@taosnet.com | 575-751-6969

Years in the propane industry: 30

I got my start in propane by: Started as a driver.

If LP Gas profiled our company, the first thing I would say about it is: We are the only local and family-owned and -operated propane

provider in northern New Mexico.

Outside of propane, I like to: Camp, play golf, ride my Harley and spend time with family and friends.

When it comes to sports, my rooting interests lie in the following

team(s): Green Bay Packers.

What is the best advice you've ever received? Treat every customer you have with courtesy and respect. Every single one is important.

If you were stranded on a desert island, what is one item you would bring with you? Fishing pole.



TEVIS ENERGY

Bruce Spiridonoff

COO

Westminster, Maryland

bspiridonoff@tevisenergy.com | 717-324-3259

Years in the propane industry: 28

I got my start in propane by: Filling propane bottles and doing tank yard work at a small family-owned propane company.

If LP Gas profiled our company, the first thing I would say about it is: 93 years and growing.

Outside of propane, I like to: Enjoy time with my family, traveling and enjoying the outdoors.

When it comes to sports, my rooting interests lie in the following

team(s): I do not follow sports at all.

What is the best advice you've ever received? Work smarter, not harder, and always try to be prepared for what comes your way.

If you were stranded on a desert island, what is one item you would bring with you? A fishing rod.



STUCK ENTERPRISES INC.

Ryan Vance

COO

Waynesburg, Pennsylvania

rvance@stuckenterprisesinc.com | 724-627-3757

Years in the propane industry: 12

I got my start in propane by: We built a bulk plant in 2012 and entered the propane business organically. Since this time, we have added other locations through internal builds and acquisitions. I learned the business from the ground up.

If LP Gas profiled our company, the first thing I would say about it is: We have a young, energetic team ready to grow.

Outside of propane, I like to: Spend time outdoors hunting and fishing.

When it comes to sports, my rooting interests lie in the following

team(s): West Virginia University and Atlanta Braves.

What is the best advice you've ever received? The first step to success is knowing your priorities.

If you were stranded on a desert island, what is one item you would bring with you? A carbon blade knife.



THERMOTANE PROPANE

Kristen Williams

COO

Sanford, Florida

kwilliams@thermotane.com | 484-705-4128

Years in the propane industry: 9

I got my start in propane by: Networking! Several years ago, I was a Sunday School teacher. One of the parents of the children I was teaching said to me one day, "You're really good with kids. Have you ever thought about working in propane?" Turns out, he was a general manager at a propane company. I started as a CSR and quickly learned that being "good with kids" in the context of the propane industry was really all about being good with people. I've had the pleasure since then to work in various roles in our industry and have enjoyed every moment!

If LP Gas profiled our company, the first thing I would say about it is: Incredibly customer-service oriented.

Outside of propane, I like to: Read, travel and hike.

When it comes to sports, my rooting interests lie in the following

team(s): Baltimore Ravens, Baltimore Orioles and Boston Celtics.

What is the best advice you've ever received? Imagine the best version of yourself and show up as that person.

If you were stranded on a desert island, what is one item you would bring with you? An espresso machine.



SUHRE'S GAS CO.

Jeff Helle

Operations Manager

Hamel, Illinois

jeff@suhrsgas.com | 618-633-2231

Years in the propane industry: 34

I got my start in propane by: Propane is a family business, and I started painting tanks as a youth.

If LP Gas profiled our company, the first thing I would say about it is: It's a small family business that puts a priority on its relationship with its customers and their safety.

Outside of propane, I like to: IT work, running my own internet service provider.

When it comes to sports, my rooting interests lie in the following

team(s): Hockey with the St. Louis Blues.

What is the best advice you've ever received? From my dad who always said if you don't know how to do something, open a book and learn how to do it. (Or in my case, grab some tools and take it apart.)

If you were stranded on a desert island, what is one item you would bring with you? My pocket knife. It never leaves my side.



Mark Witt

CEO

Sanford, Florida

mwitt@thermotane.com | 689-253-0516

Years in the propane industry: 25

I got my start in propane by: Working at Teco Peoples Gas.

If LP Gas profiled our company, the first thing I would say about it is: Thermotane has been in business since 1947.

Outside of propane, I like to: Travel.

When it comes to sports, my rooting interests lie in the following

team(s): Red Sox, Celtics and Patriots.

What is the best advice you've ever received? Know your worth.

If you were stranded on a desert island, what is one item you would bring with you? Led Zeppelin collection.



VINTAGE PROPANE

Dennis James

Owner

Townsend, Montana

roadrunner7194@icloud.com | 406-521-2157



Years in the propane industry: 24

I got my start in propane by: Being dedicated to a vision! I took whatever job in the propane field I could to start my career. I really was interested in propane, when I was a little boy, watching the propane man come to my parents' home, with his twin-barrel, propane-powered Ford truck. I was fascinated by the fact that the propane delivery truck also ran on the same fuel that it was delivering.

If LP Gas profiled our company, the first thing I would say about it is: I enjoy it because it's mine. Hands off!

Outside of propane, I like to: Is there anything outside of propane?

When it comes to sports, my rooting interests lie in the following team(s): The Washington Redskins (not the Commanders).

What is the best advice you've ever received? Put it together one piece at a time, and take your time!

If you were stranded on a desert island, what is one item you would bring with you? Water filtration system.

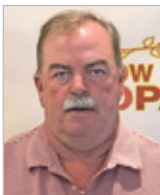
YELLOW ROSE PROPANE / ARMADILLO CYLINDER EXCHANGE

Larry Hearn

Owner

Cleburne, Texas

larry@yellowrosepropane.com | 870-648-8241



Years in the propane industry: 27

I got my start in propane by: I started with AmeriGas in 1997, when I left the Army after 10 years.

If LP Gas profiled our company, the first thing I would say about it is: A locally owned propane company that can do everything that the large national companies can do but with the hometown feel, and the customers are dealing with people that live in their town.

Outside of propane, I like to: Travel and fish.

When it comes to sports, my rooting interests lie in the following team(s): Texas Rangers.

What is the best advice you've ever received? When I was thinking about starting or buying a propane company, a friend told me don't worry what everybody else thinks. Just believe in yourself and do it. That was 14 years ago.

If you were stranded on a desert island, what is one item you would bring with you? A fishing pole.

LPGas **Growth Summit**

Building Propane Partnerships

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