

# LPGas Growth Summit

Building Propane Partnerships

2025

## PROGRAM GUIDE

September 9-11, 2025

Reunion Resort  
Orlando, Florida



# LPGas

# Growth Summit

Building Propane Partnerships

**Welcome, everyone. We're excited that you're joining us for our 10th LP Gas Growth Summit here at the beautiful Reunion Resort.**

We launched the Growth Summit in 2015 to gather propane industry leaders amid changes in the energy environment that showed signs of impacting retail operations.

At the time, the industry faced threats to propane sales, as it lost more than 4 billion gallons between 2000 and 2012. A slower economy and housing market, energy competition, customer conservation and appliance efficiency gains were all working against the industry and its growth prospects.

But at the same time, new opportunities were coming into focus, most notably the shale oil and gas boom that turned the propane supply picture upside down in the United States. No longer did the nation have to rely on foreign sources of supply. Everything we needed — and so much more — was in our backyard. We just needed more demand opportunities, more growth.

The industry began to enjoy plenty of domestically sourced propane, while we saw improvements in equipment and technology across markets. We also began to sense a change in the mindset of many propane retailers who were willing to step outside their comfort zone, explore other avenues for growth and enter new partnerships to benefit their businesses.

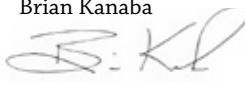
While challenges will always remain, one could argue that now, more than ever, the industry has the wind at its back and is ready to set sail toward success. That's why you all are here — to learn and grow.

Propane retailers — we thank you for joining us from across the United States. And partners — the LP Gas Growth Summit would not be possible without your support, which we appreciate.

Please enjoy the next couple of days of education, meetings and getting to know one another. And if you have any questions, our LP Gas team members are here to help. We want to make this event as enjoyable and productive as possible.

Here we go!



Brian Kanaba  


*Brand Manager*



Brian Richesson  


*Editor in Chief*

# Agenda

## Tuesday, September 9

10:00 a.m. – 2:00 p.m.	<b>Arrival and Check-in</b>	Grande Lobby
3:00 p.m. – 5:15 p.m.	<b>Meet the Partners Presentations</b>	Grande Ballroom D
5:15 p.m.	<b>Group Photo</b> ( <i>meet in lobby; photo to be taken outside</i> )	Grande Lobby
6:30 p.m. – 9:30 p.m.	<b>Welcome Reception</b> Courtesy of <b>CARGAS</b>	Eleven Restaurant

## Wednesday, September 10

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

## Thursday, September 11

7:00 a.m. – 8:00 a.m.	<b>Breakfast and Panel Discussion</b>	Eleven Restaurant
8:15 a.m. – 12:40 p.m.	<b>Individual Meetings</b>	Grande Tower Suites
12:40 p.m.	<b>Departures</b>	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 Dr.  
Flanders, NJ 07836  
800-922-0972

**Website:** [addsys.com](http://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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Anova is a group of passionate, talented individuals. We have come together with a shared vision — to connect the industrial world for the better. We are proud of our award-winning solutions that operate in the remote tank monitoring space. We build incredibly powerful, award-winning industrial internet of things (IIoT) solutions that are used around the world. With our powerful cloud-based software, clients see exactly what is going on with those remote tanks, often across the thousands of locations they serve. Our comprehensive software analytics help customers spot important trends, gain new insight and take rapid action. Clients rely on our solutions to become more efficient, optimize costs, grow their businesses and build customer loyalty. We are very proudly "one" Anova, built by integrating the best in industrial IoT technology and expertise. Anova monitors more than 1.8 million assets across nearly 80 countries for over 2,000 clients, from family businesses to the largest LPG, industrial gases and chemical companies in the world. Our scale is global. Our service is local. Our customers consider us their technology partner.

### Company Representatives:



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## Cargas Systems



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**Website:** [cargasenergy.com](http://cargasenergy.com)

Cargas is an employee-owned software company with nearly 200 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. The Cargas team is proud to be recognized for these additional achievements:

- Best Places to Work in PA
- Inc. Best Workplaces
- Inc. 5000 Fastest-Growing Private Companies
- Samaritan Counseling Center Ethics in Business Award winner
- Central Penn Business Journal Business of the Year

### Company Representatives:



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## Fisk Tank Carrier



100 Continental Dr.  
Columbus, WI 53925  
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**Website:** [fiskinc.net](http://fiskinc.net)

Designed specifically for the propane industry, Fisk Tank Carrier service trucks are built in the USA from premium aluminum for unmatched corrosion resistance, lighter weight and maximum payload capacity. Choose from stick or knuckle boom options for efficient tank setting, along with customizable toolboxes and other tailored features to match your exact workflow. From layout to finish, every Fisk truck is engineered to help you get the job done your way — reliably, efficiently and built to last.

### Company Representatives:



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## Gray, Gray & Gray



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**Website:** [ggllp.com/areas-of-focus/energy/](http://ggllp.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 over 80 years of successful experience with propane marketers, we are well positioned to meet all your needs for strategic business consulting, accounting, tax advisory and financial management.

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## IPS Equipment



303 W. Maple St.  
Byron, MI 48418  
800-621-4137

**Website:** [whyips.com](http://whyips.com)

A family of propane 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 at [whyips.com](http://whyips.com) for a full product catalog and more information. Together, Industrial Propane Service and IPS Equipment provide a "family of solutions for the propane industry."

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## Legacy Energy Consulting



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**Website:** [legacyenergyconsulting.com](http://legacyenergyconsulting.com)

Legacy Energy Consulting specializes in offering merger & acquisition services tailored to propane marketers, along with business valuation and strategic planning. With 35 years of direct experience with propane marketers, we are equipped to assist you whether you're looking to sell your business, considering a purchase of a business or simply seeking to understand the value of your business.

### Company Representatives:



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## LP Cylinder Service/Quality Steel



627 Route 434  
Shohola, PA 18458  
570-685-7924

**Website:** [lpcylinder.com](http://lpcylinder.com)



P.O. Box 249  
Cleveland, MS 38732  
800-445-6709

**Website:** [qualitysteelcorporation.com](http://qualitysteelcorporation.com)

We are committed to providing the best experience, products and services. Your success is our priority, and we are dedicated to delivering top-notch tanks, white-glove deliveries and 5-star customer service at every touchpoint. Our teams are constantly working to enhance your experience with Quality Steel Corp. Tanks You Know — People You Trust!

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# Partners

## Metsa Tanks



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Ciénega de Flores  
Monterrey, Nuevo León, 65550, Mexico  
800-609-8265

**Website:** [metsa.com](http://metsa.com)

Metsa Tanks is a family-owned company that has been in business for over 42 years. Our main goal is adding value to our customers by providing the best quality and service. We manufacture tanks ranging from 120-1,990 gallons in diverse models such as AG, UG, AG/UG, and dispenser. Our flexibility allows us to adapt to our customers' needs, whether it is tank customization, delivery time frames, order changes, multiple drop locations or service requirements. Driven by safety, we go beyond ASME standards during our manufacturing process to ensure you receive the best quality tank. Thanks to our investments in our paint line, we are now offering our industry leading 7-year paint warranty to protect your investment and extend the longevity of your tank. For us, it is not only about supplying tanks, but leading with innovation and fostering long lasting relationships with our customers by offering a reliable solution to their needs and making this industry safer.

**Company Representatives:**



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## Nexio



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833-538-5338

**Website:** [nexio.eco](http://nexio.eco)

NEXIO is the first and only U.S. vehicle OEM introducing a full vehicle product lineup designed around 100 percent LPG (autogas) powertrains that deliver true innovation. Our current Euro-VI E certified, purpose-designed and -built 7.2L V8 LPG engine, future LPG hybrid and high-efficiency combustion offerings power NEXIO's product lineup, which delivers a true LPG industry impact to a class of commercial trucks currently composed of diesel powertrains. Founded with leading global fuel combustion designs and partnered with industry leaders and organizations to stay at the forefront of technology, NEXIO is the first LPG technology to reach the medium-heavy-duty truck market, including the U.S. Class 7 and Class 8 truck classifications, with a solution that truly drives LPG consumption, carbon footprint reduction and lower operating costs for our customers. The engine solution includes NEXIO-manufactured hardened and optimized components. The NEXIO commercial truck lineup is designed to improve operational safety and efficiency.

**Company Representatives:**



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## One-Tank



4071 N. St. Peters Parkway, Suite 4079B  
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833-663-8265

**Website:** [one-tank.com](http://one-tank.com)

You're looking for reliable, forward-thinking solutions to improve your propane tank monitoring — and One-Tank delivers. From the industry leaders of satellite propane tank monitoring, you get reliable coverage in even the most remote areas — no more signal drop-offs like with cellular. The Pulse monitor has low monthly costs, no surprise fees, 10+ year battery life, and integrates with Rochester Gen 5 sensors for accurate tank-level tracking, leak alerts, overfill and low-fuel warnings, GPS updates and virtual metering — all accessible through the app and dashboard. With guaranteed connectivity anywhere, you will avoid wasted trips and checking signal strength, saving time, resources and frustration. Marketers can cut runouts, streamline delivery routes, reduce emergency calls and boost safety and customer satisfaction. Backed by U.S.-based support, One-Tank gives you consistent visibility and efficiency for operations of any size.

**Company Representatives:**



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## Mopeka Products



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**Website:** [mopeka.com](http://mopeka.com)

Mopeka® is a global leader in tank monitoring and cathodic protection monitoring solutions — trusted by over 1.5 million users worldwide. Our patented, award-winning sonar technology delivers greater than 99 percent accuracy, outperforming gauge-based competitors with up to 9 percent error margins. Unlike others, Mopeka offers the only fully integrated solution for both tank level and cathodic protection monitoring in a single device — with just one telemetry fee. Our systems work with both pressurized and non-pressurized tanks, from residential 20-pound cylinders to industrial tanks over 60,000 gallons. Mopeka supports multiple connectivity options (Cellular, Satellite, Bluetooth, Global SIM), is Class 1, Division 1 certified and delivers real-time alerts and compliance reporting. Built for both B2B and B2C markets, Mopeka is unmatched in precision, scalability and support. We deliver Accuracy Above Everything. Learn more at [mopeka.com](http://mopeka.com).

**Company Representatives:**



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## Otodata



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### Website: [otodatatankmonitors.com](http://otodatatankmonitors.com)

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.

### Company Representatives:



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## PDI Technologies



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### Website: [pditechnologies.com](http://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, logistics and POS operations to loyalty programs and cybersecurity, we're simplifying the industry supply chain for whatever comes next. Today, we serve over 200,000 locations worldwide.

### Company Representatives:



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## Precise Alternative Fleet Solutions



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Green Cove Springs, FL 32043  
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### Website: [precisealternativefleetsolutions.com](http://precisealternativefleetsolutions.com)

Precise Alternative Fleet Solutions is a full-service mobile provider specializing in the installation and maintenance of propane autogas systems. Located in Green Cove Springs, Florida, we operate a brick-and-mortar facility where we perform vehicle installations and service. Our team is cross-trained with most autogas system brands and install EPA-certified systems tailored to meet the needs of commercial fleets. We collaborate closely with your sales team to promote autogas adoption and grow fuel gallons, helping reduce operational costs and emissions. Our mobile service ensures convenient, on-site support for your fleet and your customers' fleets, while our local facility provides expert installations and ongoing maintenance. Dedicated to safety, quality and customer satisfaction, we deliver reliable, cost-effective solutions to help your fleet transition smoothly to propane autogas.

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## Rural Computer Consultants



Rural Computer  
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### Website: [rccbi.com](http://rccbi.com)

Founded over 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 help your business grow. What distinguishes RCC is our steadfast commitment to delivering personalized solutions and exceptional support to our customers. Having originated in the propane industry, we truly embody the moto "For Fuel People, By Fuel People."

### Company Representatives:



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# Partners

## Tiger Payment Solutions



82 Main St.  
Kingston, MA 02364  
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**Website:** [tigerprocessing.com](http://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 fuel 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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## Westmor Industries



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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 & 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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## Warm Thoughts Communications



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**Website:** [warmthoughts.com](http://warmthoughts.com)

Warm Thoughts Communications is a marketing agency specializing in the retail energy sector, with expertise in propane and heating oil businesses. We deliver tailored marketing strategies, including digital marketing, SEO, social media and direct mail, to help you connect with your customers and drive real results. Our advanced tools, like AI-powered dashboards, make it easy to track performance and adjust strategies as needed. Whether it's through marketing automation, strategic consulting or customer programs, we work closely with you to build stronger relationships and ensure your business thrives in a competitive market.

### Company Representatives:



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## Worthington Enterprises



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**Website:** [buildingproducts.worthingtonenterprises.com](http://buildingproducts.worthingtonenterprises.com)

Worthington Enterprises is a designer and manufacturer of market-leading brands that improve everyday lives by elevating spaces and experiences. The company operates with two primary business segments: Building Products and Consumer Products. Our deeply held philosophy is rooted in the Golden Rule — we treat our customers, employees, investors and suppliers as we would like to be treated.

### Company Representatives:



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# Speakers

## Bert Warner



### **Director of Commercial Business Development for the Propane Education & Research Council**

#### **Wednesday, Sept. 10 at 7:15 a.m., Eleven Restaurant**

Bert Warner, the director of commercial business development for the Propane Education & Research Council (PERC), will address propane retailers and partners during breakfast on the first morning of the Growth Summit.

As the director of commercial business development at PERC, Warner is the chief architect of the commercial portfolio, leading efforts to maximize propane awareness and gallon sales across diverse commercial markets.

Warner spearheads the formulation and execution of market strategies aimed at ensuring that decision-makers specify propane-powered equipment and appliances for commercial construction and operations, including water heating, power generation, combined heat and power, and HVAC systems. Through planning and execution, he ensures the successful launch of new products while maintaining and expanding existing market segments.

Warner joined PERC in 2024 with more than 20 years of business development experience across various industries. Prior to joining PERC, he served as the national sales and business development manager at Robur Corp., a heating and cooling solutions company based in Evansville, Indiana. He is well known for his success in expanding market presence, fostering strong relationships and for his deep understanding of efficient and sustainable heating and cooling technologies.

PERC is a nonprofit that provides propane safety and training programs and invests in research and development of new propane-powered technologies. The council is operated and funded by the propane industry. PERC programs benefit a variety of markets, including transportation, agriculture, commercial landscaping, residential, and commercial building.

## Propane Retailer Panel Discussion

#### **Thursday, Sept. 11 at 7:15 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 Chris Caywood of Caywood Propane Gas in Hudson, Michigan; Mike Dodd of Propane Ninja in Plant City, Florida; and Stephen Miller of American Distributing Co. in Marysville, Washington. 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**



Chris Caywood  
Caywood Propane Gas



Mike Dodd  
Propane Ninja



Stephen Miller  
American Distributing Co.

# Retailers

## ACORN LPG

### Seth Dimacchia

*Owner*

Ravenna, Ohio

[seth@acornpropane.com](mailto:seth@acornpropane.com) | 330-296-8630

**Years in the propane industry:** 5

**I got my start in propane by:** Out of high school – by taking over my father's propane business while he fell ill. What originally started as a responsibility has grown into a passion.

**If LP Gas profiled our company, the first thing I would say about it is:** Acorn LPG is a family-owned propane supplier proudly serving northeast Ohio communities. Our commitment to personalized service and community engagement sets us apart, offering reliable propane solutions tailored to meet the unique needs of every customer.

**Outside of propane, I like to:** Travel, listen to music, watch comedy, golf [and play] disc golf.

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

**team(s):** Cleveland Browns, Cleveland Guardians, Cleveland Cavaliers and Ohio State Buckeyes.

**What is the best advice you've ever received?** Never give up when you're following your intuition.

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



## AMERICAN DISTRIBUTING CO.

### Casey Dell

*Operations Manager*

Marysville, Washington

[casey@americandistributing.com](mailto:casey@americandistributing.com) | 360-658-3751

**Years in the propane industry:** 9

**I got my start in propane by:** My father-in-law offered me a job to help out in the yard. I removed valves from portable tanks, dispensed propane, landscaped and painted tanks. He and the operations manager convinced me to get my CDL, and I have been in the industry since.

**If LP Gas profiled our company, the first thing I would say about it is:** Making warm friends since 1924. We just don't think of you as a customer; we think of you as a friend.

**Outside of propane, I like to:** Golf, [enjoy] watersports, play with my two boys, attend University of Washington Husky football games and watch the NFL.

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

**team(s):** University of Washington Huskies, Seattle Seahawks and Seattle Mariners.

**What is the best advice you've ever received?** "Keep your nose to the grindstone." – my Grandma Baladez. When she was alive, she loved to say this. While she said it, she was always doing something in either the kitchen or outside. She loved to work hard, dance and be active. This advice has motivated me throughout my life from childhood – with sports, school and work. Now having a family, this phrase still gives me the motivation I need. R.I.P., Grandma B.

**If you were stranded on a desert island, what is one item you would bring with you?** Golf club(s).



## ALLIED ENERGY

### Paul Ostendorf

*Energy Division Manager*

Edgeley, North Dakota

[paul.ostendorf@alleden.com](mailto:paul.ostendorf@alleden.com) | 701-830-0421

**Years in the propane industry:** 13

**I got my start in propane by:** I began my career in the propane industry as a fuel driver, gaining firsthand experience in safety, customer service and daily operations. From there, I advanced into dispatch, where I not only built strong skills in logistics, scheduling and communications but also gained a deeper understanding of the fuel industry and propane operations. These combined experiences provided a solid foundation for my current role as an energy manager, where I bring both operational knowledge and strategic insight to help customers meet their energy needs while driving growth and efficiency for the company.

**If LP Gas profiled our company, the first thing I would say about it is:** We are a customer-focused company built on reliability, safety and trust with a strong community presence. We take pride in serving our communities with dependable propane and energy solutions while continually investing in innovation and personal service. Our team's experience, from our drivers to management, gives us a well-rounded understanding of the industry, allowing us to deliver energy with both efficiency and care.

**Outside of propane, I like to:** Hunt, travel with my family, stay active and spend time in my shop.

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

**team(s):** Minnesota Vikings and Wild, Pittsburgh Steelers

**What is the best advice you've ever received?** The best advice I've ever received is to never stop learning and to value every role in the business. The propane industry is built on teamwork, and by starting as a driver, then moving into dispatch and ultimately into management roles, I learned firsthand how each part of the operation impacts the others. That perspective guides me today in my role – reminding me that good leadership comes from understanding, respect and a willingness to keep growing.

**If you were stranded on a desert island, what is one item you would bring with you?** A really comfortable hammock. If I'm stranded, I might as well relax in style while I wait for rescue.



### Stephen Miller

*Owner*

Marysville, Washington

[steve@americandistributing.com](mailto:steve@americandistributing.com) | 425-737-7224

**Years in the propane industry:** 28

**I got my start in propane by:** Transitioning our company from heating oil only into a company that also offered propane.

**If LP Gas profiled our company, the first thing I would say about it is:** As we are a 100-year-old-plus company, propane has become the new face for the next 100 years!

**Outside of propane, I like to:** Water ski competitively, travel and help others less fortunate than I have been.

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

**team(s):** University of Washington Huskies, Seattle Mariners and Seattle Seahawks.

**What is the best advice you've ever received?** Life should not be a journey to the grave with the intention of arriving safely in an attractive and well-preserved body, but rather to skid in sideways, chocolate in one hand, margarita in the other, body thoroughly used up, totally worn out and screaming, "Woohoo! What a ride!"

**If you were stranded on a desert island, what is one item you would bring with you?** To make sure I could go home and not be in trouble, I would take my wife.



## CAYWOOD PROPANE GAS

### Christopher Caywood

*President*

**Albion, Coldwater and Hudson, Michigan**

**chris@caywoodpropane.com | 847-691-9629**

**Years in the propane industry:** 28 overall, 10 as a more active owner

**I got my start in propane with:** The untimely death of my father in 1997. The business's roots go back to my grandfather and his family in the oil business in the 1930s.

**If LP Gas profiled our company, the first thing I would say about it is:** It's a long-established, family-owned business focused on being transparent, reliable and value-driven – a combination that few propane retailers possess.

**Outside of propane, I like to:** Spend time with my wife and daughters. Time spent with them – swimming, scuba diving and reading – explain my exceptionally high golf handicap.

**When it comes to sports, my rooting interests lie in the following team(s):** University of Michigan Wolverines.

**What is the best advice you've ever received?** "Comparison is the thief of joy." – Theodore Roosevelt

**If you were stranded on a desert island, what is one item you would bring with you?** A laptop equipped with a solar charger.



## CRYSTAL FLASH

### Brad Gandy

*CEO*

**Grand Rapids, Michigan**

**bgandy@crystalflash.com | 231-286-8391**

**Years in the propane industry:** 2

**I got my start in propane by:** I was recruited by an executive search firm as they were looking for their next president and CEO (the former president and CEO was retiring).

**If LP Gas profiled our company, the first thing I would say about it is:** Best-in-class service. Michigan based. 90-plus years in business. 100 percent employee owned. Propane - fuels - lubricants - transportation.

**Outside of propane, I like to:** Spend time outdoors – golfing, boating and walking.

**When it comes to sports, my rooting interests lie in the following team(s):** Detroit Lions and Miami Dolphins.

**What is the best advice you've ever received?** Treat people the way you want to be treated, but even more importantly, as a leader, be sure you are fair and consistent.

**If you were stranded on a desert island, what is one item you would bring with you?** A pen and paper.



## CENTRA SOTA COOPERATIVE

### Howard Reinhard

*Vice President, Energy*

**Buffalo, Minnesota**

**hreinhard@centrasota.com | 763-498-9075**

**Years in the propane industry:** 16

**I got my start in propane by:** I got my start in 2009 working for Centra Sota Cooperative.

**If LP Gas profiled our company, the first thing I would say about it is:** To improve lives and create a more vibrant future for farmers, families and communities in central Minnesota.

**Outside of propane, I like to:** Hang on the lake with family and friends.

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

**What is the best advice you've ever received?** Take care of your employees, and they will take care of you and the company.

**If you were stranded on a desert island, what is one item you would bring with you?** A hammock and a pillow.



## ENDERBY GAS

### Chad Gregg

*General Manager*

**Gainesville, Texas**

**chad@enderbygas.com | 940-736-3490**

**Years in the propane industry:** 13

**I got my start in propane by:** Becoming the safety director.

**If LP Gas profiled our company, the first thing I would say about it is:** We are a privately-owned propane supplier with a small family culture, and [we] are large enough to have benefits.

**Outside of propane, I like to:** Be involved with personal, spiritual growth.

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

**What is the best advice you've ever received?** Keep a higher-level perspective.

**If you were stranded on a desert island, what is one item you would bring with you?** A non-alcoholic beer!



## CROSS COUNTRY PROPANE

### Carl Fox

*Vice President*

**Bosque Farms, New Mexico**

**cfox@crosscountry.com | 505-869-4509**

**Years in the propane industry:** 44

**I got my start in propane by:** Birth.

**If LP Gas profiled our company, the first thing I would say about it is:** We're a little different than most propane companies.

**Outside of propane, I like to:** Farm.

**When it comes to sports, my rooting interests lie in the following team(s):** N/A.

**What is the best advice you've ever received?** Work smarter, not harder.

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



## FSI OIL AND PROPANE

### Stephan Chase

*CEO*

**Springfield, Massachusetts**

**schase@fuelservices.biz | 413-562-0650**

**Years in the propane industry:** 16

**I got my start in propane by:** Buying a used Ford-750 truck with a 2,500-gallon tank to stop our oil customers from going to a company that sold both oil and propane.

**If LP Gas profiled our company, the first thing I would say about it is:** We are a family business that treats customers like family.

**Outside of propane, I like to:** Be on my pontoon in the summer and snowmobile in the winter.

**When it comes to sports, my rooting interests lie in the following team(s):** Boston Red Sox and New England Patriots.

**What is the best advice you've ever received?** Don't make decisions when you are angry.

**If you were stranded on a desert island, what is one item you would bring with you?** Long-sleeved shirt.



# Retailers

## GLADES GAS & ELECTRIC CORP.

### Dennis McCarthy

#### President

Belle Glade, Florida

[dennis@gladesgasac.com](mailto:dennis@gladesgasac.com) | 561-996-3046

**Years in the propane industry:** 40

**I got my start in propane by:** My grandfather started Glades Gas in 1929 for refrigeration. My father started my career at age 13 as a helper. I took over the Belle Glade branch in 1984 and have been there ever since.

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

Nearly 100 years of customer service. Started out as refrigerators – and growing to include just about everything propane.

**Outside of propane, I like to:** Golf and tinker.

**When it comes to sports, my rooting interests lie in the following team(s):** Miami Dolphins since 1970.

**What is the best advice you've ever received?** My father had many sayings that all went to heart. Smart man! "Don't plan on getting rich, but it is a good living." I don't know where this one came from, but it has always had meaning: "Honest work makes for peaceful sleep."

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



## LAKES GAS

### Anthony Buck

#### Vice President

Forest Lake, Minnesota

[abuck@lakesgasco.com](mailto:abuck@lakesgasco.com) | 651-472-6420

**Years in the propane industry:** 13

**I got my start in propane by:** Working in the field, building bulk plants.

**If LP Gas profiled our company, the first thing I would say about it is:** It is the third-largest privately-owned (family-owned and -operated) propane company in the United States.

**Outside of propane, I like to:** Hike, camp, fish, hunt and spend time with my family.

**When it comes to sports, my rooting interests lie in the following team(s):** U.S. Air Force Academy, Boise State Broncos, Minnesota Vikings and Minnesota Wild.

**What is the best advice you've ever received?** Any job worth doing is worth doing right.

**If you were on a desert island, what is the one item you would bring with you?** A good, thick book.



### Mary Sargeant-Buck

#### Owner

Forest Lake, Minnesota

[stashbuck@aol.com](mailto:stashbuck@aol.com) | 651-472-6421

**Years in the propane industry:** 13

**I got my start in propane by:** Working with my father, Howard Sargeant, who founded the company in 1959.

**If LP Gas profiled our company, the first thing I would say about it is:** We are one of the largest family-owned and -operated propane companies in the United States.

**Outside of propane, I like to:** Be a part of my children's lives.

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

**What is the best advice you've ever received?** Do unto others as you would have them do unto you.

**If you were on a desert island, what is the one item you would bring with you?** Vaseline lip balm.



## J&J GAS SERVICE

### Brandon Hewett

(attending with Brittany Hewett)

#### President and Owner

Mayo, Florida

[brandon@jjgasservice.com](mailto:brandon@jjgasservice.com) | 386-294-1801



**Years in the propane industry:** 23

**I got my start in propane by:** J&J Gas Service has been a big part of my life for as long as I can remember. My dad started the company back in 1974, and I began helping out part time in high school. After college, I came on full time and have pretty much done it all – mowing the yard, washing windows, making propane deliveries and handling service calls. Today, my role focuses more on the business side of operations, but I still enjoy staying hands-on and connected to the daily work that keeps J&J Gas running smoothly.

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

Established in 1974, J&J Gas is a family-owned and -operated business proudly serving north Florida. Over the years, we've grown alongside our community and, in recent years, that growth has accelerated. As the area continues to expand, so do we, as we're always looking for new and innovative ways to improve and better serve our customers. Even as we grow, we remain committed to that small-town, personal touch that has defined us from the beginning. Our goal is to make the process of working with us simple and efficient while still staying connected, approachable and grounded in the values that built this company over 50 years ago.

**Outside of propane, I like to:** Hunt, fish, be outdoors and coach my son's high school baseball team.

**When it comes to sports, my rooting interests lie in the following team(s):** Florida State Seminoles and any underdog team!

**What is the best advice you've ever received?** "An idle mind is the devil's workshop." – Granny Ellie Hewett

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

## LETTERMEN'S ENERGY

### Randy Schott

#### COO

Camas, Washington

[randy@lettermensenergy.com](mailto:randy@lettermensenergy.com) | 503-704-2923

**Years in the propane industry:** 35

**I got my start in propane by:** I started as district manager for Ferrellgas in Roseburg, Oregon, in 1990.

**If LP Gas profiled our company, the first thing I would say about it is:** Growth machine that takes care of our customers and employees.

**Outside of propane, I like to:** Compete.

**When it comes to sports, my rooting interests lie in the following team(s):** Gonzaga Bulldogs basketball and Oregon Ducks football.

**What is the best advice you've ever received?** Go hard or go home.

**If you were stranded on a desert island, what is one item you would bring with you?** A case of Gentleman Jack.



## MOUNTAIN VIEW PROPANE

### Josh Schmoll

*Owner*

**Jemez Pueblo, New Mexico**

**josh@mountainviewpropanegas.com | 575-834-7519**

**Years in the propane industry:** 28

**I got my start in propane by:** Painting propane tanks and assisting on tank installs at an early age on school summer breaks.

**If LP Gas profiled our company, the first thing I would say about it is:** We are a family-owned business that has competitive pricing; we are easy to work with and excel in customer service.

**Outside of propane, I like to:** Spend quality time with my family, travel and unwind.

**When it comes to sports, my rooting interests lie in the following team(s):** Green Bay Packers, Milwaukee Bucks and Milwaukee Brewers.

**What is the best advice you've ever received?** Don't rely on others for your future success. If you have an opportunity to follow your dreams, take it. The biggest risk in life is not taking any risk. Life is short, so have no regrets.

**If you were stranded on a desert island, what is one item you would bring with you?** I would bring a book. You can never stop learning in life.



## PROPANE NINJA

### Mike Dodd

*CEO*

**Plant City, Florida**

**mike@propaneninja.com | 813-731-5381**

**Years in the propane industry:** 12

**I got my start in propane by:** Discovering the industry through a family member and starting my own company 12 years ago.

**If LP Gas profiled our company, the first thing I would say about it is:** Yes, and thank you.

**Outside of propane, I like to:** Sail, golf, travel and be with family.

**When it comes to sports, my rooting interests lie in the following team(s):** Florida State University (football).

**What is the best advice you've ever received?** Don't put the cart before the horse.

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



### David Dodd

*Director of Installation Sales*



**Valrico, Florida**

**david@propaneninja.com | 813-323-5740**

**Years in the propane industry:** 18

**I got my start in propane by:** Selling regional bulk fuel for Ferrellgas.

**If LP Gas profiled our company, the first thing I would say about it is:** High paced, growth focused, with a technology and people advantage.

**Outside of propane, I like to:** Be with family and travel.

**When it comes to sports, my rooting interests lie in the following team(s):** University of Tennessee.

**What is the best advice you've ever received?** Don't put the cart before the horse.

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

## PREMIER PROPANE

### Jason Scribner

*Co-owner*

**Webster, Minnesota**

**jason@premierpropaneinc.com | 612-817-6316**

**Years in the propane industry:** 20

**I got my start in propane by:** Swapping 20-pound tanks out of a pickup.

**If LP Gas profiled our company, the first thing I would say about it is:** We are a small company that treats your family like they're ours.

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

**When it comes to sports, my rooting interests lie in the following team(s):** If Minnesota had decent teams ...

**What is the best advice you've ever received?** Keep your overhead low and your ambitions high!

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



### Tammy Scribner

*Co-owner*

**Years in the propane industry:** 19

**I got my start in propane by:** Swapping 20-pound cylinders out of the back of a pickup.

**If LP Gas profiled our company, the first thing I would say about it is:** We are a family-owned and -operated startup.

**Outside of propane, I like to:** Travel.

**When it comes to sports, my rooting interests lie in the following team(s):** My boys' LAX teams.

**What is the best advice you've ever received?** I'm struggling to narrow it down to "the best." We have had so much support and encouragement from friends and family over the years.

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



## RELIABLE ENERGY PARTNERS

### Sean Daugherty

*CEO*

**Valrico, Florida**

**sdaugherty@reliable-ep.com | 918-229-0370**

**Years in the propane industry:** 33

**I got my start in propane by:** I started in 1992 as a manager trainee at Thermogas, owned by MAPCO out of Tulsa, Oklahoma.

**If LP Gas profiled our company, the first thing I would say about it is:** A new era in propane excellence.

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

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

**What is the best advice you've ever received?** I have three: 1.) Focus on today, and tomorrow will take care of itself; 2.) Trust but verify; 3.) Do one thing today that makes you better than you were yesterday.

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



# Retailers

## SCOTT PETROLEUM

### Ryan Brewer

COO

Ita Bena, Mississippi

[rbrewer@scottpetroleum.com](mailto:rbrewer@scottpetroleum.com) | 870-476-3499



**Years in the propane industry:** 5

**I got my start in propane by:** Five years ago as vice president of operations at Dynasty Management Group, overseeing the day-to-day [operations] of a multi-state energy company that would later acquire Scott Petroleum. Having grown up on a farm, I've always understood the needs of the ag community and the importance of dependable energy in rural life. That background keeps me grounded – it reminds me that behind every gallon we deliver is a family, a farmer or a small business counting on us to show up.

**If LP Gas profiled our company, the first thing I would say about it is:** At Scott Petroleum, we're proud to be a family-owned, vertically integrated energy provider that's grown alongside the communities we serve for nearly 90 years. Our success is built on a foundation of safety, customer commitment and continuous improvement – values that position us for continued strength and stability in the years ahead.

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

**When it comes to sports, my rooting interests lie in the following team(s):** University of Arkansas Razorbacks and Buffalo Bills.

**What is the best advice you've ever received?** Putting people first, and it came from my dad. Growing up, he told me, "If you take care of people, the rest will take care of itself." He wasn't just talking about business – he meant in life. Whether it's family, friends or strangers, treat people with respect, show up for them and do right by them. That mindset has shaped how I lead, how I serve and how I try to show up every day.

**If you were stranded on a desert island, what is one item you would bring with you?** Multi-tool.

## SEABREEZE PROPANE

### Gordon Cunningham

Senior Vice President of Sales

Jacksonville, Florida

[g cunningham@seabreezelp.com](mailto:g cunningham@seabreezelp.com) | 904-870-2460



**Years in the propane industry:** 26

**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've launched 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?** Know your worth.

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

## SHASTA GAS PROPANE

### Jason Wehunt

Vice President

Anderson, California

[jason@shastagaspropane.com](mailto:jason@shastagaspropane.com) | 530-356-1874



**Years in the propane industry:** 21

**I got my start in propane by:** I got started because I needed a job, and my father-in-law needed a driver.

**If LP Gas profiled our company, the first thing I would say about it is:** Thank you – appreciate your time!

**Outside of propane, I like to:** Spend time with family, especially my brand-new grandson.

**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?** Don't worry about tomorrow.

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

### Karen Wehunt

President

Anderson, California

[office@shastagaspropane.com](mailto:office@shastagaspropane.com) | 530-524-4772



**Years in the propane industry:** 36

**I got my start in propane by:** Working as a CSR for AmeriGas Propane when I was 19 years old.

**If LP Gas profiled our company, the first thing I would say about it is:** We are a family-owned and -operated company that has been in business for almost 30 years; the third generation is also working [for] the company now.

**Outside of propane, I like to:** Go to the beach.

**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?** Work hard and pray daily.

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

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](http://lpgasmagazine.com) and also check out  
our October issue.



# LPGas Growth Summit

Building Propane Partnerships

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