



TOP 10 VALUE DRIVERS OF PROPANE AND PETROLEUM COMPANIES

1. Profitability: 3-5 years of consistent profits & healthy gross profits/gallon
2. High company propane tank ownership: assures stable and loyal customers
3. Annual Gallons: steady increase in annual gallons sold
4. Quality customer base: i.e., high margin residential customers; auto delivery; budgets; committed commercial and wholesale customers; branded distributors
5. Adequate bulk storage capacity: mitigates supply disruptions and allocations
6. Quality assets: well-maintained trucks and freshly painted tanks & facilities
7. Safety: compliance with all regulatory requirements & training
8. Great customer service: something to be proud of
9. Exceptional employees: experienced, well trained, loyal, professional
10. Good records & systems: modern accounting & software systems; proof of propane tank ownership; solid environmental controls; efficient dispatch and billing procedures

Call or email for a FREE consultation!

570-584-6488

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Business Sales & Acquisitions - Propane & Petroleum Industries
Since 1976



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