



Vermont Fuel Conference Sponsors



F.W. WEBB COMPANY

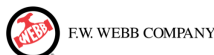


2022 Vermont Fuel Conference

The Lodge at Spruce Peak in Stowe



Platinum, Gold & Silver Sponsors



Now you can offer superior
energy-efficient products
at competitive prices
through instant rebates.

Cold Climate
Heat Pumps

High
Performance
Circulator
Pumps

Heat Pump
Water
Heaters



NEW! \$3,000 cash back after purchase rebate for
Central Wood Pellet Furnaces & Boilers

Ask your distributor about Efficiency Vermont
qualified products.

Efficiency
Vermont

888-921-5990 | contractors.efficiencyvermont.com



STOP WORRYING ABOUT FINDING DRIVERS

Go from Chaos to Calm

Scan for more details



- Increase delivery sizes
- Use trucks more efficiently
- Lower expenses and overtime costs

Contact Angus today!

angusenergy.com/adept
solutions@angusenergy.com

800.440.0472



F.W. WEBB COMPANY

F.W. Webb Company has been serving the Northeast since 1866. We offer one-stop shopping for all your facility needs with 80+ locations—8 in Vermont—and a complete package offering of:

- Plumbing
- Heating
- HVAC
- Refrigeration
- Building Controls
- Propane & Natural Gas Equipment
- Water Systems
- Commercial & Industrial Pumps
- Fire Protection & Fabrication
- Industrial PVF Specialties
- Thermoplastic Piping
- High Purity Process Components
- Process Controls

Our services include **Vendor-Managed Inventory** as well as a complete on-line **Webb Connect** ordering system.

For more information, visit our website at
fwwebb.com.

Selection. Expertise. Solutions. We've Got It!

LOCATIONS

Barre
800.244.5044

Rutland
800.622.4365

St. Johnsbury
800.872.8028

Bennington
800.821.9506

Springfield
800.872.5303

Williston
800.696.0340

Brattleboro
800.821.9511

St. Albans
800.696.3763

Lebanon, NH
800.322.8707

Working together to benefit you.

Marketplace Insurance is proud to be endorsed by VFDA to provide you with commercial insurance products.

With coverage and risk management services that are unmatched in our industry, we can provide you with a commercial plan that best fits your needs.



Mullen INSURANCE AGENCY

Marketplace
INSURANCE CENTER

FUELED BY YOUR SUCCESS



GROW YOUR BUSINESS TODAY.

Valero Marketing and Supply is committed to providing our Vermont customers, both branded and unbranded, with dependable supply and products at a competitive price.

For all your needs, please contact:

Sales Manager

Jeff Perrone

(518) 798-3035

Jeffrey.Perrone@valero.com



Feeling Pressured?



Discover how for over 25 years Hedge Solutions has kept the balance between the risks our clients take and rewards they walk away with. Unlike some other firms, our no-nonsense, no-pressure, transparent approach is why our client retention rate is the highest (11 years on average). Isn't the future of your company worth one conversation? Call us today to schedule a brief but informative online presentation on our services, including our exclusive hedging software system: Hedge Insite. We'll give you one **FREE** month of hedging advice at signup.



Hedge Solutions

Hedging, Purchasing, and Marketing Strategies Since 1993

800-709-2949 | hedgesolutions.com

NPS
NORTHEAST PROPANE SHOW

Northeast Propane Show




August 10&11
2022

Join us at the DCU Center in Worcester, MA
FREE for all attendees

Exhibitors, Presenters & Attendees
For more information, go to:
northeastpropaneshow.com

PGANE
PROPANE GAS ASSOCIATION
OF NEW ENGLAND

Follow Along for Updates

 Facebook: Propane Gas Association of New England
 Instagram: @pgane_
 Twitter: @PGANE_
Website: www.pgane.org

2022 Vermont Fuel Conference Attendees

David White
802 Fuels

Laurie White
802 Fuels

Craig Bushey
Abba Fuels

Bobbi Bushey
Abba Fuels

Steve Singer
Absolute Spill Response

Melissa Ramsey
Absolute Spill Response

Brad Libby
Adams & Fogg Oil Equipment

Leo Verruso
AFS Advanced Fuel Solutions

Barry Aruda
AFS Advanced Fuel Solutions

Russ Clark
Allegiance Trucks

Dan St. Cyr
Allegiance Trucks

Josh Clark
Allegiance Trucks

Brenda Parker
Allegiance Trucks

Tony DeLorenzo
Allen Brothers Oil

Annie Walker
Allen Brothers Oil

Danny Silverman
Angus Energy

Kim McGrath
BART Energy

David Boylan
BART Energy

Scott Gaudet
Bergquist Inc

Heather Steffan
Betts Industries, Inc.

Paul Capriotti
Blackline Marketing

Laura Roberts
Blair's Discount Fuels

Dora Roberts-Wing
Blair's Discount Fuels

Todd Kipperman
Blue Cow Software

Chris Cullity
Blue Cow Software

Peter Bourne
Bourne's Energy

Michael Bourne
Bourne's Energy

Levi Bourne
Bourne's Energy

Tyson Draper
Bourne's Energy

Jim Kurrle
Bourne's Energy

Sharon Ferland
Bourne's Energy

Dezeray Draper
Brosseau Fuels

Chris Keyser
C S Keyser Consulting

Frank Stemporzewski
CIVACON

Stephen Dodge
Clean Fuels Alliance America

Jim Rumrill
Cota & Cota

Casey Cota
Cota & Cota

Kelley Tully
Cota & Cota

Harold Elliott
Cota & Cota

Matt Galanes
Cota & Cota

Jason Terry
Cota & Cota

Jody Ameden
Crown Energy Solutions

Phil Ameden
Crown Energy Solutions

John Waite
Dan Davis Sales

Evan Levesque
Dan Davis Sales

Chris Gobillot
David Gooding, Inc.

Chris Gooding
David Gooding, Inc.

Karen Westover
Dead River Company

Caroline Schneider
Dead River Company

Patrick Sage
Dead River Company

Matt Carner
DeMartini Oil Equipment



afs ADVANCED FUEL SOLUTIONS, INC.

BARRY ARUDA

(978)438-6100

barry@yourfuelsolution.com

YOUR FUEL
PERFORMANCE.

MY TREAT.

HIGH PERFORMANCE FUEL ADDITIVES FOR ULSD, ULSHO,
BIODIESEL BLENDS, GASOLINE, AND MARINE FUELS

✓ RESTORE EFFICIENCY

✓ PROTECT ASSETS

✓ REDUCE SERVICE

✓ ELEVATE BRAND

Strong Allies

Everyone at Bergquist is responsible for the hassle-free service you receive.

You expect that from the Area Sales Manager who stops by your office. And from the Inside Sales person you call with your order. But we understand it has to go deeper than that. Our warehouse crews sweat the details to make sure your order ships quickly and accurately. Our accounting team puts in the work to make sure you never worry about inventory or billing issues. And we all work together to make sure doing business with Bergquist is easier than with any other vendor.


Bergquist
bergquistinc.com



Shipped fast. • Shipped right. • Hassle-free.



Propane Equipment Distribution Since 1963

2022 Vermont Fuel Conference Exhibitors



allegiancetrucks.com



demartinioil.com



bergquistinc.com

 **EMERSON SWAN**
emersonswan.com



remichel.com



fuelox.com


david gooding inc.
MANUFACTURER'S REPRESENTATIVE
goodingd.com


NGL SUPPLY WHOLESALE, LLC
nglwholesalesupply.com



bluecowsoftware.com

 **Northland**
Energy Trading LLC

northlandenergytrading.com

2022 Vermont Fuel Conference Exhibitors



2022 Vermont Fuel Conference Attendees

Joe Uglietto
Diversified Energy Specialists

Rich Smith
Dixon/Bayco

JC Dolinger
Dixon/Bayco

Bob Young
Eastern Propane & Oil

Todd Daniels
Emerson Swan

Joseph Cobb
Energy Co-op of VT

Idris Atwood
F. W. Webb Company

David Newman
F. W. Webb Company

Brian Bradley
F. W. Webb Company

Jarrold Pulsifer
F. W. Webb Company

Tyler Flinn
Federated Insurance

Chad Fox
Fox Fuel

Ken Laplume
Fred's Energy

Dennis Percy
Fred's Energy

Kyle Bourtelte
Fred's Energy

Conrad Bellavance
Fred's Energy

Angel Graves
Fred's Energy

Alan Labounty
Fred's Energy

Cheryll Buker
Fred's Energy

Alec Taylor
Fuel Ox

Jim De Benedetto
Fuel Ox

Pablo LaPorte
G.A. Bove Fuels

J.W. Hackett
Global Partners

Drew Carlson
Global Partners

Corey Mathieu
Gulf Oil

Callie Carrio
Gulf Oil

Greg Nido
Guy E. Nido Inc.

Hannah Nido
Guy E. Nido Inc.

Ed Pennel
H.A. Mapes

Vickie Haskins
Haskins Gas Service

Tom Hernon
HB Energy Solutions

Sue Hernon
HB Energy Solutions

Brian Hernon
HB Energy Solutions

Julie Pellath
HB Energy Solutions

Bob Hedden
Hedden Company

Kirk Blanchard
Hedge Solutions

Matt Hiltz
Hiltz Propane Systems

John Pelletier
Hiltz Propane Systems

Jennifer Curfman
Irving Energy

Corey Canning
Irving Energy

Kevin Dreyer
Irving Energy

Robert Gendron
Irving Energy

Kristen Fournier
Irving Energy

Johnny Barbour
Irving Energy

Kyle Welch
Irving Energy

Molly Richards
Irving Energy

Alan Dailey
Irving Energy

Lynn O'Brien
Jack F. Corse Inc

Griffin Corse
Jack F. Corse Inc

Mallory Corse
Jack F. Corse Inc

Jesse Jackman
Jackman Fuels

Beth Jackman
Jackman Fuels

If not



then what?

MyBioheat.com

Sponsored by...



SOUTH DAKOTA
SOYBEAN
CHECKOFF



Clean Fuels
ALLIANCE AMERICA

2022 Vermont Fuel Conference Exhibitors

WÖHLER

wohlerusa.com



Liberty Propane
Equipment Co, LLC

libertypropaneequipment.com



thegranitegroup.com



wbhill.com



westmor-ind.com

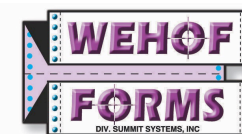


F.W. WEBB COMPANY

fwwebb.com

Beckett

beckettcorp.com



"Committed to Quality & Service"

formspro.net



marketplaceinsurance.com



ADVANCED FUEL SOLUTIONS, INC.
yourfuelsolution.com



Make the Switch to Biofuel

Did you know that many states in the Northeast mandate blends of B5 heating oil or higher?

Let us help you stay ahead of mandates and support alternative cleaner burning fuels!

Benefits of Biofuel:*

- Blends easily with traditional fuels
- Reduces equipment service calls
- Extends heating system life expectancy
- Equipment modifications NOT needed
- Reduces carbon emissions

**Stop by Sprague's table at the VFDA
Conference to learn more!**

1.888.440.4944 | rp@spragueenergy.com
<https://www.spragueenergy.com/bio-fuel>


Our Energy Makes the Difference®

*eia.gov

2022 Vermont Fuel Conference Attendees

Dianna James
James Plumbing Heating Oil Co

Anthony James
James Plumbing Heating Oil Co

Michael LaPorte
John Ray & Sons

Eddie Cottrell
John Ray & Sons

Erik Pope
John Ray & Sons

Nancy Rapp
John Ray & Sons

Todd Cullum
John Ray & Sons

Tracy Cullum
John Ray & Sons

Layton Durkee
John Ray & Sons

Chris Ouellette
Liberty Propane Equipment Co

Gil Medeiros
Liberty Propane Equipment Co

Joe Rose
Lin's Propane Trucks

Brent Doran
Local Fuel Co

Michelle Doran
Local Fuel Co

John MacIntyre
MacIntyre Services

Jeff Farbaniec
Main Care Energy

Jim Mullen
Marketplace Insurance

Tassie Blondin
Marketplace Insurance

Shane Mullen
Marketplace Insurance

Shannon Quinton
Marketplace Insurance

Mike Bordeleau
Mike's Fuels

Erik Geckler
Mirabito Energy Products

Dan Fitzgerald
Mirabito Energy Products

Cameron Chase
Mirabito Energy Products

Justin Johnson
MMR, LLC

Sean Cota
NEFI

Lisa Avery
NEFI

Sam Shurtleff
NEFI

John Pratt
NGL Supply Wholesale

Janna Shippa
NGL Supply Wholesale

Stacey Pratt
NGL Supply Wholesale

Bradley Grant
Northern Gas Transport

Doug Blanchard
Northland Energy Trading

Paul Beauregard
Onsite Propane

Kevin Archambault
Onsite Propane

Ellery Packard III
Packard Fuels

Sherry Needle
Packard Fuels

Judy Taranovich
Proctor Gas

Lisa Shaddock
Proctor Gas

Ronald Fredette
Proctor Gas

Leslie Anderson
PGANE

Jason Noble
R.E. Michel Company

Sean Rashia
R.E. Michel Company

Sandy Ladd
R.R. Charlebois

Anthony Coleman
R.W. Beckett Corp

Frank Fitzpatrick
R.W. Beckett Corp

Tim Kimball
Ray Energy

Stephen Heffron
Ray Energy

Glenn Young
Ray Energy

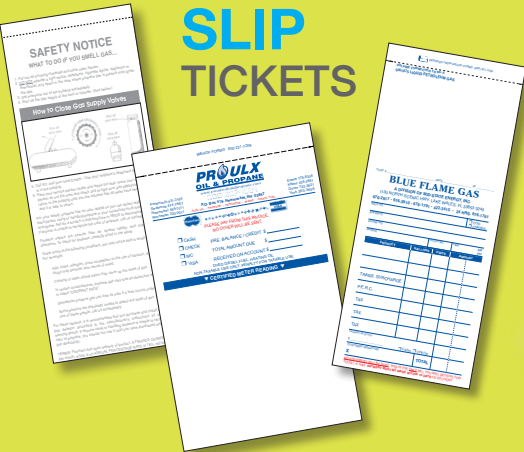
John Andersen
Ray Energy

When Your Tickets Don't Work, You're Not Making Deliveries...

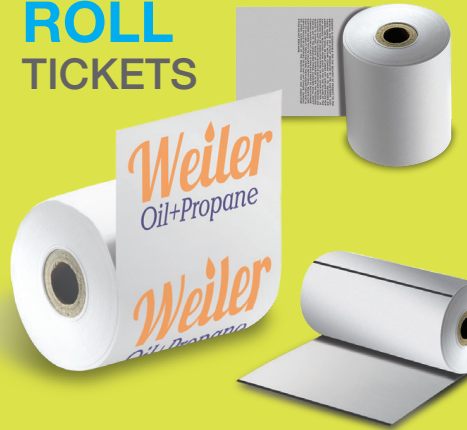
WHY TAKE THE RISK?



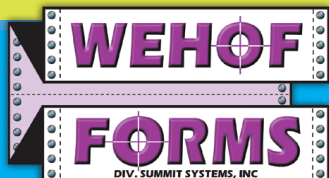
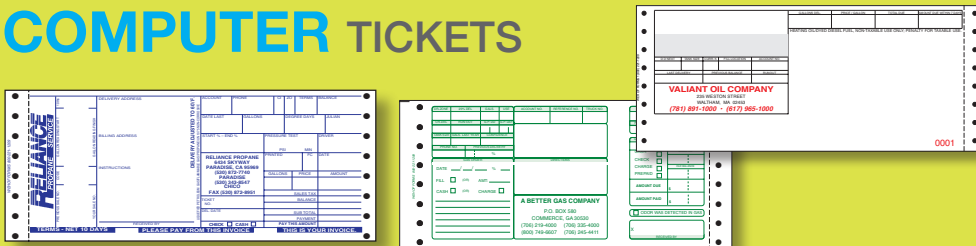
SLIP TICKETS



ROLL TICKETS



COMPUTER TICKETS



"Committed to Quality & Service"

800-221-1209
FormsPro.net

2022 Vermont Fuel Conference Exhibitors



TAURUS
SYSTEMS
INC.

taurus-plus.com



federatedinsurance.com



Serving Main Street
Energy Providers
Since 1942

nefi.com



802-222-7167

Home Heating Oil, Kerosene, Off-Road and Pellets
Serving the White River Valleys



NGL SUPPLY WHOLESAL, LLC

Thank you
for making
us your
propane
partner
for over
50 years.



Experienced Sales
Professionals



Strategic
Proprietary Assets



Diversified
Supply Plans



Janna Shippa 800-807-7288
Janna.Shippa@nglep.com

John Pratt 800-807-7288
John.Pratt@nglep.com

Jack Murdock 518-733-0101
Jack.Murdock@nglep.com

Brian Doran 610-721-9366
Brian.Doran@nglep.com

2022 Vermont Fuel Conference Attendees

Cassandra Barry
Ray Murray

Justin Spaulding
Roth Industries

Dan Jarvis
Rowley Fuels

Garrett Allard
Rowley Fuels

Brittany Kittell
SB Collins

Bryan Gamache
SB Collins

Ed Lamothe
SB Collins

John Olson III
SB Collins

Mike Taylor
SB Collins

Douglas Ross
Sid Harvey Industries

Eric Pilcher
Sid Harvey Industries

Ryan Johnson
Sid Harvey Industries

Joshua Jones
Sid Harvey Industries

Kristyn Schweitzer
Sprague Operating Resources

Kristine Sullivan
Sprague Operating Resources

Kevin Grant
Sprague Operating Resources

Patrick McManamon
State of VT - DMV

Richard Giddings
State of VT - Fuel Assistance

Shari Pembroke
Suburban Propane

Michael Griffin
Suburban Propane

Noah Blakney
Suburban Propane

Shelley Nolan
Suburban Propane

Gary Nolan
Suburban Propane

Gerry Hoyt
Suburban Propane

Michael O'Brien
Superior Plus Energy

Sean Andersen
Superior Plus Energy

Tom Lynch
Tarantin Industries

Robert Bertulli
Taurus Systems

John Presson
The Granite Group

Gary Lieb
The Granite Group

Dan Cotter
The Granite Group

Rich Sebast
TSS Associates Inc

Steven Grady
TSS Associates Inc

Scott Nicoles
TSS Associates Inc

Ryan Vescovi
US Ecology

John Kelliher
US Ecology

Brittney Hutchinson
US Ecology

John Welch
US Ecology

Breanna Kline
US DOT/FMCSA

Jeff Perrone
Valero Marketing & Supply

Brian Sweeney
Vermont Gas Systems

Dylan Giambattista
Vermont Gas Systems

Tianna Smith
Vermont Gas Systems

Sean Harper
Vermont Rail Systems

Erin Sigrist
Vermont Retail & Grocers
Association

Ted Unkles
VT Dept Environmental
Conservation

Bobbi Hill
W. B. Hill Inc.

Rich Carrione
Warm Thoughts Communications

Walt Wehof
Wehof Forms

Astrid Wehof
Wehof Forms

Jim Rennie
Westmor Industries, LLC

Jamie Chadwick
Wohler USA

Attendees listed are those
registered by 4/28. For
a complete list, please
contact VFDA.

ALLEGIANCE

TRUCKS®

KEEPING FAMILIES WARM SINCE 1947

THE TIME TO PREPARE FOR WINTER IS IN SUMMER!

- Propane • Heating Oil • Kerosene • Diesel
- Motor Oils • Bulk Fuel • Gasoline • Coal
- Fixed • Cap
- Pre-Buy Programs
- Budget Plans
- Automatic Delivery
- Service Technicians



Heating Oil & Propane Specialist



JACK F. CORSE INC.

1-800-660-2749 • 644-2749

Route 15, Cambridge, Vermont

www.corsefuels.com

Jericho, VT
802.899.3753

Plattsburgh, NY
518.561.6770



ALLEGIANCE

TRUCKS®

www.AllegianceTrucks.com Making Commercial Trucking Easier.





PROPANE, HVAC
COMPRESSED GAS



HEARTH



OUTDOOR LIVING



WWW.RAYMURRAY.COM

- Place Orders
- Check Inventory
- Access Resources

REGISTER FOR ACCESS NOW!



- FAST SHIPPING
- TOP BRANDS
- EXPERT SUPPORT

800-628-5044

LPG SYSTEM DESIGN & ENGINEERING

INSTALLATION & MAINTENANCE SERVICES
TRANSPORTATION | BULK TANK SALES



HILTZ
PROPANE SYSTEMS

ph. 717.799.4322 | www.hiltzpropanesystems.com



BOSCH

Buderus

CONDENSING BOILERS | HEAT PUMPS | HYDRONIC HEATING



*Heating for
Oil, Gas and
Mobile Homes*

Thermo Pride

*Built Tough for
Lifetime Comfort*



Sid Harvey's
WHOLESALE DISTRIBUTORS
Heating, Refrigeration, A/C Parts & Equipment

RUTLAND: 55 Quality Lane
P: (802) 775-8855 E: store186@sidharvey.com

WILLISTON: 86 Leroy Road
P: (802) 658-4072 E: store082@sidharvey.com

SERVING CONTRACTORS SINCE 1931 | 80 LOCATIONS NATIONWIDE | WWW.SIDHARVEY.COM

It's Our Business to Protect Yours®

It's Our Business to Protect Yours
FEDERATED
INSURANCE 

federatedinsurance.com

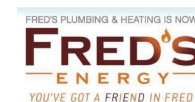


Commercial Insurance Property & Casualty
 Life & Disability Income | Workers Compensation
 Business Succession and Estate Planning | Bonding
Federated Mutual Insurance Company and its subsidiaries*
*Not licensed in all states.

20.10 Ed. 4/22 © 2019 Federated Mutual Insurance Company



Thanks to the many businesses, organizations, and individuals who contributed to the Vermont Fuel Split the Ticket Fund this winter.



Oil Supply Corp.

Cota & Cota



Williston-Richmond



Blouin Bros. Oil



Blair's Discount Fuels



Take a chance!

Play the Vermont Fuel Conference Raffle

You could win half the cash or many other valuable prizes donated by VFDA Members.

All proceeds go to the EMA, NEFI and VFDA PACs, benefiting our political advocacy initiatives in Vermont and Washington, D.C. Prizes awarded after dinner. Thanks to all those who contributed a prize.

WÖHLER **Beckett** **Mirabito**

Guy E. Nido, Inc.

ABSOLUTE
SPILL RESPONSE, LLC

NGL
NGL SUPPLY WHOLESALERS, LLC

VERMONT RAIL SYSTEM

WESTMOR



TAURUS
SYSTEMS
INC.

Haskins
GAS SERVICE C.
DORSET, VT • 802-867-5741



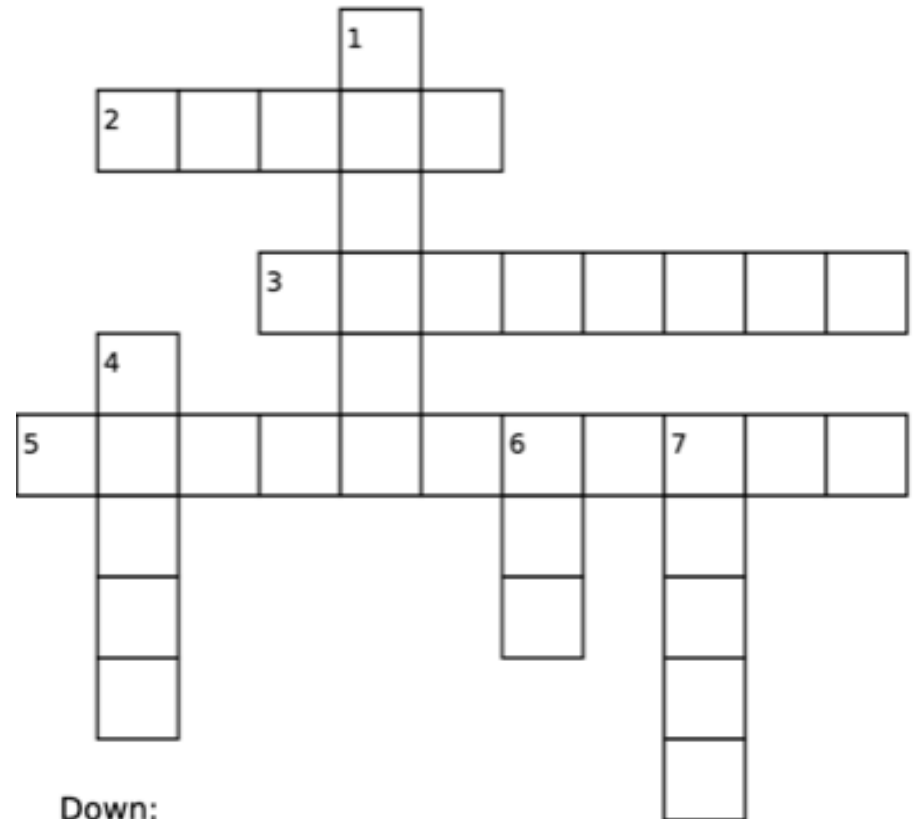
Dan Davis Sales, Inc.
Committed to Service

CROWN ENERGY
SOLUTIONS

Bergquist

Vermont Fuel Conference Crossword

Show us the completed crossword puzzle, get a free raffle ticket.



Down:

1. Name of hotel
4. VFDA Board President
6. Public Utility Commission
7. Founder's ____

Across:

2. VFDA's Office Manager
3. VFDA's Friday morning newsletter
5. VFDA's Platinum Sponsor

Monday, May 9

8:30 am VFDA Executive Board Meeting *Mountain Birch Ballroom*

10:00 am Trade Show Opens *Tamarack Ballroom*

11:00 am Clean Heat and Consumer Attitudes *Alder & Mountain Birch Ballroom*

The energy landscape is changing rapidly, and nowhere is this more true than in Vermont. The push to electrify everything, the recent price spikes brought on by global crises, as well as local, state and federal energy policies, have the potential to permanently transform your business. In this session, Matt Cota will have an update on where we are now with the Clean Heat Standard and what happens next. Rich Carrione of Warm Thoughts Communications will reveal results of the recent NEFI/VFDA funded consumer research study and provide insights into how most Vermonters think and act when it comes to how they heat their home.

Noon Lunch *Foyer, Terrace & Tamarack Ballroom*

1:30 pm Drivers, Tanks & Fuel Funds/Data, Capacity & Efficiency *Alder & Mountain Birch Ballroom*

There are some big changes ahead when it comes to training drivers, inspecting tanks, and delivering fuel assistance. Meet the people who are leading the effort here in Vermont. Then Danny Silverman with Angus Energy will demonstrate how to focus on your data so your company will be better prepared next winter. As per home consumption declines, maximizing the efficiency of your delivery trucks is the key to profitability.

3:00 pm Evaluations and Transitions *Alder & Mountain Birch Ballroom*

Find out what the Vermont Clean Heat Standard could mean for buying, selling, or diversifying your company. Learn how to assess the value of your business and plan for succession. *Featuring Steve Abbate with Cetane Associates and Matt Cropp with the Vermont Employee Ownership Center.*

4:00 pm Reception *Foyer, Terrace & Tamarack Ballroom*

5:30 pm Dinner, Raffle, and Founder's Award Presentation *Tamarack Ballroom*

8:00 pm Hospitality House Opens *VFDA Penthouse Suite*

Tuesday, May 10

8:00 am Golf Registration *Stowe Country Club on Cape Cod Drive*

9:00 am Golf Scramble Shotgun Start



Gold Sponsors



Reception Sponsors

Business Seminar Sponsors



Clean Fuels
ALLIANCE AMERICA



Silver Sponsors

