

## A RESELLER SUCCESS STORY



“The numbers show the propane sales — they’re off the charts. But what they don’t show are the sales we also made in the store because of the extra traffic! It’s definitely been a smooth ride, every step of the way.”

**David Pickerel**  
Owner, Saylor Park Ace Hardware  
Cincinnati, Ohio

## Build More Traffic with Suburban Propane

### Saylor Park Ace Hardware, Cincinnati, Ohio

In 2015, David Pickerel installed a propane refilling station at his Ace Hardware. With little effort, refills and cylinder sales continued to increase each year. *What’s more, the propane traffic increased his other sales, too.*

### Refilling: Better than Cylinder Exchanges

You can feel good about offering cylinder refill services for your customers’ motor home, boat, space heating, and grilling needs:

- **No “old cylinder” exchange issues.** Refilling allows customers to keep their own cylinder.
- **25% more burn time.** Refilling provides a full 20 lbs. propane. Cylinder exchanges typically provide only 15 lbs.!
- **Overall value.** You’ll be saving your customers both money *and time* — their cylinder refill will last longer, and they won’t have to make as many trips for refills.

### The Smart Propane Partner

With over 90 years of experience and locations nationwide you can trust Suburban Propane for safe installation, quality equipment, and support every step of the way. From obtaining permits to training your team, we make it easy to grow your business with propane!

At Suburban Propane, we’re prepared to meet your needs. To learn more about our Certified Reseller Program contact us today.

### SAYLER PARK ACE HARDWARE BY THE NUMBERS

# 45,000+

Gallons Sold Since Becoming a  
Suburban Reseller in 2015

# +83%

Cylinder Refills Growth  
this Past Year

Totalling 685 at Year End,  
Up 375 From the Previous Year

# +53%

Cylinder Sales Growth  
this Past Year

Totalling 161 at Year End,  
Up 105 From the Previous Year

**Suburban  
Propane®**

1-800-PROPANE  
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