

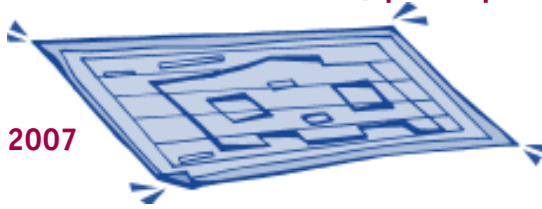


The Palmetto Propane newsletter for builders and contractors



BUILDERS' BITS

WINTER/SPRING 2007



From our President



Eddie Havird, Palmetto Propane President and CEO

Prospective homeowners know the benefits of gas energy. It's clean, safe, economical and reliable. With tank burial and landscaping designs to

help keep propane tanks out of site, more and more home-owners are turning to propane to enjoy the many benefits of gas energy. We at Palmetto Propane, are professional gas installation specialists, and will work with you on your projects from start to finish to ensure the best possible energy system for your customer. That's a promise.

— EDDIE

NEW PRODUCTS SPOTLIGHT:

OUTDOOR KITCHEN MARKET HEATS UP

Outdoor kitchens, complete with big grills, ovens, refrigerators, warming drawers—even kitchen sinks—offer an up-market twist on the classic American barbeque dream. The market for outdoor kitchens has quadrupled in some areas of the country, bringing all the comforts of the indoor kitchen out into the great outdoors.

Palmetto Propane offers high-quality outdoor kitchen products and designs for builders and contractors. Representing **Builder's Specialties and Alfresco** (www.alfresco.com) and **Islands by Design** (www.islandsbydesign.net), Palmetto Propane's specialists work with the builder/contractor to provide this popular feature to their clients.

The **Alfresco** line includes gas grills from 30- to 56-inches, commercial and countertop refrigerators, food warmers, side burners, bartending centers and more. With quality products made in the USA, **Alfresco** and Palmetto Propane combine to offer long-lasting and value packed outdoor cooking for the gourmet.

Islands by Design, based in Concord, NC,



Outdoor kitchen displays such as this one can be seen at Palmetto Propane showrooms and Builders' Night events.

offers custom-designed outdoor kitchen islands. These ready-to-finish islands provide the builder/contractor with easy integration into unique, complete outdoor kitchens for their clients. Strong steel framework components with thick corrosion-resistant materials are used to last a lifetime.

To learn more about the value, beauty and convenience of outdoor kitchens for your clients, please contact one of Palmetto Propane's branch offices, or call the main office at 1-800-233-1882.

EVERY TIME YOU BUILD A HOME, 70 SQUARE FEET GOES RIGHT DOWN THE TANK

Now you can create extra value and space for your homebuilder customer with a tankless water heating system from **Rinnai** (www.foreverhotwater.com).

The **Continuum® Water Heating System** is a 14" x 41" x 9" outside mounted unit that delivers never-ending hot water, as well as lowers energy bills by heating water only when used. Tax credits also make the value even

greater.

Rinnai tankless water heaters produce endless hot water to multiple outlets simultaneously without any fluctuation in temperature. They are 50 to 70 percent more energy efficient than traditional gas and electric water heaters.

It's easy to see why these systems can increase profit margins for the builder/

contractor by giving them a sales feature that will make a real difference.

For more information, contact Palmetto Propane at 1-800-233-1882.

The small outside mounted Rinnai tankless water heating system unit. [SEE AD ON THE BACK PAGE]

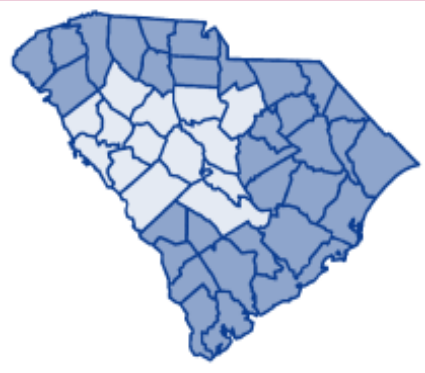




PALMETTO PROPANE TERRITORIES

Palmetto Propane now serves customers in the following 14 South Carolina counties:

- Abbeville
- Aiken
- Calhoun
- Edgefield
- Fairfield
- Greenwood
- Kershaw
- Laurens
- Lexington
- McCormick
- Newberry
- Orangeburg
- Richland
- Saluda



Our main office is located in Batesburg-Leesville, and our support branches are located in Lexington and Saluda. We also have products showcased in the Unireal showroom in McCormick.

Please use the following information to contact us in your area:

- **BATESBURG-LEESVILLE**
131 W. Church Street
Batesburg, SC 29006
(803) 532-4414
- **LEXINGTON**
111 S. Church Street
Lexington, SC 29072
(803) 359-3311
- **SALUDA**
101 S. Jennings Street
Saluda, SC 29138
(864) 445-8485



Havird Oil Company also serves you with fuel oil and lubricants — conveniently at the same phone numbers. We can also set permanent and temporary fuel tanks.

BUILDERS' NIGHTS DESIGNED TO GET TO KNOW YOU



Alice Cannon and Buddy Ridgell of Palmetto Propane answer builders' questions about products and give product demos and literature at a recent Builders' Night.

Builders' Nights, sponsored by Home Builder Associations, prove to be a great opportunity to meet each other and promote how Palmetto Propane can work with builders and contractors.

In November, Palmetto Propane hosted the Greenwood Home Builders' Association Night at Gatewood Club in Greenwood. Vendor representative, Rick Hopkins of Gardner Marsh, presented an informative program on the Rinnai Tankless Water Heating system.

Palmetto Propane also welcomed builders and HVAC contractors to their Annual Lexington County Builders' Appreciation Night at Reflections. Many vendors, as well as Palmetto Propane service

technicians, were on hand to show products and answer questions. The evening concluded with a delicious low country shrimp boil and lots of door prizes.

Recently, the HBA of Greater Columbia Table Top Night proved to be an exciting event for Palmetto Propane. While celebrating HBAGC's 50th Anniversary, Palmetto Propane supported the theme "Happy Days are Here Again" by splishing and splashing the night away, promoting the Rinnai Tankless Water Heating system.

Watch for these events as they come up, and join us for fun, fellowship and a chance to learn about the many opportunities for helping your own customers.

MEET OUR SALES ASSOCIATES



MARTY FAULKENBERRY

Born and raised in Lancaster County, Marty began his career in the Propane industry in 1983 with

Pargas. "At Palmetto Propane," Marty remarks, "I like to think we put the PRO in propane, and take the PANE away, as we try to maintain a sense of local, neighborly service and reasonable, fair prices." His territory includes Calhoun, Fairfield, Kershaw, Lexington, Orangeburg and Richland Counties.



BUDDY RIDGELL

Buddy has been a lifelong resident of Batesburg-Leesville. He and his wife have three daughters and four (soon to be five)

grandchildren. After serving in the military, Buddy joined Palmetto Propane as a salesman, where he enjoys meeting and working with people. Working out of the Batesburg office, he covers Abbeville, Laurens, Greenwood, Newberry, Saluda, Edgefield, Aiken, McCormick, and parts of Lexington counties.





INCENTIVES FOR BUILDERS & CONTRACTORS

Palmetto Propane offers builders and contractors incentives on various packages and products. The chart below describes some of our packages, and if you're interested, we'll send you a complete folder to get you started. Please contact one of our offices to learn how Palmetto Propane can team up with you to give your customers more value, and increase your profit margins.

PACKAGE #1

Total Package Price installed to stub-out (CALL FOR SPECIAL PRICING)

- 36" Vent-Free Universal Firebox with brick liner
- 24" Manual Gas Builder logs

PACKAGE #2

Total Package Price installed to stub-out (CALL FOR SPECIAL PRICING)

- 36" vent-free universal firebox with brick liner
- 24" remote-ready vent-free logs (*hand-held remote or wall thermostat may be added to these logs by the homeowner at any time*)
- Total installation to stub-out. If customer has a Palmetto Propane tank set, we will include 10 feet of tubing from the stub-out to tank. Additional charges may apply if tank is to be set farther than 10 feet from stub-out. *Tank burials available.*

PACKAGE #3

Total Package Price installed to stub-out (CALL FOR SPECIAL PRICING)

- Residential outdoor tank-less gas water heater
- Piping kit
- 36" vent-free universal firebox with brick liner
- 24" remote-ready vent-free logs (*hand-held remote or wall thermostat may be added to these logs by the homeowner at any time*)
- Total installation to stub-out. If customer has a Palmetto Propane tank set, we will include 10 feet of tubing from the stub-out to tank. Additional charges may apply if tank is to be set farther than 10 feet from stub-out. *Tank burials available.*

PACKAGE #4

Total Package Price installed to stub-out (CALL FOR SPECIAL PRICING)

- Residential outdoor tank-less gas water heater
- Piping kit
- Pipe cover box
- 36" vent-free universal firebox with brick liner
- 24" remote-ready vent-free logs (*hand-held remote or wall thermostat may be added to these logs by the homeowner at any time*)
- Total installation to stub-out. If customer has a Palmetto Propane tank set, we will include 10 feet of tubing from the stub-out to tank. Additional charges may apply if tank is to be set farther than 10 feet from stub-out. *Tank burials available.*

WE CAN ALSO CUSTOM CREATE A PACKAGE FOR YOUR NEEDS.

For homes with additional gas appliances (i.e. cook stove, grill, dryer) simply add \$125 to the package of choice for each additional drop/stub. No charge for Gas Pac hook-up.

BUILDER/CONTRACTOR INCENTIVE:

We'd like to show our appreciation to builders and contractors by offering special incentives to you. Please contact Marty or Buddy for your special offerings.



The Propane Advantage

- **AFFORDABILITY**
On average, propane costs about half as much per BTU as electricity.
- **EXCELLENT VALUE**
Gas appliances pay for themselves faster over time when you apply the money you save on energy.
- **WARM, COMFORTABLE HEAT**
A propane heating system supplies warm air at a comfortable 120°F, compared to electric heat pumps that dispense cool air at 95°F
- **LOWER HEATING COSTS**
Propane gas fireplaces cost 30 to 60 percent less per hour of operation than do wood-burning fireplaces, and eliminate worries about remaining hot embers.
- **SMART INVESTMENT**
Propane gas furnaces last an average of 20 years, while electric heat pumps last an average of 14 years. It costs less to repair a propane gas furnace than an electric heat pump.
- **EMERGENCY POWER**
During a power outage you are in control of your energy source. With propane you will have heat, hot water and hot food.





BUILDERS' BITS

PALMETTO PROPANE
P.O. BOX 4539
BATESBURG-LEESVILLE, SC 29070

Visit our website at www.palmettopropane.com

**CONSUMERS SAVE MONEY.
YOU MAKE MORE MONEY.**



TELL YOUR CUSTOMERS HOW TO SAVE UP TO 70% ON THEIR HOT WATER HEATING COSTS, AND YOU'LL HAVE A NEW SOURCE OF PROFITS.

Introducing the Rinnai Continuum residential and the Rinnai Integrity commercial tankless water heaters. From restaurants to condos to schools, and everything in between, the Continuum and Integrity are the solutions for your customers' never-ending hot water needs. And saving up to 70% on their hot water heating costs makes for an easy sell. Let us help you create a new source of profits with the Continuum and the Integrity water heaters.




Commercial Residential






EMPLOYEE SPOTLIGHT

RAY CARVER

If you live or work in the Lexington area, you may have spotted Ray, one of the many Palmetto Propane service technicians. Ray has worked with Palmetto Propane for over four years, and brings an extensive background in the heating and airconditioning industry. Residing in Pelion, SC, Ray works out of Palmetto Propane's Lexington office.

Important Dates

CAROLINA CLASSIC HOME & GARDEN SHOW
March 8-11
SC State Fairgrounds
Columbia, SC

SOUTH CAROLINA POULTRY FESTIVAL
May 10-13
Main Street Leesville District
Batesburg-Leesville, SC

