



A Homeowner's Guide to Propane Service Companies

At Ideal Gas, established in Florida in 1934 – our 85th Year! We sell, install, and maintain propane tanks for residential use. While many companies lease residential tanks, we feel that to provide transparency, flexibility, and value at competitive prices, a residential customer will be a more satisfied customer if he or she owns the tank and has the ability to help control the price of the propane. **Most can expect to save from .50 cents per gallon up to \$4.00 or more per gallon depending on their supplier.**

We also can provide a monitoring system to keep you up and running with deliveries when needed during storms or outages, keep in mind they are internet based and require service.

“First Fills”: It is typical in the propane industry for a company to offer a “first fill” price to a customer who wants to switch propane suppliers. “First fill” just means that they may sell you gas at a low price to get your business, but the price will go up on the next delivery. Ideal does not have a “first fill” price. We have a market price for residential propane that we feel is fair and competitive. Price changes occur as the market fluctuates, but we do not think it is fair to charge a customer a low price just to get the sale and then raise it the next time they order.

Own not Lease: We prefer to sell tanks instead of lease them for residential customers, because, often, if your propane company leases your tank to you, you will be locked in to a long-term lease agreement with high lease fees, extra charges, and pump out and removal fees if you decide to change companies. Many propane companies prefer to lease tanks to customers because residential propane prices in Florida are traditionally the highest in the nation, and by maintaining the ownership of the tank, they are free to charge high prices with no fear that you can easily choose a different supplier.

Propane companies that prefer to lease the tanks to residential customers will argue that it is less expensive for the customer than buying a tank. While it is true that it costs more upfront to buy a tank and have it installed, we find that most customers will reach break-even in less than two years, and for the average propane user in Florida, they will save thousands of dollars over the next few years because there is no lease fee and they are always free to shop around if they feel the price is too high or the service is not adequate. Also, most customers do not know what it costs to buy and install a propane tank.

**PLEASE CONTACT - RICHARD POREMBA IN IDEAL GAS ACCOUNT SALES
FOR ANY ASSISTANCE REGARDING NEW AND EXISTING INSTALLS, & FREE
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